

Business 2011

Prepared by:
Stanton Community Schools

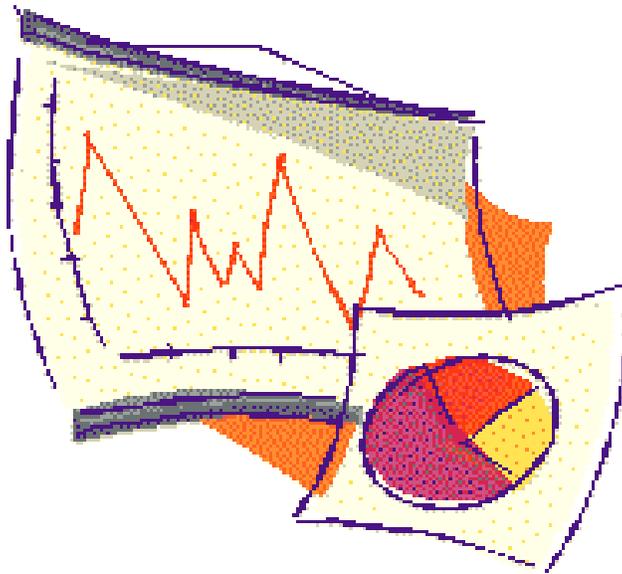


Table of Contents

ACKNOWLEDGEMENTS	3
DISTRICT MISSION STATEMENT	4
GOALS	4
STANTON BUSINESS MISSION STATEMENT	4
BUSINESS CURRICULUM GUIDES	5
ACCOUNTING I	5
BUSINESS LAW	8
INTRODUCTION TO BUSINESS	10
ENTREPRENEURSHIP	12
PERSONAL FINANCE	14
MARKETING	16
BUSINESS MANAGEMENT & LEADERSHIP	19
CAREER AND COLLEGE READINESS	22

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District Mission Statement

The Stanton Community Schools exist to create, foster, and provide a positive learning environment in which all students can become responsible and productive members of the United States of America through academic, physical, social, vocational, technical, and emotional growth.

Goals

The students will:

1. Engage in a 21st century learning environment by
 - a. Exceeding learning standards in the core curricular areas of Language Arts, Mathematics, Science and Social Science.
 - b. Acquiring lifelong learning skills such as self-direction, adaptability, and higher-order thinking/problem solving. Also, included in these learning skills are researching information & reporting results, developing inter-personal & cross cultural relationships, and utilizing the student's curiosity & creativity.
 - c. Utilizing learning technologies to explore & investigate concepts; access, manage, analyze, & synthesize information; and communicate & produce quality products.
2. Be prepared to compete in a global society following graduation.
3. Develop respect and a positive attitude for themselves and others.
4. Assume civic responsibility as a member of a family, community, nation, and world.
5. Develop an appreciation for the visual and performing arts.
6. Be provided with vocational and technological skills.
7. Have the knowledge and skills needed to maintain healthy and fit bodies throughout their lives.
8. Be provided an environment that stimulates emotional growth.
9. Assume responsibility and ownership for their education.

Stanton Business Mission Statement

The Mission of Business Education in Nebraska is to prepare all students to live and work as productive citizens in a global society by providing essential business experiences, education and technology skills in a dynamic learning environment.

We believe education in business provides students with:

- Desirable knowledge, attitudes and skills to live and work as productive citizens
- Educational experiences for personal and professional growth
- Opportunities to apply academic knowledge and skills
- Preparation to meet the challenges of a fast-changing society
- Workplace skills and partnership with the business community

Business Curriculum Guides

Accounting I

Purpose Statement Students will apply the theories and principles that affect the accounting cycle and analyze financial statement for profitability and trends.

Crosswalk to Nebraska Academic Standards The outcomes of this course address the following Nebraska Standards.

Language Arts	12.2.1.b, 12.3.1.a, 12.1.6.d, 12.2.2.b, 12.2.1.f, 12.2.2.a
Math	12.1.3.a, 12.4.2.a, 12.1.3.d
Social Studies	12.2.6.c-d

Outcome B.ACI.1 Students will analyze business transactions into debit and credit parts and prepare a balance sheet.

