



*Belleville Board of Education
102 Passaic Avenue
Belleville, New Jersey 07109*

Introduction to Business Grades 9 - 12

*Belleville High School
Business Education & Technology Department*

Submitted by:
Gerard Ross

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Philosophy of the Business and Career Technical Education Department

To compete in this global, information-based economy, students must be able to identify and solve problems, use appropriate tools, reason effectively, and apply critical thinking skills. Career and Technical Education is the application of life, academic and occupational skills demonstrated by student-centered experiences in related career clusters. Students will develop necessary life skills in order to achieve continuing success in various life roles related to continuing education, career development, and personal growth. By developing original thoughts and ideas, thinking creatively, and utilizing habits of inquiry, students will be able to perform intelligently. They will recognize problems, devise a variety of ways to solve these problems, analyze the potential advantages and disadvantages of each alternative, and evaluate the effectiveness of the method ultimately selected. Students will be able to apply principles of resource management and abilities that promote personal and professional well-being. Students will demonstrate self-awareness and the ability to respond constructively to criticism and potential conflict while working collaboratively through structured learning experiences.

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: September
<p>Essential Questions:</p> <p>What are the differences between wants and needs? What are goods and services? What are types of economic resources? How do wants and needs affect economic decisions of consumers and businesses? What are the steps in economic decision-making process? What are the main types of economic systems in the world? What is the economic concept of supply and demand? How does supply and demand affect the price of products and services? What is Gross Domestic Product? What are the economic indicators for consumer spending? What are the four phases of the business cycle? What causes of inflation and deflation Why are interest rates important? What types of investment activities promote economic growth? How and why do government, business, and consumers borrow money?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks. ◆ Insurance is designed to protect the consumer against unintended losses.
<p>NJCCCS:</p> <p>(9.1) 21st-Century Life & Career Skills:</p> <p>A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>

Skills/Benchmarks:

- ◆ Explain difference between wants and needs
- ◆ Distinguish between goods and services
- ◆ Describe types of economic resources
- ◆ Describe how wants and needs affect economic decisions of consumers and businesses
- ◆ Understand basic economic problems
- ◆ Explain steps in economic decision making process
- ◆ Differentiate among the main types of economic systems
- ◆ Comprehend the economic system of the U.S.
- ◆ Describe the economic concept of supply and demand
- ◆ Comprehend how supply and demand affects the price of products and services
- ◆ Define Gross Domestic Product
- ◆ Describe economic measures of labor
- ◆ Identify economic indicators for consumer spending
- ◆ Describe four phases of the business cycle
- ◆ Explain causes of inflation and deflation
- ◆ Identify importance of interest rates
- ◆ Discuss investment activities that promote economic growth
- ◆ Explain borrowing activities by government, business, and consumers

Assessments:

- ◆ Chapter 1 Outline
- ◆ Chapter 2 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 1 Test
- ◆ Chapter 2 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Entrepreneurship Event
Emerging Business Event
Doing Business in...Ecuador

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: October
<p>Essential Questions:</p> <p>What are importing and exporting activities? What does balance of trade and balance of payments mean? What are the factors that affect the value of global currencies? What are the components of international business environment? What are formal trade barriers? What actions encourage international trade? What are multinational organizations and what do they do? How do international trade organizations function? What is corporate social responsibility? What are the benefits and costs of corporate social responsibility? What is the purpose of a code of ethics? What are the roles and levels of government? What are government protection activities? What is intellectual property? How does the government regulate business? How does the government assist business?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks. ◆ Insurance is designed to protect the consumer against unintended losses.
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Skills/Benchmarks:

- ◆ Describe importing and exporting activities
- ◆ Compare balance of trade and balance of payments
- ◆ List factors that affect the value of global currencies
- ◆ Describe components of international business environment
- ◆ Identify examples of formal trade barriers
- ◆ Explain actions to encourage international trade
- ◆ Comprehend activities of multinational organizations
- ◆ Describe activities of international trade organizations
- ◆ Describe corporate social responsibility issues
- ◆ Identify benefits and costs of corporate social responsibility
- ◆ Explain the purpose of a code of ethics
- ◆ Identify the roles and levels of government
- ◆ Explain government protection activities
- ◆ Describe types of intellectual property
- ◆ Explain actions by government to regulate business
- ◆ Discuss efforts of government to assist business
- ◆ Identify methods used by government to raise money

