

NCP 404A: UNDOCUMENTREPRENEURSHIP: DISCOVER & DEVELOP

Foothill College Course Outline of Record

Heading	Value
Effective Term:	Summer 2023
Units:	0
Hours:	16 lecture per quarter (16 total per quarter)
Degree & Credit Status:	Non-Degree-Applicable Non-Credit Course
Foothill GE:	Non-GE
Transferable:	None
Grade Type:	Non-Credit Course (Receives no Grade)
Repeatability:	Unlimited Repeatability

Description

This noncredit course focuses on supporting the undocumented student community to explore small business ideas, discover talents and strengths, and develop a vision towards entrepreneurship. The course helps build the entrepreneur mindset, provides an overview of business structures, and prepares students with resources, skills, and abilities needed to establish a small business plan. The course focuses on self-development, using a combination of teaching, hands-on, and reflective exercises. Students have the opportunity to engage and learn from guest entrepreneurs reflective of the undocumented community served to help develop an entrepreneurial mindset. The course is intended to provide support and resources primarily to, but not limited to, students from marginalized, immigrant communities, such as undocumented/AB 540/ Dreamers, mixed-status families, and allies.

Course Objectives

The student will be able to:

- a. Discover their strengths related to entrepreneurship
- b. Identify skills, experiences, and assets to help build an entrepreneur mindset
 - i. Complete a skills mapping exercise to identify the current skills and experiences
 - ii. Learn about [Immigrants Rising](#), an organization that provides resources and support for undocumented communities who want to start their own business
- c. Develop a business vision and purpose
 - i. View and examine "Understanding What It Means to Work for Yourself" [webinar](#)
 - ii. Listen to immigrant entrepreneur stories using Immigrants Rising stories (<https://immigrantsrising.org/stories/>) and local guest speakers to learn about their immigrant entrepreneurship journey
 - iii. Develop a resume outlining skills and experiences
- d. Define and discover a business product
 - i. Create a student profile account with Immigrants Rising to access online entrepreneurship resources (<https://spark.immigrantsrising.org/>) and Spark Training to learn about financial resources
 - ii. Review tools such as design thinking or a business model canvas (<https://www.designkit.org/methods>)
 - iii. Draw a business model canvas to define the problem your business will solve
- e. Identify differences between business structures
 - i. Practice delivering a business purpose and identify what individual or community problem the business is going to help solve
 - ii. View Immigrants Rising's webinar on "Sole Proprietorship, Corporations, LLC, Independent Contractor, Cooperative Corporation" for undocumented individuals
 - iii. View Immigrants Rising's webinars on "Legal Permits including the ITIN Guide" (<https://immigrantsrising.org/resource/individual-tax-identification-number-guide/>) and legal considerations, legal contracts and forms related to starting a business
- f. Identify strategies to approach a business plan
 - i. Review tools such as design thinking or a business model canvas (<https://www.designkit.org/methods>)
 - ii. View Immigrants Rising's webinar on "Business Model Canvas" (<https://immigrantsrising.org/resource/business-model-canvas-and-design-thinking-webinar/>) to learn about strategies that will test your business ideas
- g. Identify the importance of a business plan and the business tools available to immigrant communities to develop a plan
 - i. Discuss funding opportunities, including seed funding for your business and/or non-profit using the [Spark Entrepreneurship training](#)
 - ii. Complete [Spark training](#) to seek possible business funding opportunities
- h. Develop a business plan
 - i. Review the step-by-step process to build a business plan using [Centro Community Partners'](#) resources and Immigrants Rising's webinar on "Business Plans" (<https://immigrantsrising.org/resource/business-plans-webinar/>)

Course Content

- a. Discover your strengths related to entrepreneurship
 - i. Complete and discuss the "Identify your Strengths and Values" exercise

- ii. Create a business plan profile using the "Centro Business Planning Tool" phone app via iTunes and Google Play (<https://www.centro-mobile.org/>)

Lab Content

Not applicable.

Special Facilities and/or Equipment

Students must have access to a Zoom accessible device (e.g., computer) and access to the internet.

Method(s) of Evaluation

Methods of Evaluation may include but are not limited to the following:

Participation in class discussions, activities, individualized work, small group work, and teamwork
Writing assignments, journaling
Demonstration, role modeling, and practice

Method(s) of Instruction

Methods of Instruction may include but are not limited to the following:

Lecture
Discussion
Demonstration
Group work

Representative Text(s) and Other Materials

No course materials.

Types and/or Examples of Required Reading, Writing, and Outside of Class Assignments

- a. Example of a class assignment: Discuss and identify skills, experiences, education, and training to develop a resume
- b. Example of a class assignment: **Independent Contractor Brainstorming Worksheet** - Self Assessment and Work Exploration; identify, skills, training, and education needed to perform that work

Discipline(s)

Vocational (short-term): Noncredit