- B.ACI.1.1 Define basic terms and accounting concepts.
- B.ACI.1.2 Classify accounts into asset, liability and equity categories.
- B.ACI.1.3 Identify the balance side and increase or decrease side of balance sheet accounts.
- B.ACI.1.4 Determine how transaction affects the account as a result of transactions.
- B.ACI.1.5 Show how transaction affects the accounting equation.
- B.ACI.1.6 Prepare a balance sheet.

Outcome B.ACI.2 Students will analyze and record business transactions into journal.

- B.ACI.2.1 Define basic terms and accounting concepts.
- B.ACI.2.2 Identify parts of a journal.
- B.ACI.2.3 Analyze and journalize business transactions.
- B.ACI.2.4 Prove and rule the journal.

Outcome B.ACI.3 Students will post from a journal to a ledger account and compute balances.

- B.ACI.3.1 Define basic terms and accounting concepts.
- B.ACI.3.2 Identify organization of general ledger and open accounts.
- B.ACI.3.3 Identify the parts of the general ledger.
- B.ACI.3.4 Perform the outcome.

- Outcome B.ACI.4** Students will prepare the worksheet and financial statements in order to assess profitability.
- B.ACI.4.1 Define basic terms and accounting concepts.
 - B.ACI.4.2 Identify parts of the worksheet and financial statements.
 - B.ACI.4.3 Prepare the worksheet.
 - B.ACI.4.4 Prepare and analyze financial statements.
- Outcome B.ACI.5** Students will prepare the ledger accounts for new fiscal period.
- B.ACI.5.1 Define terms and accounting concepts.
 - B.ACI.5.2 Record and post adjusting entries.
 - B.ACI.5.3 Record and post closing entries.
 - B.ACI.5.4 Verify accuracy by completing post-closing trial balance.
- Outcome B.ACI.6** Students will demonstrate skills needed to maintain cash control accounts.
- B.ACI.6.1 Define terms and accounting concepts.
 - B.ACI.6.2 Demonstrate how petty cash system controls cash.
 - B.ACI.6.3 Utilize correct procedures to maintain bank accounts.
- Outcome B.ACI.7** Students will demonstrate skills needed to maintain payroll system.
- B.ACI.7.1 Define terms and accounting concepts.
 - B.ACI.7.2 Identify various payroll taxes and evaluate the impact of taxes on employee and employer.
 - B.ACI.7.3 Calculate employee earning and deductions.
 - B.ACI.7.4 Complete payroll records.
 - B.ACI.7.5 Journalize and post payroll transactions.
- Outcome B.ACI.8** Students will produce individual income tax returns utilizing correct procedures.
- B.ACI.8.1 Define terms and accounting concepts.
 - B.ACI.8.2 Identify which income tax returns are appropriate for various situations.
 - B.ACI.8.3 Perform the outcome.

Outcome B.ACI.9 Students will compare and contrast the different forms of business organization.

B.ACI.9.1 Define terms and concepts.

B.ACI.9.2 Identify the advantages and disadvantages of each form of business.

B.ACI.9.3 Perform the outcome.

Outcome B.ACI.10 Students will research requirements for a career using accounting skills, opportunities that exist for employment and evaluate their interests that career.

B.ACI.10.1 Students will explain how skills and worker requirements have been affected by technology.

B.ACI.10.2 Students will research and report on office careers.

Business Law

Purpose Statement Students will apply the legal rights and responsibilities relevant to personal and business practice. They will demonstrate competency by analyzing and applying personal and business law in real case problems and everyday life situations.

Crosswalk to Nebraska Academic Standards The outcomes of this course address the following Nebraska Standards.

Language Arts	12.2.1.b, 12.3.1.a, 12.1.5
Social Studies	12.1.1.c, 12.1.1.e

Outcome B.LAW.1 Students will examine our legal system and constitutional rights and how it affects everyday life.

- B.LAW.1.1 Identify our legal system.
- B.LAW.1.2 Define the types of law.
- B.LAW.1.3 Describe the foundation of our Constitution.
- B.LAW.1.4 Describe the amendments have changed the Constitution.
- B.LAW.1.5 Discuss the creation of checks and balances.