Assessments:

- ◆ Chapter 3 Outline
- ◆ Chapter 4 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 3 Test
- ◆ Chapter 4 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Desktop Publishing Event
Community Service Project Event
Global Business Project
Doing Business in...Vietnam

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: November
<p>Essential Questions:</p> <p>What is the roll of the workforce in the U.S. economy? What is the roll of business in the U.S. economy? What are three major types of businesses? What are the three major forms of business ownership? What are the important principals in designing an effective business organization? What are the characteristics of successful entrepreneurs? What is the roll of entrepreneurship in the economy? What are the opportunities and risk of entrepreneurship? What are the important characteristics of small businesses? What are the competitive advantages and problems of small businesses? What are the important factors to be considered when starting a business? What are the elements of a business plan? What are the types and sources of financing for business startup?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks. ◆ Insurance is designed to protect the consumer against unintended losses.
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Skills/Benchmarks:

- ◆ Describe status of U.S. employment
- ◆ Discuss the roll of business in the U.S. economy
- ◆ Describe three major types of businesses
- ◆ Comprehend the three major forms of business ownership
- ◆ Comprehend important principals in designing an effective business organization
- ◆ Identify characteristics of successful entrepreneurs
- ◆ Recognize importance of entrepreneurship in the economy
- ◆ Identify opportunities and risk of entrepreneurship
- ◆ Identify important characteristics of small businesses
- ◆ Recognize competitive advantages and problems of small businesses
- ◆ Identify important factors to be considered when starting a business
- ◆ Describe elements of a business plan
- ◆ Identify types and sources of financing for business startup

Assessments:

- ◆ Chapter 5 Outline
- ◆ Chapter 6 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 5 Test
- ◆ Chapter 6 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Understanding Stock Tables
Stock Market Game
American Enterprise Event

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: December
<p>Essential Questions:</p> <p>What are the five functions of management? What are the levels of management in management? How do management styles differ? What are effective leadership skills? What are effective human relations skills utilized by managers and leaders? What are four types of leadership influences? Why is there a need for ethical management? Is there a correlation between effective leaders and ethical behavior? What is the nature of today's workforce? What are the important goals and activities of human resources? What are important planning and staffing activities? How do compensation and benefit plans work? What are the goals of performance management? What factors contribute to an effective organizational culture? How does diversity benefit and organization, individuals, and society?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks.
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Skills/Benchmarks:

- ◆ Define five functions of management
- ◆ Describe levels of management in management
- ◆ Analyze different management styles
- ◆ Identify and describe leadership skills
- ◆ Identify and describe human relations skills utilized by managers and leaders
- ◆ Recognize four types of leadership influences
- ◆ Comprehend need for ethical management
- ◆ Recognize correlation between effective leaders and ethical behavior
- ◆ Describe nature of today's workforce
- ◆ Identify important goals and activities of human resources
- ◆ Identify important planning and staffing activities
- ◆ Describe compensation and benefit plans
- ◆ Recognize goals of performance management
- ◆ Identify factors that contribute to an effective organizational culture
- ◆ Describe the benefits of diversity to an organization, individuals, and society

Assessments:

- ◆ Chapter 7 Outline
- ◆ Chapter 8 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 7 Test
- ◆ Chapter 8 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Partnership with Business Project
Analyze a Diversity Statement
Emerging Business Issues Event
Doing Business in...South Africa

