MBA 694; Section 65 (1 cr.)
CRN: 33171

Catalog Description

Learn how to evaluate and deploy specific state and federal government programs designed to support business growth, job creation and innovation. While not always in perfect alignment with business needs, such programs can be an important means of securing nontraditional funding for projects.

Course Learning Goals

After completing this course, a student will be able to:
· Evaluate different types of federal and state governmental programs designed to support business;
· Apply appropriate programs to a business/ your business;
· Estimate the net value to be gained from such programs relative to the cost of deployment;
· Know how to find relevant programs in any state;
· Recognize opportunities for non-dilutive funding that may also supplant the need for traditional debt;
· Leap tall buildings in a single bound.

Required Course Materials

· No need to purchase anything. (You're welcome.) Reading materials and videos will be posted on Moodle that must be reviewed prior to participating in discussion groups.

Course Grading Policies

Students' mastery of the course material is assessed through discussion group participation and final action plan for your business. This course must be taken for a letter grade.   Plus grades are earned if within 2% of the next highest letter grade (e.g., 78% is C+). Minus grades are earned if within 2% of the next lowest letter grade (e.g., 81% is a B-). Extra credit is not available. All grades are updated in Moodle on a periodic basis. Final course grades are non-negotiable.

Review of or participation in all Zoom video chats or session recordings   20%
 *If you don't review the recordings/participate, this class will not make sense.

Discussion forum participation for all students regarding economic development programs   10%
*This is the only discussion forum where all student are expected to participate. It's the very first one.

Pre-class submission of written questions for presenters.   27%

4-5 page group action plan applying programs to the assigned business. (See your assigned groups on Moodle)   43%

Course Overview, Homework & Detailed Schedule

Overview…

This course is structured with Zoom video conference sessions specific to a particular program. Program administrators (the people who could someday help you access and deploy these programs) and I will chat live in various lunch-hour time slots (typically 12-1:20PM mountain time) over the course of the 5 week program. **Join us if you can!**

Pre-reading…
Pre-reading materials provided by the presenters are available to you on Moodle. **Please review the provided program materials and visit the program websites *prior to* each class session.** Familiarizing yourself with the programs will obviously help you to formulate questions and/or your assessment as to program value relative to your company.

Required Submission of Questions for Presenters, Video Chats…
Program guests will provide an overview of their respective programs and I will ask them your pre-submitted questions as well as some of my own. Although these sessions we be recorded for convenient viewing anytime, you are encouraged to join the video conferences. (See my comment above about meeting the folks you may someday want to work with on a project.) **Regardless of whether or not you join the live session, written questions must be submitted to me by the weekly deadline, Sunday evenings at 11:59PM.** Please email the questions in the body of an email (not attachment) to brigitta@mwtc.org with the reference to the program/s. If you join the session live, you'll have the opportunity to ask your own questions as submitted or others that may come to mind as you learn more about the program. You should formulate 2-3 questions per presenter. (And remember, there are at least TWO presenters each week.) Consider asking questions from the perspective of someone working for/with a particular company rather than just general questions. You'll get more out of it.

	To…	Miranda-Freer, Brigitta
Send	Cc…	
	Bcc…	
	Subject	Questions for Doug Hill RE MBOI & Dori Brownlow TIFFs

Questions for Doug

Question #1:
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Question #2:
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Questions #3:
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Questions for Dori

Question #1:
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Question #2:
....

Questions #3:
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Also, just a heads up that I plan to participate in the Zoom chat for this session, Brigitta. Looking forward to asking my questions.

Thanks!

Awesome S. Tudent

Frame of reference…
In order to maximize your ability to apply the concepts and programs we'll be covering, you may wish to **choose a company/organization that will be your frame of reference** for the course. This should be a (preferably Montana-

based) business that you currently work for/with or a business you know well. You don't need to share this company information with me, just keep in mind as you move through the course and learn about different programs that may or may not apply to your company/organization.

Recommended for all students…
Take a few minutes after each class session to write down if/how the program presented is relevant to the business you have chosen as a frame of reference for this class AKA "your business." Will it work now, never? How much time do you think it would take you to prep the application materials? How much funding do you think the program will provide? Generally speaking, is the juice worth the squeeze? You'll use this info to compile your final action plan referenced below.

Action Plan…
A final 4-5 page action plan developed by your group (see Moodle for final paper groups) will be based on a specific business that is shared with you on Moodle. This action plan is due no later than **Monday, May 4th at noon**. (See more detail below about the action plan.)

Each student has been assigned to a group for the final action plan. See Moodle for your group.

Career Development – What's your value add for your current employer? What would it be if you could help your company to secure important funding for a planned expansion, new hire or training?

Mid-Term Exams – Nope.

Comprehensive Common Final Exam – Nope. If you've paid attention the recordings, have done the reading as assigned, and have participated in the discussion forums, the final paper will not be difficult.

Course Assistance – If you have specific questions for which you cannot find an adequate responses in the materials provided, please feel free to reach out to me prior to finals week.

Drops and Incomplete Grades – Don't do it! Commit fully and succeed. But if you must… this course follows published UM policies on drop dates and incomplete grades.

Incompletes – Policy per the UM catalog: "Incomplete grades are not an option to be exercised at the discretion of a student. In all cases it is given at the discretion of the instructor within the following guidelines. A mark of incomplete may be assigned students when (1) the student has been in attendance and doing passing work up to three weeks before the end of the semester, and (2) for reasons beyond the student's control and which are acceptable to the instructor, the student has been unable to complete the requirements of the course on time. *Negligence and indifference are not acceptable reasons.*"

Behavior Expectations

Professionalism –Incorporate thoughtful content, proper grammar, spelling, punctuation, etc… in all Communication with your fellow classmates and of course in your final paper.

Email -- According to University policy, faculty may only communicate with students regarding academic issues via official UM email accounts. Accordingly, students must use their UM accounts. Email from non-UM accounts will likely be flagged as spam and deleted without further response. *You may see occasional emails coming from brigitta@mwtc.org and you are welcome to use this address for email correspondence with me. Email sent to brigitta1.miranda-freer@umontana.edu forwards to my MWTC account.

Exam Conduct – N/A

Academic Misconduct – If you really are confused about this, here's the policy
https://www.business.umt.edu/ethics/professional-conduct-code.php.

Disability Services for Students – Students with disabilities will receive reasonable modifications in this course. The student's responsibilities are to request them from me with sufficient advance notice and to be prepared to provide official verification of disability and its impact from Disability Services for Students. Please speak with me after class or during my office hours to discuss the details. For more information, visit the website for the office of Disability Services for Students (found online at http://www.umt.edu/dss/).

Grievance Procedures –Don't wait until the end of the semester if something is wrong. Come talk to me so we can both get what we need out of this course. That said, the formal means by which course and instructor quality are evaluated is through the written evaluation procedure at the end of the semester.