Outcome B.LAW.2 Students will examine the court system and criminal and personal injury law and its effect on everyday life.

- B.LAW.2.1 Name the different level of courts and their powers.
- B.LAW.2.2 Diagram the federal court system.
- B.LAW.2.3 Diagram the state court system.
- B.LAW.2.4 Explain criminal law and procedures.
- B.LAW.2.5 Explain personal injury laws and procedures.

Outcome B.LAW.3 The student will apply the fundamentals of contracts to everyday life.

- B.LAW.3.1 Identify offer and acceptance.
- B.LAW.3.2 Describe the conditions that make a contract void able.
- B.LAW.3.3 Define consideration and give examples.
- B.LAW.3.4 Identify parties who have contractual capacity.
- B.LAW.3.5 Give examples of illegal contracts.
- B.LAW.3.6 Explain the importance of writing in contracts.
- B.LAW.3.7 Describe contractual rights and duties.
- B.LAW.3.8 Define remedies for breach of contract.

Outcome B.LAW.4 Students will analyze sales contracts and the effect to their role as a consumer.

B.LAW.4.1 Describe a sale of goods.

B.LAW.4.2 Compare and contrast the benefits and burdens of the ownership of goods.

Outcome B.LAW.5 Students will differentiate the classes or property and the rights of real property.

B.LAW.5.1 Describe the classes of property.

B.LAW.5.2 List the ways to acquire property.

B.LAW.5.3 Identify the legal elements of real property.

B.LAW.5.4 Describe the parties involved in transferring real property.

Outcome B.LAW.6 Students will examine the types of leases on real property and how to protect their property.

B.LAW.6.1 Describe the legal characteristics of a lease.

B.LAW.6.2 Explain the tenant's right to property.

B.LAW.6.3 Compare and contrast the rights and duties of the lessor and lessee.

Outcome B.LAW.7 Students will develop an understanding of the common types of insurance.

B.LAW.7.1 Define basic insurance terms.

B.LAW.7.2 Identify property and casualty insurance.

B.LAW.7.3 Explain the coverages in automobile insurance.

B.LAW.7.4 Identify common provisions in life insurance.

B.LAW.7.5 Explain the types of social insurance.

Outcome B.LAW.8 Students will examine employment contracts and how the legal implications affect real life situations.

B.LAW.8.1 Define employment and contrast it with other relationships where one person works for another.

B.LAW.8.2 Describe employer's duties.

B.LAW.8.3 Describe employee's duties.

B.LAW.8.4 Explain the rights of a fired employee.

B.LAW.8.5 Compare the roles of state and federal labor laws.

B.LAW.8.6 Discuss the processes of establishing a union.

B.LAW.8.7 Define illegal discrimination.

B.LAW.8.8 Discuss the rights of employee injury.

B.LAW.8.9 Analyze an employment contract.

Introduction To Business

Purpose Statement Distinguish between various economic systems, demonstrate good consumerism, and apply knowledge of banking, insurance, and record keeping procedures to real life situations.

Crosswalk to Nebraska Academic Standards. The outcomes of this course address the following Nebraska Standards.

Language Arts	12.1.5
Science	12.1.1, 12.7.2, 12.7.3
Social Studies	12.2.1.b, 12.3.5.b, 12.2.10.d, 12.2.3.b, 12.2.6.b
Math	12.1.3.a

Outcome B.INT.1 Students will demonstrate competency by applying basic economic principles to individual business and governmental practices.

- B.INT.1.1 Describe the economic resources used in the production of goods and services.
- B.INT.1.2 Define the basic economic problem and explain how it forces you to make decisions.
- B.INT.1.3 State the six steps in the decision-making process.
- B.INT.1.4 Describe the three basic economic questions.
- B.INT.1.5 Describe the three types of economic systems.
- B.INT.1.6 Identify five features of the market Economy.
- B.INT.1.7 Identify the economic roles of being a consumer.
- B.INT.1.8 Relate consumer activity to the law of Supply and Demand.
- B.INT.1.9 Describe measurement concepts and methods used to explain economic developments and assess economic performance including gross domestic products, supply and demand, inflation and deflation, labor productivity, and standard of living.
- B.INT.1.10 Describe the four phases of business cycle.

