

Business Curriculum

Building: CHS Course: Business Management				
Competency Group: Business				
Competency Description: This course is designed to provide the student with an overview of business management. Students will gain an understanding of the various management styles, how business goals are set, and how these goals are shaped by the business's structure. This is an ideal course for those students who have a career interest in marketing or management.				
Measurable Learner Objective	Integrated Skills/ Crosscutting	DOK	Unit	Instructional Strategies/Student Activities/ Resources
Discuss various roles of management (e.g., figurehead, spokesperson, problem solver)	Communication Arts & Technology	2	Unit 1	Cooperative Learning activities
Identify situations in which managers perform in these various roles	Communication Arts & Technology	1	Unit 1	Case studies
Describe various functions of management (e.g., planning and delegating)	Communication Arts & Technology	2	Unit 1	Online textbook-interpret Charts showing functions of management
Identify different leadership styles and their characteristics	Communication Arts & Technology	1	Unit 1	Role play management styles in groups

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Write "SMART" goals that meet appropriate criteria: Specific, Measurable, Achievable, Realistic, Time bound	Communication Arts & Technology	4	Unit 1	Students work in teams to develop S.M.A.R.T. goals for a given project/task
Apply problem-solving approach in making decisions	Communication Arts & Technology	2	Unit 1	Online textbook-- section entitled Make Academic Connections
Investigate the impact of new technology on the workforce	Communication Arts & Technology	2	Unit 1	Use the internet to research new technology's impact on workforce
Investigate current trends in business (e.g., acquisition/downsizing, e-commerce, data mining, labor market, social issues)	Communication Arts & Technology	2	Unit 1	Online textbook -- research of trends in today's business world
Identify current laws and regulations affecting the establishment and operation of businesses	Communication Arts & Technology	1	Unit 2	Research current laws for local, state and federal agencies
Compare and contrast basic economic and political systems	Communication Arts & Technology	3	Unit 2	Student will create visual aid of economic and political systems
Analyze components of the free enterprise system	Communication Arts & Technology	4	Unit 2	Student will create visual aid of economic and political systems
Discuss ethical behaviors in the workplace	Communication Arts & Technology	3	Unit 2	Ethical scenarios distributed randomly to be discussed

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Describe current economic environment and its effect on business	Communication Arts & Technology	2	Unit 2	Online textbook -- Mind-Tap Activity
Describe development of the free enterprise system	Communication Arts & Technology	3	Unit 2	Create presentation both verbal and written on Free enterprise system
Analyze components of the free enterprise system	Communication Arts & Technology	2	Unit 2	Online textbook -- Mind-tap activity using Cooperative learning activity with graphic organizer
Discuss the global environment in which business operates	Communication Arts & Technology	2	Unit 2	Internet research on the present day global environment of business
Discuss the impact of globalization on business	Communication Arts & Technology	2	Unit 2	Online textbook -- class discussion of globalization and the need to know more than one language
Demonstrate effective communication skills (e.g., verbal, nonverbal, and technological communications and effective listening skills)	Communication Arts & Technology	2	Unit 3	Demonstration of communication skills through activities requiring verbal and nonverbal communication as well as listening skills
Apply communication skills to produce clearly written traditional and electronic documents	Communication Arts & Technology	4	Unit 3	Creating and keying written and electronic documents
Deliver an oral presentation with appropriate media and aids	Communication Arts & Technology	4	Unit 3	Presentation to class

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Read and interpret information	Communication Arts & Technology	2	Unit 3	Online textbook - read and interpret charts and diagrams
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