



Indigenous Entrepreneurship MOS 2298B Winter 2023

1. Course Information

Course Name, Number, Section: Indigenous Entrepreneurship, MOS 2298B,
Instructor(s): Dr. Ashley Sisco
Contact Information: asisco@uwo.ca
Office: TBD
Office Hours: Fridays, 10:30am to 1:00pm
Class Location: Indigenous Learning Space Classroom
Scheduled Class Times: Fridays, 1:30pm to 4:30pm
Prerequisite(s): None
Antirequisite (s): None
Extra Information: 3 lecture hours, 0.5 course

We acknowledge that Huron College is located on the traditional lands of the Anishinaabek (Ah-nish-in-a-bek), Haudenosaunee (Ho-den-no-show-nee), Lūnaapéewak (Len-ahpay-wuk) and Chonnonton (Chun-ongk-ton) Nations, on lands connected with the London Township and Sombra Treaties of 1796 and the Dish with One Spoon Covenant Wampum. With this, we respect the longstanding relationships that Indigenous Nations have to this land, as they are the original caretakers. We acknowledge historical and ongoing injustices that Indigenous Peoples (First Nations, Métis, and Inuit) endure in Canada.” We acknowledge that this guide is one way in which Huron College, as an affiliate of Western university, can “accept responsibility as a public institution to contribute toward revealing and correcting miseducation as well as renewing respectful relationships with Indigenous communities through our teaching, research and community service” (Office of Indigenous Initiatives, n.d.).

2. Course Description

Indigenous entrepreneurship is important to recapturing Indigenous economic leakage and supporting the revitalization of the strong localized and regional Indigenous economies that existed prior to settler colonialism. This 2000-level survey course will explore the unique ways in which local First Nations communities define economic development and well-being, as well as the strengths, challenges, and resources accessible to support Indigenous entrepreneurs. Students will explore the foundations of entrepreneurship with a focus on Indigenous business development. Special consideration will be given to the unique context, resources and considerations for Indigenous entrepreneurs and non-Indigenous entrepreneurs looking to partner with Indigenous businesses, people, and communities on business ventures.

3. Course Learning Outcomes

Students who successfully complete this course will be able to:

1. Understand how Indigenous economies functioned prior to contact and how settler colonization impacted these economies;
2. Know how Indigenous communities define economic well-being as well as current trends in Indigenous economies and leakage, with a focus on local First Nations;
3. Comprehend the role Indigenous Entrepreneurship is playing in revitalizing localized and regional Indigenous economies, as well as the challenges, and promising practices, drawn from case studies and success stories;
4. Develop a basic business plan, and prepare the basic aspects of feasibility studies to test the viability of a business concept;
5. Identify opportunities and prepare a strong application for business financing;
6. Promote and foster a leadership style that will support a successful business, drawing on Indigenous leadership principles that work well in Indigenous contexts;
7. Register for and procure contracts from tendering programs and market your business in Indigenous contexts; and
8. Comply with Indigenous business taxation requirements.

4. Textbooks and Course Materials

Brown, K. & Tulk, J. E. (2016). *Indigenous business in Canada : Principles and practices*. Cape Breton University Press.

Please note: This book is available through Western's Library Online, free-of-charge.

5. Methods of Evaluation (be sure to include any policies on makeup assessments)

Item	Description	Due	Value
Participation	Participation in discussions in class and with guest speakers.	All term	25%
Reflections	Three class reflections on three separate topics, each worth 10%	February 3 rd March 10 th March 17 th	30%
Business Plan	Development of a Business Plan	February 17 th	25%
Business Presentation Pitch	Presentation pitch, drawing on business plan	March 31 st	20%