- Outcome B.INT.2** Students will demonstrate the fundamentals of business organization, ownership, and management. In addition, examine the social responsibilities of businesses, business ethics, international business, and the role of government.
- B.INT.2.1 Explain the role and function of business in the market economy.
 - B.INT.2.2 Describe the four basic kinds of businesses.
 - B.INT.2.3 Demonstrate the seven kinds of activities performed by businesses.
 - B.INT.2.4 Differentiate between the three types of business ownership.
 - B.INT.2.5 Describe the social and ethical responsibilities of businesses.
 - B.INT.2.6 Describe the impact of international business on our economy.
 - B.INT.2.7 Discuss the role of government in our economy.
- Outcome B.INT.3** Students will demonstrate competency in the operation, application, and function of computers and related technology in our constantly changing global economy. They will create, access, manipulate, and analyze information.
- B.INT.3.1 Describe the effects of computer systems on our global economy.
 - B.INT.3.2 Describe the purposes of management.
 - B.INT.3.3 Distinguish when to properly use word processors, spreadsheets, or databases to solve business problems.
 - B.INT.3.4 Create a management information system, which ties together capabilities of word processors, spreadsheets, and databases.
 - B.INT.3.5 Describe how technology has impacted our business and personal lives.
 - B.INT.3.6 Predict how technology will impact our business and personal lives in the future.
- Outcome B.INT.4** Students will analyze their role as a consumer in order to properly fulfill their role as an informed consumer.
- B.INT.4.1 Describe the informed consumer in our economic system.
 - B.INT.4.2 Identify consumer organizations and government agencies that provide consumer information.
 - B.INT.4.3 Describe how an informed consumer decides what and when to buy.
 - B.INT.4.4 List and define consumer rights and responsibilities.

Entrepreneurship

Purpose Statement The student will create a business plan.

**Crosswalk to
Nebraska
Academic
Standards** The outcomes of this course address the following Nebraska Standards.

Language Arts 12.2.1.b, 12.3.1.a, 12.1.5, 12.1.6.d, 12.2.2,
12.1.6.j, 12.4.1.a-c, 12.2.6.b-d

Social Studies 12.2.6.c, 12.2.8.a, 12.2.2.a, 12.3.4.g

Outcome B.ENT.1 Students will differentiate among the types of business ownership.

B.ENT.1.1 Differentiate between the three legal forms of business ownership.

B.ENT.1.2 Describe franchise ownership, its advantages and disadvantages.

B.ENT.1.3 Explain the steps involved in buying an existing business.

B.ENT.1.4 Identify the advantages and disadvantages of joining in a family business.

Outcome B.ENT.2 Students will research and evaluate entrepreneurship as a potential career opportunity.

B.ENT.2.1 Define entrepreneurship and its importance in our economy.

B.ENT.2.2 Describe characteristics of successful entrepreneurs and the advantages and disadvantages of entrepreneurship.

B.ENT.2.3 Compare individual strengths and weaknesses with aptitudes and interests.

B.ENT.2.4 Identify individual financial and non-financial goals.

B.ENT.2.5 Determine and justify a business opportunity that matches individual strength, weaknesses, aptitudes, and interests.

