

# Unit 3 - Establish Your Business

Content Area: **21st Century Life & Careers**  
Course(s): **Business and Consumer Math**  
Time Period: **Semester 1**  
Length: **2 - 3 Weeks**  
Status: **Published**

## Unit Introduction

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## Standards

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9.4.N(1); 9.4.N(2); 9.4.N(4); 9.4.N(5); 9-12.9.2.12; 9.1

9.3.12.BM	Business Management and Administration
9.3.12.BM.6	Implement, monitor and evaluate business processes to ensure efficiency and quality results.
9.3.12.BM-ADM	Administrative Support
9.3.12.BM-ADM.1	Plan, staff, lead and organize human resources to enhance employee productivity and satisfaction.
9.3.12.BM-ADM.2	Access, evaluate and disseminate information for business decision making.
9.3.12.BM-ADM.3	Plan, monitor and manage day-to-day business activities.
9.3.12.BM-BIM	Business Information Management
9.3.12.BM-HR	Human Resources Management
9.3.12.BM-MGT	General Management
9.3.12.BM-OP	Operations Management

## Essential Questions

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1. What are the different ways that a person can become a business owner?
2. Why should entrepreneurs understand regulations, laws and legal issues that may affect their business?
3. How does a small business benefit from effective operating procedures, both internally and externally?
4. What is inventory and why is it important for a business to track and manage its inventory?
5. Why does a business need to manage its cash flow and analyze financial statements?

## Content / Skills

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## CONTENT

- Advantages and disadvantages of purchasing an existing business
- Steps involved in buying a business
- Franchise ownership
- Legal forms of business
- Purchasing equipment, supplies and inventory
- Assessing financial needs
- Equity capital
- Debt capital
- Financial statements
- FICO scores
- Organizational structure
- Management styles

## SKILLS

- Evaluate legal forms of business
- Create franchising opportunity proposal
- Estimate startup costs and net worth
- Calculate interest based on various FICO scores
- Evaluate sources of equity and debt capital
- Assess various financial documents
- Define the functions of management
- Contrast inventory methods