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: January
<p>Essential Questions:</p> <p>What are the steps in career planning process? How can you obtain career information? How can you identify career fields with the most growth potential? What factors should you consider when making a personal assessment for career planning? What are the methods for obtaining career experience and information about available jobs? How to prepare a resume? What are the parts of an application cover letter? What are the activities involved in interview process? What factors should you consider when accepting a job offer? What attitudes and actions lead to success on the job? What is marketing and what are important marketing concepts & strategies? What is the consumer decision-making process? Why is marketing research important to business and consumers? What are the components of a product? How do services differ from products? How is the selling price of a product calculated? What are the differences between direct and indirect channels of distribution? What are common types of promotion?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks. ◆ Insurance is designed to protect the consumer against unintended losses.
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Skills/Benchmarks:

- ◆ Describe steps in career planning process
- ◆ Identify main sources of career information
- ◆ Identify career fields with the most growth potential
- ◆ Describe factors of a personal assessment for career planning
- ◆ Discuss methods for obtaining career experience
- ◆ Identify information sources for available jobs
- ◆ Prepare a resume
- ◆ Identify parts of an application cover letter
- ◆ Discuss online application process
- ◆ Describe activities involved in interview process
- ◆ Compare factors to consider when accepting a job offer
- ◆ Identify attitudes and actions necessary for success on the job
- ◆ Define important marketing concepts & strategies
- ◆ Analyze consumer decision making process
- ◆ Justify importance of marketing research
- ◆ Identify components of a product
- ◆ Recognize how services differ from products
- ◆ Analyze how selling price of a product is calculated
- ◆ Differentiate between direct and indirect channels of distribution
- ◆ Recognize importance of communication in marketing
- ◆ Identify common types of promotion

Assessments:

- ◆ Chapter 9 Outline
- ◆ Chapter 10 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 9 Test
- ◆ Chapter 10 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Research Federal Employment Outlook Handbook
Job Interview Event
Prepare a Business Plan
Doing Business in...The Ukraine

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: February
<p>Essential Questions:</p> <p>What are the main elements of a computer system? What are input devices and processing activities? What are computer storage media and output types and how are they used? What are the components of Management Information Systems (MIS)? What computer applications are used in service industries? What is e-commerce? How is technology used in the workplace? How is technology used at home and for personal use? What are the social issues related to technology? What are the steps in budget preparation? How are budgets used in business? What are the types of financial records kept by businesses? How do income statements and balance sheets differ? What are the components of a business payroll system? What information is included in payroll records and paychecks? What are the steps in making financial decisions in business?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks. ◆ Insurance is designed to protect the consumer against unintended losses.
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Skills/Benchmarks:

- ◆ Identify main elements of a computer system
- ◆ Describe input devices and processing activities
- ◆ Explain computer storage media and output types
- ◆ Describe components of management information systems (MIS)
- ◆ Identify computer applications in service industries
- ◆ Discuss e-commerce activities
- ◆ Explain workplace uses of technology
- ◆ Identify home and personal uses of technology
- ◆ Discuss social issues related to technology
- ◆ List steps in budget preparation
- ◆ Describe types of business budgets
- ◆ Identify several types of financial records kept by businesses
- ◆ Describe differences between an income statement and a balance sheet
- ◆ Describe components of a business payroll system
- ◆ Identify information included in payroll records and paychecks
- ◆ Recognize importance of financial decisions managers use to make business decisions
- ◆ Identify steps in making financial decisions in business

Assessments:

- ◆ Chapter 11 Outline
- ◆ Chapter 12 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 11 Test
- ◆ Chapter 12 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Doing Business in...Egypt
Web Site Development Project
Human Resource Management Project

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business

Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: March
Essential Questions: What are forms of production and what is the role of producers in the economy? How do various types of manufacturing processes differ? What activities are involved in production planning? How is manufacturing organized? What is the importance of effective business operations? What tools are used to manage business operations? What are the risks facing businesses? How do businesses anticipate and handle risks? What is the importance of insurance? How do types of business insurance differ? What strategies do businesses use to reduce risks of doing business internationally?
Content: <ul style="list-style-type: none">◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time.◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking.◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency.◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities.◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives.◆ Digital media are 21st-century tools used for local and global communication.◆ There are ethical and unethical uses of communication and media.◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration.◆ Ethical behaviors support human rights and dignity in all aspects of life.◆ There are common financial risks and ways to manage risks.◆ Insurance is designed to protect the consumer against unintended losses.
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Skills/Benchmarks:

- ◆ Describe forms of production and the role of producers in the economy
- ◆ Differentiate among various types of manufacturing
- ◆ Identify the activities involved in production planning
- ◆ Describe how manufacturing is organized
- ◆ Discuss importance of effective business operations
- ◆ Describe tools used to manage business operations
- ◆ Identify risks facing businesses
- ◆ Identify how businesses can anticipate and handle risks
- ◆ Comprehend the importance of insurance
- ◆ Discuss several types of business insurance
- ◆ List strategies that a business can use to reduce risks of doing business internationally

Assessments:

- ◆ Chapter 13 Outline
- ◆ Chapter 14 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 13 Test
- ◆ Chapter 14 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Small Business Management Event
Doing Business in...Costa Rica
Advanced Interview Skills Event

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: April
Essential Questions: What are major sources of consumer information? What are wise buying actions? What are the main types of shopping locations? What is the consumer movement? What are a consumer's responsibilities? What are common consumer concerns? What are the steps in the consumer complaint process? What legal actions are available to assist consumers? What are the basics of money management? How do you create a personal balance sheet and develop a personal cash flow statement? What is the purpose of a budget? What are the steps for preparing a successful budget? What is the financial planning process? How do you implement and reviewing a financial plan?
Content: <ul style="list-style-type: none">◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time.◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking.◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency.◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities.◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives.◆ Digital media are 21st-century tools used for local and global communication.◆ There are ethical and unethical uses of communication and media.◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration.◆ Ethical behaviors support human rights and dignity in all aspects of life.◆ There are common financial risks and ways to manage risks.◆ Insurance is designed to protect the consumer against unintended losses.
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Skills/Benchmarks:

- ◆ Identify major sources of consumer information
- ◆ Explain wise buying actions
- ◆ Describe the main types of shopping locations
- ◆ Explain the consumer movement
- ◆ Describe consumer responsibilities
- ◆ List common consumer concerns
- ◆ List the steps in the consumer complaint process
- ◆ Identify legal actions available to assist consumers
- ◆ Explain basics of money management
- ◆ Create a personal balance sheet
- ◆ Develop a personal cash flow statement
- ◆ Comprehend the purpose of a budget
- ◆ Describe steps for preparing a successful budget
- ◆ Describe the financial planning process
- ◆ Explain how to implement and reviewing a financial plan

Assessments:

- ◆ Chapter 15 Outline
- ◆ Chapter 16 Outline
- ◆ Checkpoint Questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 15 Test
- ◆ Chapter 16 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Global Marketing Team Event
Graphic Design Promotion
Doing Business in...Nigeria

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: **9-12/Business/Introduction to Business**

Month: May

Essential Questions:

What is the purpose of the Federal Reserve System?
What are the types of financial institutions and factors for selecting one?
How are financial services used by consumers?
How do types of checking accounts differ?
What are electronic banking activities?
What are three types of check endorsements?
What are proper check writing procedures?
What is the bank reconciliation process?
What are alternate payment methods?
What are different types of consumer credit?
What are the advantages and disadvantages of using credit?
How do you calculate interest in consumer credit situations?
What are finance charges and how do they work?
What is the credit application process?
What are the activities of a credit bureau?
What are common credit problems and what assistance is available?

Content:

- ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time.
- ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking.
- ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency.
- ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities.
- ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives.
- ◆ Digital media are 21st-century tools used for local and global communication.
- ◆ There are ethical and unethical uses of communication and media.
- ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration.
- ◆ Ethical behaviors support human rights and dignity in all aspects of life.
- ◆ There are common financial risks and ways to manage risks.