6. Tentative Class Schedule/ Syllabus

<p>Note: This schedule may be subject to change. If there are any changes, we will discuss in class first. Readings should be read before the Friday of the week they are assigned.</p>		
WK1	January 13 th	<ul style="list-style-type: none"> • Introductions & positionality • Expectations & strengths • Course overview <p>Lecture: Indigenous Economies & Settler Colonial Impacts</p> <p>Required Readings: Textbook: McLeod, K. (2016). Pre-contact Economies and the Fur Trade. In K. Brown & J. E. Tulk (Eds.). (2016). <i>Indigenous business in Canada : Principles and practices (2-12)</i>. Cape Breton University Press.</p> <p>Starks, R.R. 7 Jorgenson, M. (2016). Land and Indigenous Business Development in Canada. In K. Brown & J. E. Tulk (Eds.). (2016). <i>Indigenous business in Canada : Principles and practices (13-37)</i>. Cape Breton University Press.</p>
<p>January 17th - Last day to register.</p>		
WK2	January 20 th	<p>Lecture: Indigenous Economic Well-being, Trends, & Leakage</p> <p>Required Readings: On OWL: Sisco & Associates Consulting Services Inc. (2021). <i>Anishinabek Nation Economic Trends & Leakage Report</i>.</p>
WK2	January 27 th	<p>Lecture: Indigenous Entrepreneurship, Challenges & Success Stories</p> <p>Required Readings: Textbook: Callilhoo, T. & Bruno, D (2016). Indigenous Entrepreneurship. In K. Brown & J. E. Tulk (Eds.). (2016). <i>Indigenous business in Canada : Principles and practices (64-84)</i>. Cape Breton University Press.</p> <p>On OWL: Sisco, A. & Stewart, N. (2009). True to Their Visions: An Account of Ten Successful Aboriginal Businesses. Ottawa: The Conference Board of Canada, pp. i-24.</p>
WK3	Feb 3 rd	<p>Lecture: Indigenous Partnerships</p> <p>Required Readings:</p>

		<p>Textbook: Moroz, P., Kayseas, B., Anderson, R., Dana, L-P. (2016). In K. Brown & J. E. Tulk (Eds.). (2016). <i>Indigenous business in Canada : Principles and practices</i> (85-106). Cape Breton University Press.</p>
WK 4	Feb 10 th	<p>Lecture: Planning for Success - Feasibility Studies & Business Plans</p> <p>Required Readings: Links: https://www.nwac.ca/assets-knowledge-centre/NF228-NWAC_EntreToolkit_FNL.pdf https://businesslink.ca/assets/uploads/2019/01/Business-Planning-Workbook.pdf https://www.ontario.ca/document/indigenous-business-development-toolkit#</p>
WK 5	Feb 17 th	<p>Lecture: Financing an Indigenous Business</p> <p>Required Readings: Textbook: Cooper, T. (2016). Finance and Banking. In K. Brown & J. E. Tulk (Eds.). (2016). <i>Indigenous business in Canada : Principles and practices</i> (161-176). Cape Breton University Press.</p>
No Class February 24th - Spring Reading Week February 18-26, 2023		
WK 6	March 3 ^d	<p>Lecture: Indigenous Procurement & Marketing in Indigenous Contexts</p> <p>Required Readings: Textbook: Brown, K, G. & Pyke, J. (2016). Marketing in Indigenous Contexts In K. Brown & J. E. Tulk (Eds.). <i>Indigenous business in Canada : Principles and practices</i> (204-219). Cape Breton University Press.</p> <p>Manual: Sisco & Associates Consulting Services. (2021) TCDC Indigenous Procurement Workshop Manual. Aamjiwnaang First Nation: Tecumseh Community Development Corporation.</p> <p>Video: https://www.sac-isc.gc.ca/eng/1403891518529/1610984425845</p>
WK 7	March 10 th	<p>Lecture: Indigenous Business Leadership</p> <p>Required Readings: Textbook:</p>

		<p>Caillou, B. (2016). Leadership & Management. In K. Brown & J. E. Tulk (Eds.). (2016). <i>Indigenous business in Canada : Principles and practices</i> (38-63). Cape Breton University Press.</p> <p>On OWL: Sisco & Associates Consulting Services Inc. (2022). Feminist Response and Recovery: Environmental Scan. Ottawa: National Association of Friendship Centres (NAFC).</p>
WK 8	March 17 th	<p>Lecture: Indigenous Business & Taxation</p> <p>Required Readings: Video: https://www.youtube.com/watch?v=JFgftoW0-5o https://www.youtube.com/watch?v=8SbpzQkCimU</p> <p>Textbook (Optional): Waddan, W. (2016). An introduction to Taxation (2016). <i>Indigenous business in Canada : Principles and practices</i> (125-160). Cape Breton University Press.</p> <p>Helpful Links (Optional): https://www.canada.ca/en/revenue-agency/services/tax/businesses/topics/gst-hst-businesses/charge-collect-indigenous-peoples.html</p>
WK 9	March 24 th	Class Presentations: Feasibility Study & Business Plan Presentations
WK 10	March 31 st	Class Presentations: Feasibility Study & Business Plan Presentations
No Class April 7th - Good Friday		

7. Copyright:

Lectures and course materials, including PowerPoint and Prezi presentations and recordings, are protected by copyright. You may take notes and make copies of course materials for your own educational use. You may not record lectures, reproduce (or allow others to reproduce), post or distribute lecture notes, lecture recordings posted on Owl, and other course materials publicly and/or for commercial purposes without my written consent.

