

## New Sector Alliance Residency in Social Enterprise Curriculum Overview

	1	2	3	4	5	6	7	8	9	10
<b>Units</b>	<b>Accounting &amp; Performance Management (APM)</b>	<b>Business, Gov't &amp; Int'l Economy (BGIE)</b>	<b>Entrepreneurship (ENT)</b>	<b>Ethics (ETH)</b>	<b>Finance &amp; Resource Development (FIN)</b>	<b>Leadership &amp; Organizational Behavior (LEAD)</b>	<b>Marketing (MKT)</b>	<b>Negotiations (NEG)</b>	<b>Strategy (STRAT)</b>	<b>Technology &amp; Operations Management (TOM)</b>
<b>Key Learning Objective</b>	Learning basic accounting and performance management tools required for effective social change	Appreciating the role of business, government and the international economy in social change efforts	Understanding the key tools, resources, and skills needed to start successful social impact endeavors	Appreciating the complexities and implications of ethical standards and behaviors in social change efforts	Building basic financial literacy and resource development skills required for social impact	Understanding the role of leadership and management in engaging employees and volunteers	Learning key marketing tools and techniques required to create value for diverse stakeholders	Developing negotiations skills to effectively collaborate with diverse stakeholders	Using strategic frameworks and analysis to drive social impact	Managing technology and operations to maximize social impact
<b>11</b>	<b>Consulting &amp; Project Management (CON)</b>									
<b>Key Learning Objective</b>	Applying analytical tools to strategically solve problems and manage projects									
<b>12</b>	<b>Career Development (CD)</b>									
<b>Key Learning Objective</b>	Charting and pursuing a socially responsible career									