NJCCCS:

(9.1) 21st-Century Life & Career Skills:

- A. Critical Thinking and Problem Solving
- B. Creativity and Innovation
- C. Collaboration, Teamwork, and Leadership
- D. Cross-Cultural Understanding and Interpersonal Communication
- E. Communication and Media Fluency
- F. Accountability, Productivity, and Ethics

Skills/Benchmarks:

- ◆ Explain the purpose of the Federal Reserve System
- ◆ List the types of financial institutions and factors for selecting one
- ◆ Identify financial services used by consumers
- ◆ Explain types of checking accounts
- ◆ Describe electronic banking activities
- ◆ Explain three types of check endorsements
- ◆ Demonstrate proper check writing procedures
- ◆ Explain the bank reconciliation process
- ◆ Identify alternate payment methods
- ◆ Identify types of consumer credit
- ◆ Recognize advantages and disadvantages of using credit
- ◆ Calculate interest in consumer credit situations
- ◆ Explain finance charges
- ◆ Explain the credit application process
- ◆ Describe the activities of a credit bureau
- ◆ Discuss credit problems and available assistance

Assessments:

- ◆ Chapter 17 Outline
- ◆ Chapter 18 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 17 Test
- ◆ Chapter 18 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Presentation Management Individual Event
Impromptu Public Speaking Activity

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Introduction to Business Unit/Month Curriculum Map*

Grade Level/Subject/Course: 9-12/Business/Introduction to Business
Month: June
<p>Essential Questions:</p> <p>What are the basics of saving & investing? What are different types of saving and investments? What factors should you consider when choosing saving and investment plans? What are different types of stock investments? What activities are involved with buying & selling stock? What factors affect the value of stock? What are government bonds and how do they work? What are corporate bonds and how do they work? What are mutual funds? What are the costs and benefits of home ownership? What are the responsibilities and risks of motor vehicle ownership? What are auto insurance coverage and costs? What is property insurance coverage? What factors affect property insurance costs? What are the basic types and principals of life insurance? What is health insurance and disability insurance?</p>
<p>Content:</p> <ul style="list-style-type: none"> ◆ The ability to recognize a problem and apply critical thinking and problem-solving skills to solve the problem is a lifelong skill that develops over time. ◆ Gathering and evaluating knowledge and information from a variety of sources, including global perspectives, fosters creativity and innovative thinking. ◆ Collaboration and teamwork enable individuals or groups to achieve common goals with greater efficiency. ◆ Leadership abilities develop over time through participation in groups and/or teams that are engaged in challenging or competitive activities. ◆ Communication with people from different cultural backgrounds is enhanced by the understanding of different cultural perspectives. ◆ Digital media are 21st-century tools used for local and global communication. ◆ There are ethical and unethical uses of communication and media. ◆ The nature of the 21st-century workplace has shifted, demanding greater individual accountability, productivity, and collaboration. ◆ Ethical behaviors support human rights and dignity in all aspects of life. ◆ There are common financial risks and ways to manage risks. ◆ Insurance is designed to protect the consumer against unintended losses.
<p>NJCCCS:</p> <p>(9.1) 21st-Century Life & Career Skills:</p> <p>A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>

Skills/Benchmarks:

- ◆ Explain the basics of saving & investing
- ◆ Identify types of saving and investments
- ◆ Analyze factors when considering saving and investment plans
- ◆ Compare different types of stock investments
- ◆ Describe activities involved with buying & selling stock
- ◆ Identify factors that affect the value of stock
- ◆ List types of government bonds
- ◆ Describe features of corporate bonds
- ◆ Describe various types of mutual funds
- ◆ Describe home buying activities
- ◆ Explain benefits of home ownership
- ◆ Identify costs of home ownership
- ◆ Explain motor vehicle ownership responsibilities and risks
- ◆ Explain auto insurance coverage and costs
- ◆ Describe property insurance coverage
- ◆ Identify factors that affect property insurance costs
- ◆ Discuss principals of life insurance
- ◆ Explain types of life insurance
- ◆ Describe health insurance and disability insurance

Assessments:

- ◆ Chapter 19 Outline
- ◆ Chapter 20 Outline
- ◆ Checkpoint questions
- ◆ Key Concepts Questions
- ◆ Academic Connection writing assignments
- ◆ PPT Quizzes
- ◆ Chapter 19 Test
- ◆ Chapter 20 Test
- ◆ End of Chapter Activities:
 - Communicate Business Concepts
 - Business Vocabulary
 - Decision Making Strategies
 - Academic Connections

Activities:

Portfolio Activity
Presentation Management Team Event
Entrepreneurship Case Study
Doing Business in...Thailand

Technology:

- ◆ Smart Board PowerPoint Presentations
- ◆ Internet research related to global business issues
- ◆ Use of software applications to complete projects and create presentations

Resources:

- ◆ Text book
- ◆ Classroom computer work stations
- ◆ Internet

Monthly CCCS Map*

In each box list the standards you cover and the assessments you use during the month.

