I. Description of Course:

1. Department/Course: ART - 157
2. Title: Professional Practice for Interior Design
4. Units: 3.00
   Lec Hrs: 3.00
   Lab Hrs: 0.00
5. Repeatability: No
6. Grade Options: Letter Grade, May Petition Credit/No Credit (GC)
7. Degree/ Applicability: Credit, Degree Applicable, Not Transferable (D)
8. General Education: 
9. CAN Numbers: 
10. Field Trips: May be Required
11. Requisites: 
12. Catalog Description: This class introduces basic business practices for Interior Designers. It includes an overview of career paths, business planning and organization, professional associations, marketing, sales, wholesale resource development, contractual obligations, and ethics. It is designed for people preparing to enter the field of Interior Design.
13. Class Schedule Description: Basic business practices for Interior Designers.
14. Counselor Information: This class introduces business practices for professional Interior Designers. It is designed for students entering the field. It is also useful for practicing designers who wish to start or expand their own business or who are preparing for the professional exams.

II. Student Learning Outcomes

The student will:
1. Identify legal and ethical requirements for the Interior Design profession.
2. Prepare and interpret legal documents.
3. Analyze and evaluate financial and budgeting principles.
4. Examine techniques of developing client bases and relationships with trade sources.
5. Discuss career paths and compare business formations.

III. Course Outline:

A. Overview of the Interior Design profession.
B. Establishing a practice.
1. Business formations.
2. Legal and ethical responsibilities.

C. Business Management.
2. Pricing and Fees.

D. Marketing and Business Development.
1. Services.
2. Promoting the Practice.

E. Project Management.
1. Scheduling.
2. Budgets.
3. Trade Sources.
5. Processing Orders.

F. Career Options.

IV. Course Assignments:

Reading Assignments
Text and handouts

Writing Assignments
Prepare business plan
Prepare contracts
Report on career direction
Prepare resume
Marketing proposal

Projects, Activities, and other Assignments
Calculate budgeting project
Demonstrate sales presentation
Prepare resource file
Research legal filings and responsibilities

V. Methods of Evaluation:

A. Exams
B. Oral presentations
C. Discussions
D. Research projects
E. Reports.

Methods of Instruction:
Lecture
Discussion
Demonstration
Other
Field trips.
VI. Textbooks:

Required

Optional

VII. Supplies:

1. Legal forms and presentation materials.