- Outcome B.ENT.3** Students will design a sales and marketing plan and assess its effectiveness.
- B.ENT.3.1 Describe the importance of understanding your customer, your competition, and your target market.
 - B.ENT.3.2 Identify the steps involved in primary data market research.
 - B.ENT.3.3 Design a questionnaire.
 - B.ENT.3.4 Differentiate between direct and indirect competition.
 - B.ENT.3.5 Analyze strengths and weaknesses of competitors.
 - B.ENT.3.6 Design strategies for maintaining customer loyalty.
 - B.ENT.3.7 Identify the elements of the marketing mix.
 - B.ENT.3.8 Describe methods of promotion and evaluate the effectiveness of different promotional tools.
 - B.ENT.3.9 Design the sales and marketing plan.
 - B.ENT.3.10 Critique the plan.
- Outcome B.ENT.4** Students will describe means of financing a new business and determine financial and insurance needs.
- B.ENT.4.1 Prepare a list of start-up costs.
 - B.ENT.4.2 Prepare financial statements.
 - B.ENT.4.3 Describe means of financing a new business.
 - B.ENT.4.4 Identify community resources.
 - B.ENT.4.5 Create a security plan and determine insurance needs.
- Outcome B.ENT.5** Students will combine various entrepreneurship principles to create a business plan.
- B.ENT.5.1 Explain what a business plan is, its purpose, and why it is important.
 - B.ENT.5.2 Describe the basic components and identify additional information that can enhance a business plan.
 - B.ENT.5.3 Research, organize, and prepare the individual business plans.
- Outcome B.ENT.6** Create a plan to hire, compensate, and manage employees.
- B.ENT.6.1 Describe how to hire employees and propose alternatives to adding staff.
 - B.ENT.6.2 Create a compensation package.
 - B.ENT.6.3 Design an evaluation and motivation plan to use with employees.
 - B.ENT.6.4 Combine above elements to create an employee management plan.

Personal Finance

Purpose Statement The student will understand career preparation and job acquisition skills required for employment.

Crosswalk to Nebraska Academic Standards. The outcomes of this course address the following Nebraska Standards.

Language Arts 12.1.5, 12.2.1.b, 12.3.1.a, 12.2.2.b, 12.4.1.a

Social Studies 12.2.6.a-c, 12.2.7.c, 12.2.7.a, 12.2.3, 12.2.3.a, 12.2.9.a, 12.2.9.b, 12.2.8.a, 12.2.8.b, 12.2.9.c

Math 12.1.3.a, 12.1.3.d

Outcome B.FIN.1 Student will demonstrate an understanding of personal tax laws including sales, property, and income tax by completing tax forms.

B.FIN.1.1 Understand the purpose of taxes, different types of taxes, and the history of taxes in the United States.

B.FIN.1.2 Describe the components of the tax system, including the IRS, the power to tax, and paying your fair share.

B.FIN.1.3 Define and show a working knowledge of exemptions, dependents, and taxable and nontaxable income when preparing tax returns.

B.FIN.1.4 Prepare Forms 1040EZ and 1040A.

Outcome B.FIN.2 Student will demonstrate proper utilization of banking services, including checking accounts, savings accounts, and certificates of deposit.

B.FIN.2.1 Define the main services offered by banks and other financial institutions.

B.FIN.2.2 Demonstrate proper usage of a checking account including the processes of opening the account, writing checks, endorsing checks, and reconciling the bank statement.

B.FIN.2.3 Explore technological roles in the banking industry, including ATM's, on-line banking, and electronic fund transfers.

B.FIN.2.4 Define the activities and roles of the Federal Reserve System.

B.FIN.2.5 Define the banks role within the community.

Outcome B.FIN.3 Student will acquire economic understanding of why and how credit is used in everyday business procedures within our global economy.

- B.FIN.3.1 Explain what credit is and the basis on which it is granted.
- B.FIN.3.2 Differentiate between the different types of credit.
- B.FIN.3.3 Develop; advantages and disadvantages of using credit.
- B.FIN.3.4 Define the types of credit accounts.
- B.FIN.3.5 Describe the credit application process.

Outcome B.FIN.4 Students will demonstrate an understanding of the important aspects of money management.

- B.FIN.4.1 Define four ways to manage your money successfully.
- B.FIN.4.2 Design personal financial statements that determine financial status of an individual or family.
- B.FIN.4.3 Develop a plan to manage your money wisely.
- B.FIN.4.4 Describe the purpose of a budget.
- B.FIN.4.5 Perform the steps in the budgeting process.
- B.FIN.4.6 Define advantages of financial planning.
- B.FIN.4.7 Develop personal financial goals.
- B.FIN.4.8 Create a personal financial plan.
- B.FIN.4.9 Implement your personal financial plan.
- B.FIN.4.10 Evaluate and revise your personal financial plan.