SUBJECT: Introduction to Business

GRADES: 9-12

LEVEL: Academic

	September	October	November	December	January
Content Standards Covered (Include NJCCCS)	(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance	(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance	(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance	(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance	(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance
Skills/ Benchmarks	<ul style="list-style-type: none"> ◆ Explain difference between wants and needs ◆ Distinguish between goods and services ◆ Describe types of economic resources ◆ Describe how wants and needs affect economic decisions of consumers and businesses ◆ Understand basic economic problems ◆ Explain steps in economic decision making process ◆ Differentiate among the main types of economic systems ◆ Comprehend the economic system of the U.S. ◆ Describe the economic concept of supply and demand ◆ Comprehend how supply and demand affects the price of products and services 	<ul style="list-style-type: none"> ◆ Describe importing and exporting activities ◆ Compare balance of trade and balance of payments ◆ List factors that affect the value of global currencies ◆ Describe components of international business environment ◆ Identify examples of formal trade barriers ◆ Explain actions to encourage international trade ◆ Comprehend activities of multinational organizations ◆ Describe activities of international trade organizations ◆ Describe corporate social responsibility issues ◆ Identify benefits and costs of corporate social responsibility ◆ Explain the purpose of a code of ethics 	<ul style="list-style-type: none"> ◆ Describe status of U.S. employment ◆ Discuss the roll of business in the U.S. economy ◆ Describe three major types of businesses ◆ Comprehend the three major forms of business ownership ◆ Comprehend important principals in designing an effective business organization ◆ Identify characteristics of successful entrepreneurs ◆ Recognize importance of entrepreneurship in the economy ◆ Identify opportunities and risk of entrepreneurship ◆ Identify important characteristics of small businesses 	<ul style="list-style-type: none"> ◆ Define five functions of management ◆ Describe levels of management in management ◆ Analyze different management styles ◆ Identify and describe leadership skills ◆ Identify and describe human relations skills utilized by managers and leaders ◆ Recognize four types of leadership influences ◆ Comprehend need for ethical management ◆ Recognize correlation between effective leaders and ethical behavior ◆ Describe nature of today's workforce ◆ Identify important goals and activities of human resources 	<ul style="list-style-type: none"> ◆ Describe steps in career planning process ◆ Identify main sources of career information ◆ Identify career fields with the most growth potential ◆ Describe factors of a personal assessment for career planning ◆ Discuss methods for obtaining career experience ◆ Identify information sources for available jobs ◆ Prepare a resume ◆ Identify parts of an application cover letter ◆ Discuss online application process ◆ Describe activities involved in interview process ◆ Compare factors to consider when accepting a job offer

