

SMALL BUSINESS MANAGEMENT (SBM)

For additional information, contact the Small Business Development Center at 503-594-0738.

SBM-011 Property Management Pre-License

0 credits, Fall/Spring

Prepares students to qualify for the Oregon Real Estate Property Management License exam by studying laws and statutes pertaining to the licensing and professional property management activity required by all licensees of the State of Oregon.

SBM-019 Innovation Bridge

0 credits, Fall/Winter/Spring

Provides a methodology to help current and hopeful entrepreneurs find the business value of new ideas, products, or concepts. The course takes students through a process that prompts new ways of thinking about the commercial potential of their ideas, and helps them shape their innovative idea into a complete product.

SBM-020 Small Business Greenhouse

0 credits, Fall/Spring

Two-term intensive training program designed to assist entrepreneurs in planning their business startups, and to develop existing businesses to make them more profitable and to create jobs. Students do extensive individual work on developing business plans with counseling from instructor.

SBM-021 Small Business Management I

0 credits, Fall

Part 1 of a multi-year program to help owners and managers of established businesses manage more effectively and achieve success. Course consists of class meetings, individual business counseling, peer networking, and work in/on the business. Class topics emphasize financial analysis, goals, and communication.

SBM-021A Small Business Management I

0 credits, Fall

This class prepares small business owners to work ON the business rather than IN the business. Using the GrowthWheel toolbox students will work on four key challenges every business, large or small, must address: an attractive business concept; building lasting customer relations; maintaining profitable operations; and building a strong organizational structure.

SBM-021B Small Business Management I

0 credits, Winter

Part 1 of a multi-year program to help owners and managers of established businesses manage more effectively and achieve success. Course consists of class meetings, individual business counseling, peer networking, and work in/on the business. The SBM class will address the challenges of creating an attractive business concept, building lasting customer relations, maintaining profitable operations, and developing strong organizational structure.

SBM-021C Small Business Management I

0 credits, Spring

Part 1 of a multi-year program to help owners and managers of established businesses manage more effectively and achieve success. Course consists of class meetings, individual business counseling, peer networking, and work in/on the business. The SBM class will address the challenges of creating an attractive business concept, building lasting customer relations, maintaining profitable operations, and developing strong organizational structure.

SBM-024 Succession Planning

0 credits, Fall/Winter/Spring

Learn how to harvest your small farm business, not just your crops. Succession planning in small farm ownership is a critical and complex 3-10 year process that, when done properly, helps farmers maximize their return on their farm investment so they can reach their long-term goals in retirement. This hands-on, 12 month program is designed to teach farmers and individuals who want to buy a farm, how to make it happen. Course consists of monthly class meetings, individual business counseling, peer networking, and work in/on the business.

SBM-024C Succession Planning

0 credits, Spring

Learn how to harvest your small farm business, not just your crops. Succession planning in small farm ownership is a critical and complex 3-10 year process that, when done properly, helps farmers maximize their return on their farm investment so they can reach their long-term goals in retirement. This hands-on, 3 month program is designed to teach farmers and individuals who want to buy a farm, how to make it happen. Course consists of monthly class meetings, individual business counseling, peer networking, and work in/on the business.

SBM-025 Succession Planning

0 credits, Fall

Learn how to harvest your small farm business, not just your crops. Succession planning in small farm ownership is a critical and complex 3-10 year process that, when done properly, helps farmers maximize their return on their farm investment so they can reach their long-term goals in retirement. This hands-on 12 month program is designed to teach farmers and individuals who want to buy a farm, how to make it happen. Course consists of monthly class meetings, individual business counseling, peer networking and work in/on the business.

SBM-028 Small Business Management I for Construction Contractors

0 credits, Fall/Winter/Spring

Provides information on starting and growing a successful construction business. Teaches students marketing techniques, estimating methods, tax strategies and recordkeeping. Discusses best practices of working with subcontractors and hiring and managing employees.