8. FASS Appendix to Course Outlines: Academic Policies & Regulations Fall/Winter 2022

Pandemic Contingency

Huron will continue to follow the guidance of public health and government officials. It is anticipated that there will be no further disruptions to in-person instruction. This is subject to change.

Student Code of Conduct

Membership in the community of Huron University College and Western University implies acceptance by every student of the principle of respect for the rights, responsibilities, dignity and well-being of

others and a readiness to support an environment conducive to the intellectual and personal growth of all who study, work and live within it. Upon registration, students assume the responsibilities that such registration entails. While in the physical or online classroom, students are expected to behave in a manner that supports the learning environment of others. Please review the Student Code of Conduct at: <https://huronatwestern.ca/sites/default/files/Res%20Life/Student%20Code%20of%20Conduct%20-%20Revised%20September%202019.pdf>.

Prerequisite and Antirequisite Information

Students are responsible for ensuring that they have successfully completed all course prerequisites and that they have not completed any course antirequisites. Unless you have either the requisites for this course or written special permission from your Dean to enroll in it, you may be removed from this course and it will be deleted from your record. This decision may not be appealed. You will receive no adjustment to your fees in the event that you are dropped from a course for failing to have the necessary prerequisites.

Attendance Regulations for Examinations

A student is entitled to be examined in courses in which registration is maintained, subject to the following limitations:

- 1) A student may be debarred from writing the final examination for failure to maintain satisfactory academic standing throughout the year.
- 2) Any student who, in the opinion of the instructor, is absent too frequently from class or laboratory periods in any course will be reported to the Dean of the Faculty offering the course (after due warning has been given). On the recommendation of the Department concerned, and with the permission of the Dean of that Faculty, the student will be debarred from taking the regular examination in the course. The Dean of the Faculty offering the course will communicate that decision to the Dean of the Faculty of registration.

Review the policy on Attendance Regulations for Examinations here: [Academic Calendar - Western University \(uwo.ca\)](#)

Statement on Academic Offences

Scholastic offences are taken seriously and students are directed to read the appropriate policy, specifically, the definition of what constitutes a Scholastic Offence, at the following website: [Academic Calendar - Western University \(uwo.ca\)](#). The appeals process is also outlined in this policy as well as more generally at the following website:

https://www.uwo.ca/univsec/pdf/academic_policies/appeals/appealsundergrad.pdf.

Turnitin.com

All required papers may be subject to submission for textual similarity review to the commercial plagiarism detection software under license to the University for the detection of plagiarism. All papers submitted for such checking will be included as source documents in the reference database for the purpose of detecting plagiarism of papers subsequently submitted to the system. Use of the service is subject to the licensing agreement, currently between The University of Western Ontario and Turnitin.com (<http://www.turnitin.com>).

Statement on Use of Electronic Devices

It is not appropriate to use electronic devices (such as, but not limited to, laptops, tablets, cell phones) in the classroom for non-classroom activities. Such activity is disruptive and distracting to other students and to the instructor, and can inhibit learning. Students are expected to respect the classroom environment and to refrain from inappropriate use of technology and other electronic devices in class.

Statement on Use of Personal Response Systems (“Clickers”)

Personal Response Systems (“clickers”) may be used in some classes. If clickers are to be used in a class, it is the responsibility of the student to ensure that the device is activated and functional. Students must see their instructor if they have any concerns about whether the clicker is malfunctioning. Students must use only their own clicker. If clicker records are used to compute a portion of the course grade:

- the use of somebody else’s clicker in class constitutes a scholastic offence
- the possession of a clicker belonging to another student will be interpreted as an attempt to commit a scholastic offence.

Academic Consideration for Missed Work

All students pursuing academic consideration, regardless of type, must contact their instructors no less than 24 hours following the end of the period of absence to clarify how they will be expected to fulfill the academic responsibilities missed during their absence. **Students are reminded that they should consider carefully the implications of postponing tests or midterm exams or delaying submission of work, and are encouraged to make appropriate decisions based on their specific circumstances.**

Students who have conditions for which academic accommodation is appropriate, such as disabilities or ongoing or chronic health conditions, should work with Accessible Education Services to determine appropriate forms of accommodation. Further details concerning policies and procedures may be found at: <http://academicsupport.uwo.ca/>.