	<ul style="list-style-type: none"> ◆ Define Gross Domestic Product ◆ Describe economic measures of labor ◆ Identify economic indicators for consumer spending ◆ Describe four phases of the business cycle ◆ Explain causes of inflation and deflation ◆ Identify importance of interest rates ◆ Discuss investment activities that promote economic growth ◆ Explain borrowing activities by government, business, and consumers 	<ul style="list-style-type: none"> ◆ Identify the roles and levels of government ◆ Explain government protection activities ◆ Describe types of intellectual property ◆ Explain actions by government to regulate business ◆ Discuss efforts of government to assist business ◆ Identify methods used by government to raise money 	<ul style="list-style-type: none"> ◆ Recognize competitive advantages and problems of small businesses ◆ Identify important factors to be considered when starting a business ◆ Describe elements of a business plan ◆ Identify types and sources of financing for business startup 	<ul style="list-style-type: none"> ◆ Identify important planning and staffing activities ◆ Describe compensation and benefit plans ◆ Recognize goals of performance management ◆ Identify factors that contribute to an effective organizational culture ◆ Describe the benefits of diversity to an organization, individuals, and society 	<ul style="list-style-type: none"> ◆ Identify attitudes and actions necessary for success on the job ◆ Define important marketing concepts & strategies ◆ Analyze consumer decision making process ◆ Justify importance of marketing research ◆ Identify components of a product ◆ Recognize how services differ from products ◆ Analyze how selling price of a product is calculated ◆ Differentiate between direct and indirect channels of distribution ◆ Recognize importance of communication in marketing ◆ Identify common types of promotion
Formative Assessments Used (describe them)	<ul style="list-style-type: none"> ◆ Chapter 1 Outline ◆ Chapter 2 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 3 Outline ◆ Chapter 4 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 5 Outline ◆ Chapter 6 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 7 Outline ◆ Chapter 8 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 9 Outline ◆ Chapter 10 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes
Summative Assessments Used (describe them)	<ul style="list-style-type: none"> ◆ Chapter 1 Test ◆ Chapter 2 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 3 Test ◆ Chapter 4 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 5 Test ◆ Chapter 6 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 7 Test ◆ Chapter 8 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 9 Test ◆ Chapter 10 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections
Activities:	<ul style="list-style-type: none"> Portfolio Activity Entrepreneurship Event Emerging Business Event Doing Business in Ecuador 	<ul style="list-style-type: none"> Portfolio Activity Desktop Publishing Event Community Service Project Event Global Business Project Doing Business in Vietnam 	<ul style="list-style-type: none"> Portfolio Activity Understanding Stock Tables Stock Market Game American Enterprise Event 	<ul style="list-style-type: none"> Portfolio Activity Partnership with Business Project Analyze a Diversity Statement Emerging Business Issues Event Doing Business in S. Africa 	<ul style="list-style-type: none"> Portfolio Activity Research Federal Employment Outlook Handbook Job Interview Event Prepare a Business Plan Doing Business in the Ukraine

Monthly CCCS Map*

In each box list the standards you cover and the assessments you use during the month.

SUBJECT: Introduction to Business

GRADES: 9-12

LEVEL: Academic

	February	March	April	May	June
<p>Content Standards Covered</p> <p>(Include NJCCCS)</p>	<p>(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>	<p>(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>	<p>(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>	<p>(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>	<p>(9.1) 21st-Century Life & Career Skills A. Critical Thinking and Problem Solving B. Creativity and Innovation C. Collaboration, Teamwork, and Leadership D. Cross-Cultural Understanding and Interpersonal Communication E. Communication and Media Fluency F. Accountability, Productivity, and Ethics G. Risk Management and Insurance</p>
<p>Skills/ Benchmarks</p>	<ul style="list-style-type: none"> ◆ Identify main elements of a computer system ◆ Describe input devices and processing activities ◆ Explain computer storage media and output types ◆ Describe components of management information systems (MIS) ◆ Identify computer applications in service industries ◆ Discuss e-commerce activities ◆ Explain workplace uses of technology ◆ Identify home and personal uses of technology ◆ Discuss social issues related to technology ◆ List steps in budget preparation ◆ Describe types of 	<ul style="list-style-type: none"> ◆ Describe forms of production and the role of producers in the economy ◆ Differentiate among various types of manufacturing ◆ Identify the activities involved in production planning ◆ Describe how manufacturing is organized ◆ Discuss importance of effective business operations ◆ Describe tools used to manage business operations ◆ Identify risks facing businesses ◆ Identify how businesses can anticipate and handle risks ◆ Comprehend the importance of insurance ◆ Discuss several types of 	<ul style="list-style-type: none"> ◆ Identify major sources of consumer information ◆ Explain wise buying actions ◆ Describe the main types of shopping locations ◆ Explain the consumer movement ◆ Describe consumer responsibilities ◆ List common consumer concerns ◆ List the steps in the consumer complaint process ◆ Identify legal actions available to assist consumers ◆ Explain basics of money management ◆ Create a personal balance sheet ◆ Develop a personal cash flow statement 	<ul style="list-style-type: none"> ◆ Explain the purpose of the Federal Reserve System ◆ List the types of financial institutions and factors for selecting one ◆ Identify financial services used by consumers ◆ Explain types of checking accounts ◆ Describe electronic banking activities ◆ Explain three types of check endorsements ◆ Demonstrate proper check writing procedures ◆ Explain the bank reconciliation process ◆ Identify alternate payment methods ◆ Identify types of consumer credit ◆ Recognize advantages and disadvantages of using 	<ul style="list-style-type: none"> ◆ Explain the basics of saving & investing ◆ Identify types of saving and investments ◆ Analyze factors when considering saving and investment plans ◆ Compare different types of stock investments ◆ Describe activities involved with buying & selling stock ◆ Identify factors that affect the value of stock ◆ List types of government bonds ◆ Describe features of corporate bonds ◆ Describe various types of mutual funds ◆ Describe home buying activities ◆ Explain benefits of home