Outcome B.FIN.5 Students will explain the benefits of and differentiate between various savings and investment opportunities.

- B.FIN.5.1 Explain why savings plans are important to consumers.
- B.FIN.5.2 Compute interest accrued on your savings.
- B.FIN.5.3 Demonstrate the process of opening and closing a savings account.
- B.FIN.5.4 Differentiate between the various savings plans offered by financial institutions.
- B.FIN.5.5 Demonstrate the process of selecting your financial institution.
- B.FIN.5.6 Demonstrate the difference between stocks and bonds.
- B.FIN.5.7 Differentiate between the various types of bonds.
- B.FIN.5.8 Differentiate between the various types of stocks.
- B.FIN.5.9 Demonstrate an understanding of other types of investments including real estate, commodities, and collectibles.

Marketing

Purpose Statement Recognize how much marketing principles play a role in day to day lives. Demonstrate competence of current marketing practices and procedures.

Crosswalk to Nebraska Academic Standards The outcomes of this course address the following Nebraska Standards.

Language	12.2.1.b, 12.3.1.a,12.1.5, 12.1.6.k, 12.3.2, 12.1.6.j, 12.4.1.a-c
Social Studies	12.2.5.a, 12.2.10.d, 12.2.3.b

Outcome MKT.1 Students will understand marketing's role and function in business to facilitate economic exchanges with customers.

MKT.1.1	Examine marketing and its importance in a global economy.
MKT.1.2	Discover marketing functions and related activities.

Outcome MKT.2 Students will acquire foundational knowledge of channel management to understand its role in marketing.

MKT.2.1	Discover the nature and scope of channel management.
MKT.2.2	Determine the nature of channels of distribution.
MKT.2.3	Examine legal considerations in channel management.
MKT.2.4	Establish ethical considerations in channel management.

Outcome MKT.3 The student will acquire foundational knowledge of marketing-information management and marketing research activities to understand its nature and scope.

MKT.3.1	Determine the need for marketing-information.
MKT.3.2	Examine the nature and scope of the marketing-information management function.
MKT.3.3	Predict the role of ethics in marketing-information management function.
MKT.3.4	Relate the use of technology in the marketing-information management function.
MKT.3.5	Determine the nature of marketing research.

- Outcome MKT.4** Students will employ marketing-information to develop a marketing plan.
- MKT.4.1 Research the concept of marketing strategies.
 - MKT.4.2 Determine the concepts of market and market identification.
 - MKT.4.3 Choose market segments.
 - MKT.4.4 Select a target market.
 - MKT.4.5 Determine the nature of marketing plans.
 - MKT.4.6 Examine the role of situational analysis in the marketing planning process.
 - MKT.4.7 Participate in a market analysis.
 - MKT.4.8 Participate in a competitive analysis.
 - MKT.4.9 Determine the nature of a sales forecast.
 - MKT.4.10 Predict sales for a marketing plan.
 - MKT.4.11 Determine marketing goals and objectives.
 - MKT.4.12 Develop a marketing plan.
- Outcome MKT.5** Students will develop a foundational knowledge of pricing to understand its role in marketing.
- MKT.5.1 Recognize the nature and scope of the pricing function.
 - MKT.5.2 Determine the role of business ethics in pricing.
 - MKT.5.3 Debate legal considerations for pricing.
 - MKT.5.4 Examine factors affecting pricing decisions.
- Outcome MKT.6** Acquire a foundational knowledge of product/service management to understand its nature and scope, employ product-mix strategies to meet customer expectations, and position products/services and company to acquire desired business image.
- MKT.6.1 Determine the nature and scope of the product/service management function.
 - MKT.6.2 Outline the impact of product life cycles on marketing decisions.
 - MKT.6.3 Assess business ethics in product/service management.
 - MKT.6.4 Examine the concept of the product mix.
 - MKT.6.5 Compare factors used by marketers to position products/services.
 - MKT.6.6 Outline the nature of product/service branding.
 - MKT.6.7 Recognize the nature of corporate branding.

Outcome MKT.7 Students will acquire a foundational knowledge of promotion to understand its nature and scope.