Policy on Academic Consideration for a Medical/ Non-Medical Absence

(a) Consideration on Medical Grounds for assignments worth *less than 10%* of final grade: Consult Instructor Directly and Contact Academic Advising

When seeking consideration on **medical grounds** for assignments worth *less than 10%* of the final course grade, the student should contact the instructor directly. The student need only share broad outlines of the medical situation. The instructor **may** require the student to submit documentation to the academic advisors, in which case she or he will advise the student and inform the academic advisors to expect documentation. If documentation is requested, the student will need to complete and submit the **Student Medical Certificate**. The instructor may not collect medical documentation. The advisors will contact the instructor when the medical documentation is received, and will outline the severity and duration of the medical challenge as expressed on the Student Medical Certificate and in any other supporting documentation. The student will be informed that the instructor has been notified of the presence of medical documentation, and will be instructed to work as quickly as possible with the instructor on an agreement for accommodation.

b) Medical Grounds for assignments worth 10% or more of final grade: Go Directly to Academic Advising

University Senate policy, which can be found at [Academic Calendar - Western University \(uwo.ca\)](https://www.uwo.ca/univsec/pdf/academic_policies/appeals/medicalform.pdf) requires that all student requests for accommodation on medical grounds for assignments worth 10% or more of the final grade be made directly to the academic advising office of the home faculty (for Huron students, the “home faculty” is Huron), with supporting documentation in the form (minimally) of the Senate-approved Student Medical Certificate found at: https://www.uwo.ca/univsec/pdf/academic_policies/appeals/medicalform.pdf.

The documentation is submitted in confidence and will not be shown to instructors. The advisors will contact the instructor when the medical documentation is received, and will outline the severity and duration of the medical challenge as expressed on the Student Medical Certificate and in any other supporting documentation. The student will be informed that the instructor has been notified of the presence of medical documentation, and will be instructed to work as quickly as possible with the instructor on an agreement for accommodation. The instructor will not normally deny accommodation where appropriate medical documentation is in place and where the duration it describes aligns with the due date(s) of assignment(s). Before denying a request for accommodation on medical grounds, the instructor will consult with the Dean. The instructor’s decision is appealable to the Dean.

c) Consideration on Non-Medical Grounds: Consult Huron Support Services/Academic Advising, or email huronsss@uwo.ca.

Students seeking academic consideration for a **non-medical** absence (e.g. varsity sports, religious, compassionate, or bereavement) will be required to provide appropriate documentation. All consideration requests must include a completed [Consideration Request Form](#). Late penalties may apply at the discretion of the instructor.

Please review the full policy on Academic Consideration for medical and non-medical absence at: [accommodation_medical.pdf \(uwo.ca\)](#). Consult [Huron Academic Advising](#) at huronsss@uwo.ca for any further questions or information.

Support Services

For advice on course selections, degree requirements, and for assistance with requests for medical accommodation, students should email an Academic Advisor in Huron’s Student Support Services at huronsss@uwo.ca. An outline of the range of services offered is found on the Huron website at: <https://huronatwestern.ca/student-life/student-services/>.

Department Chairs, Program Directors and Coordinators are also able to answer questions about individual programs. Contact information can be found on the Huron website at: <https://huronatwestern.ca/contact/faculty-staff-directory/>.

If you think that you are too far behind to catch up or that your workload is not manageable, you should consult your Academic Advisor. If you are considering reducing your workload by dropping one or more courses, this must be done by the appropriate deadlines. Please refer to the Advising website, <https://huronatwestern.ca/student-life/student-services/academic-advising/> or review the list of official

Sessional Dates on the Academic Calendar, available here:
<http://www.westerncalendar.uwo.ca/SessionalDates.cfm>.

You should consult with the course instructor and the Academic Advisor who can help you consider alternatives to dropping one or more courses. Note that dropping a course may affect OSAP and/or Scholarship/Bursary eligibility.

Huron Student Support Services: <https://huronatwestern.ca/student-life/student-services/>
Office of the Registrar: <https://registrar.uwo.ca/>
Student Quick Reference Guide: <https://huronatwestern.ca/student-life/student-services/#1>
Academic Support & Engagement: <http://academicsupport.uwo.ca/>
Huron University College Student Council: <https://huronatwestern.ca/student-life/beyond-classroom/hucsc/>
Western USC: <http://westernusc.ca/your-services/#studentservices>

Wellness and Health Supports at Huron and Western

University students may encounter setbacks from time to time that can impact academic performance. Huron offers a variety of services that are here to support your success and wellbeing. All Huron staff and faculty have received training on responding to disclosures of Gender-Based Sexual Violence (GBSV); students should know that the Community Safety Office is a resource for survivors, providing support and, if desired, guidance while referring them to the further supports that they may require. Please visit <https://huronatwestern.ca/student-life-campus/student-services/wellness-safety> for more information or contact staff directly:

Wellness Services: huronwellness@huron.uwo.ca
Community Safety Office: safety@huron.uwo.ca
Additional supports for Health and Wellness may be found and accessed at Western through, <https://www.uwo.ca/health/>.

Western Calendar - Policy Pages -

[Academic Calendar - Western University \(uwo.ca\)](#)