	<p>business budgets</p> <ul style="list-style-type: none"> ◆ Identify several types of financial records kept by businesses ◆ Describe differences between an income statement and a balance sheet ◆ Describe components of a business payroll system ◆ Identify information included in payroll records and paychecks ◆ Recognize importance of financial decisions managers use to make business decisions ◆ Identify steps in making financial decisions in business 	<p>business insurance</p> <ul style="list-style-type: none"> ◆ List strategies to reduce risks of doing business internationally 	<ul style="list-style-type: none"> ◆ Comprehend the purpose of a budget ◆ Describe steps for preparing a successful budget ◆ Describe the financial planning process ◆ Explain how to implement and reviewing a financial plan 	<p>credit</p> <ul style="list-style-type: none"> ◆ Calculate interest in consumer credit situations ◆ Explain finance charges ◆ Explain the credit application process ◆ Describe the activities of a credit bureau ◆ Discuss credit problems and available assistance 	<p>ownership</p> <ul style="list-style-type: none"> ◆ Identify costs of home ownership ◆ Explain motor vehicle ownership responsibilities and risks ◆ Explain auto insurance coverage and costs ◆ Describe property insurance coverage ◆ Identify factors that affect property insurance costs ◆ Discuss principals of life insurance ◆ Explain types of life insurance ◆ Describe health insurance and disability insurance
Formative Assessments Used (describe them)	<ul style="list-style-type: none"> ◆ Chapter 11 Outline ◆ Chapter 12 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 13 Outline ◆ Chapter 14 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 15 Outline ◆ Chapter 16 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 17 Outline ◆ Chapter 18 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes 	<ul style="list-style-type: none"> ◆ Chapter 19 Outline ◆ Chapter 20 Outline ◆ Checkpoint Questions ◆ Key Concepts Questions ◆ Academic Connection writing assignments ◆ PPT Quizzes
Summative Assessments Used (describe them)	<ul style="list-style-type: none"> ◆ Chapter 11 Test ◆ Chapter 12 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 13 Test ◆ Chapter 14 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 15 Test ◆ Chapter 16 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 17 Test ◆ Chapter 18 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections 	<ul style="list-style-type: none"> ◆ Chapter 19 Test ◆ Chapter 20 Test ◆ End of Chapter Activities: <ul style="list-style-type: none"> -Communicate Business Concepts -Business Vocabulary -Decision Making Strategies -Academic Connections
Activities:	<p>Portfolio Activity Doing Business in Egypt Web Site Development Project Human Resource Management Project</p>	<p>Portfolio Activity Small Business Management Event Doing Business in Costa Rica Advanced Interview Skills Event</p>	<p>Portfolio Activity Global Marketing Team Event Graphic Design Promotion Doing Business in Nigeria</p>	<p>Portfolio Activity Presentation Management Individual Event Impromptu Public Speaking Activity</p>	<p>Portfolio Activity Presentation Management Team Event Entrepreneurship Case Study Doing Business in Thailand</p>