MKT.7.1 Recognize the role of promotion as a marketing function.

MKT.7.2 Recognize the types of promotion.

MKT.7.3 Classify the elements of the promotional mix.

MKT.7.4 Distinguish the use of business ethics in promotion.

MKT.7.5 Distinguish the regulation of promotion.

Outcome MKT.8 Students will acquire a foundational knowledge of selling to understand its nature and scope.

MKT.8.1 Examine the nature and scope of the selling function.

MKT.8.2 Recognize the role of customer service as a component of selling relationships.

MKT.8.3 Debate business ethics in selling.

MKT.8.4 Analyze the nature of selling regulations.

Business Management & Leadership

Purpose Statement Increase emphasis on the higher-level thinking skills required to successfully manage people and businesses, recognize the role management plays in today's organizations, appreciate the importance of ethical and corporate responsibility, and the necessity of incorporating global perspectives in business today.

Crosswalk to Nebraska Academic Standards. The outcomes of this course address the following Nebraska Standards.

Language 12.1.5, 12.2.1.b, 12.3.1.a, 12.2.1.b, 12.1.6.j,
12.4.1.a-c, 12.1.6, 12.2.2, 12.3.2

Social Studies 12.4.1.b, 12.2.6.d
12.1.3.a

Outcome MGT.1 Students will analyze the management functions and their implementation and integration within the business environment.

MGT.1.1 Explain what planning is and why it is done.

MGT.1.2 Apply the decision-making process to a business application.

MGT.1.3 Develop short- and long-term strategic plans.

Outcome MGT.2 Students will analyze management theories and their application within the business environment.

MGT.2.1 Explain how various theories of management evolved and are interrelated.

MGT.2.2 Illustrate why current quality theories are a necessity to compete in a global marketplace.

Outcome MGT.3 Students will analyze the organization of a business.

MGT.3.1 Identify the levels of management.

MGT.3.2 Identify and provide examples of basic ownership forms.

MGT.3.3 State the advantages and disadvantages of the team concept to the organization.

- Outcome MGT.4** Students will develop personal management skills to function effectively and efficiently in a business environment.
- MGT.4.1 Discuss the importance of time management, both professionally and personally.
 - MGT.4.2 Describe the role of technology in the overall management process.
 - MGT.4.3 Describe the advantages of networking in order to achieve personal and professional advancement.
- Outcome MGT.5** Students will examine the role of ethics and social responsibility in decision making.
- MGT.5.1 Describe a personal and business code of ethical behavior.
 - MGT.5.2 Describe how and why different cultures have different ethical systems.
 - MGT.5.3 Identify ethical considerations resulting from technological advances.
- Outcome MGT.6** Students will describe human resource functions and their importance to an organization's successful operation.
- MGT.6.1 Explain why orientation and ongoing training are needed for successful employee performance.
 - MGT.6.2 Identify the benefits of other forms of employee development such as workshops and conferences.
 - MGT.6.3 Explain the need for employee evaluation.
- Outcome MGT.7** Students will describe the role of organized labor and its influence on government and business.
- MGT.7.1 Describe the history of the labor movement and why unions were organized.
 - MGT.7.2 Describe legal strategies used by labor and management to gain competitive advantage in contract negotiations.
- Outcome MGT.8** Students will analyze a business organization's competitive position within the industry.
- MGT.8.1 Identify ways businesses compete with one another.
 - MGT.8.2 Compare and contrast various forms of competition.
 - MGT.8.3 Describe how various laws impact competition.

- Outcome MGT.9** Students will analyze financial data influenced by internal and external factors in order to make short-term and long-term decisions.
- MGT.9.1 Describe why financial statements are important.
 - MGT.9.2 Analyze the data which are shown on financial statements and show how the data are interpreted for important decisions.
- Outcome MGT.10** Students will apply operations management principles and procedures to the design of an operations plan.
- MGT.10.1 Identify methods used to design or redesign products and tools that assist in the process.
 - MGT.10.2 Identify factors considered in scheduling production and tools that assist in the process.
- Outcome MGT.11** Students will examine the issues of corporate culture and managing in the global environment.
- MGT.11.1 Describe the production processes used to create goods and services in different countries.
 - MGT.11.2 Identify environmental factors that influence the use of a particular organizational structure for global business operations.

