



## **C115 - Start Your Own Business with Security / Police Sciences 360 Hours**

### **Start Your Own Business**

#### **Overview**

Would you love to be your own boss? Do you have a great idea for a business, but just don't know where to begin? Let us help you get started! Our in-depth course can provide you with a comprehensive introduction on how to start your own business. This is your chance to take that exciting first step toward a new career as an entrepreneur!

Do you have an idea to start your own internet business, or start your own home business? This course is an excellent starting point in learning the fundamentals every entrepreneur should understand and employ.

Our detailed start your own business course offers instruction on a number of business topics, including:

- Entrepreneurial skills
- Home business success
- Types of available small businesses
- The ingredients of a business plan
- Marketing and research
- Small business management
- Managerial accounting
- Budget planning

#### **Outline**

##### **Start Your Own Business Module 1**

##### **Being an Entrepreneur**

- Starting Your Business
- What Is an Entrepreneur?
- Opportunity Recognition
- Characteristics of the Successful Entrepreneur
- Income Statements: The Entrepreneur's Scorecard
- Return on Investment
- Inventions and Product Development
- Financing Strategy: Borrow or Sell?



## **Start Your Own Business Module 2**

### **Choosing a Business**

- Selecting Your Business
- The Power of Positive Thinking
- The costs of Starting and Operating a Business
- What Is Marketing?
- Advertising and Publicity
- Cost/Benefit Analysis
- Market Research
- Basic Business Plan Review

## **Start Your Own Business Module 3**

### **Running a Successful Business**

- Running a Business Successfully
- Your Competitive Advantage: Tactics and Strategies
- Keeping Good Records
- Negotiation
- Consumer Analysis
- Developing Your Marketing Mix
- Sole Proprietorships and Partnerships
- The Production/Distribution Chain
- Technology and Your Business

## **Start Your Own Business Module 4**

### **Intermediate Business Skills**

- Business Communication
- Product Quality
- Cash Flow
- From the Wholesaler's to the Trade Fair
- Trade Fair Financials
- Principles of Successful Personal Selling
- Protecting Your Intellectual Property
- Intermediate Business Plan Review

## **Start Your Own Business Module 5**

### **Growing Your Business**

- What You Need to Know to Grow
- Small Business and Government
- Supply and Demand
- Break-Even Analysis
- Understanding Stocks
- Math Tips to Help You Sell and Negotiate
- The Advanced Sales Call



- Franchising and Licensing: Capitalizing on Your Brand

### **Start Your Own Business Module 6**

#### **Advanced Business Skills**

- Dealing with Contracts
- Raising Capital: Other People's Money
- Venture Capital
- Taxation for the Entrepreneur
- Corporations: Limiting Liability
- Putting the Right Management Team in Place
- Bonds and Other Debt-Based Financing Strategies
- Insurance and Other Operating Costs

### **Start Your Own Business Module 7**

#### **Business Ethics & Social Responsibility**

- Manufacturing: From Idea to Product
- Future and Present Value of Money
- Ethical Business Behavior
- Building Good Personal and Business Credit
- The Balance Sheet: A Snapshot of Your Business
- Socially Responsible Business and Philanthropy
- Building Lifelong Financial Relationships
- Advanced Business Plan Review

## **Security / Police Sciences**

### **Overview**

This is an excellent choice for learning more about the work of security guards and police officers. Our in-depth curriculum can help you gain a valid understanding of a number of security jobs including investigations, surveillance, security systems and more. Our course also includes a module on police officers and their important role in society. Overall, this security/police sciences distance learning course is an excellent first step in learning more about the work of security guards and police officers.

Our security/police sciences course offers a thorough introduction about the work of security guards and police officers by offering practical knowledge on a number of topics, including:

- Modern private security
- The business and functions of security
- Security lighting, alarms, surveillance systems
- Loss prevention
- Industrial, retail & commercial security



- The process of policing and the role of the police
- Police organization and management
- Choosing a police career
- Police patrol and investigations

## **Outline**

### **Security/Police Sciences Module 1 Overview of Security**

- The Evolution of Asset Protection and Security
- Field Notes and Report Writing
- Observation Skills and Memory
- Patrol Principles
- Safety and the Protection Officer
- Traffic Control
- Crowd Control

### **Security/Police Sciences Module 2 Security Fundamentals**

- Physical Security Applications
- Alarm System Fundamentals
- Central Alarm Stations and Dispatch Centers
- Access Control
- Introduction to Computer Security
- Information Security
- Explosive Devices, Bomb Threats and Search
- Fire Prevention, Detection and Response
- Hazardous Materials
- Protection Officers and Emergency Response

### **Security/Police Sciences Module 3 Security Awareness and Management**

- Strikes, Lockouts and Labor Relations
- Workplace Violence
- Employee Dishonesty and Crime in Business
- Substance Abuse
- Effective Communications
- Crisis Intervention
- Security Awareness
- Environmental Crime Control theory
- Operational Risk Management
- Emergency Planning and Disaster Control
- Terrorism
- Counterterrorism and VIP Protection
- Weapons of Mass Destruction

### **Security/Police Sciences Module 4 Crime Scene Security**



- Crime Scene Procedures
- Foundations for Surveillance
- Interviewing Techniques
- Investigation: Concepts and Practices
- Legal Aspects of Security
- Protection Officer Law (U.S.)
- Protection Office Law (Canadian)
- Use of Force
- Defensive Tactics and Officer Safety
- Apprehension and Detention Procedures
- Public Relations

### **Security/Police Sciences Module 5 Community Policing**

- The Evolution of Community Policing
- Inside Police Agencies
- Understanding and Involving the Community
- Problem Solving: Proactive Policing
- Implementing Community Policing

### **Security/Police Sciences Module 6 Building Relationships and Trust**

- Communicating Effectively
- Building Partnerships
- The Glue of Community Policing
- Forming Partnerships
- Forming Partnerships with the Media

### **Security/Police Sciences Module 7 Community Policing in the Field**

- Early Experiments in Crime Prevention
- Community Policing Strategies
- Safe Neighborhoods and Communities
- From Traffic Problems to Crime
- Community Policing and Drugs
- Bringing Youths into Community Policing

### **Security/Police Sciences Module 8 A Collaborative Effort**

- The Challenge of Gangs
- Controlling Gangs Destructive Force
- Understanding and Preventing Violence
- Understanding and Preventing Terrorism
- What Research Tells Us
- Looking to the Future