Career and College Readiness

Purpose Statement Students learn and apply the career and college planning process using the Nebraska Career Education Model and related resources. Students will identify personal interests, skills, values, and then apply this knowledge to both academic and career decision making. Students will activate the planning process by setting goals, developing and implementing a Personal Learning Plan, for effective transition from high school to most appropriate post-secondary education based on knowledge of self, career goal and financial considerations.

Crosswalk to Nebraska Academic Standards. The outcomes of this course address the following Nebraska Standards.

Language 12.1.5, 12.2.1.b, 12.3.1.a, 12.2.1.b, 12.1.6.j, 12.4.1.a-c, 12.1.6, 12.2.2, 12.3.2

Social Studies 12.4.1.b, 12.2.6.d
12.1.3.a

Outcome CAR.1 Explore and plan for careers in relationship to self, using Nebraska Career Education Model, Nebraska Career Connections and related resources.

CAR.1.1 Identify goals of career, education and standard of living based on self-knowledge.

CAR.1.2 Complete a variety of different types of (valid by research) assessments for an objective view of self.

CAR.1.3 Identify role models and build networking relationships with individuals based on career cluster interests.

CAR1.4 Analyze and synthesize assessment results for reoccurring patterns and indicators of success toward selected academic/ career goals.

CAR1.5 Conduct self-assessment to determine entrepreneurial potential.

- Outcome CAR.2** Demonstrate and evaluate proficiency of the Nebraska Standards of Career Ready Practice
- CAR.2.1 Apply appropriate academic and technical skills.
 - CAR.2.2 Communicate effectively and appropriately.
 - CAR.2.3 Contribute to employer and community success.
 - CAR.2.4 Make sense of problems perservers in solving them.
 - CAR.2.5 Use critical thinking.
 - CAR.2.6 Demonstrate innovation and creativity.
 - CAR.2.7 Model ethical leadership and effective management.
 - CAR.2.8 Work productively in teams and demonstrates cultural competency.
 - CAR.2.9 utilize technology (including ethics and electronic communication etiquette).
 - CAR.2.10 Manage personal career development.
 - CAR.2.11 Attend to personal and financial well-being.
- Outcome CAR.3** Students will employ strategies to understand the relationship between personal qualities, education/training, and he world of work to achieve future career goals.
- CAR.3.1 Use valid and up-to-date research and information resources to obtain career information.
 - CAR.3.2 Demonstrate how to locate and use current labor market information in career decision making.
 - CAR.3.3 identify and evaluate career opportunities in our state, nationally and internationally.
 - CAR.3.4 Identify current high skill, high wage, high demand occupation opportunities in Nebraska.
 - CAR.3.5 Identify entrepreneurship opportunities.
- Outcome CAR.4** Identify and plan for career goals
- CAR.4.1 Update the personal learning plan annually.
 - CAR.4.2 Create digital portfolio ready for online applications.
 - CAR.4.3 Use a variety of research-based assessment results and a decision-making model to determine goals and career decisions.

- Outcome CAR.5** Apply knowledge and skills to achieve career goals.
- CAR.5.1 Participate in learning opportunities aligned to career interests (e.g. Career Student Organizations, extra-curricular and community activities).
 - CAR.5.2 Evaluate a wide variety of postsecondary options for selected career goals.
 - CAR.5.3 Achieve academic performance necessary to achieve desired postsecondary option.
 - CAR.5.4 Plan for a high school program of study including both academic and career technical education appropriate for career goal, with dual credit coursework.
- Outcome CAR.6** Apply knowledge and skills to achieve post-secondary education/training goals.
- CAR.6.1 Determine appropriate post-secondary training options depending on career goals.
 - CAR.6.2 Meet post-secondary placement/entrance requirements.
 - CAR.6.3 Complete application process to postsecondary options appropriate to career goal.
 - CAR 6.4 Search, identify and complete financial aid and scholarship applications.