Indiana CTE

Principles of Business Managment (2016)

Management Theory

1 **Students apply concepts of management theory to increase organizational performance.**

1 Explore the evolution of management theory PBM-1.1

2 Investigate roles, functions and strategies of management in different business situations PBM-1.2

3 Assess leadership traits required for day-to-day operations of business in changing markets PBM-1.3

4 Analyze a strategic plan to meet the needs of business operations PBM-1.4

5 Assess role of government regulation in business PBM-1.5

6 Define and identify the functions of management and their role in business PBM-1.6

7 Differentiate between the legal forms of business ownership and organizational structures PBM-1.7

8 Describe the marketing mix/marketing concept PBM-1.8

9 Explain the impact of international trade on American business PBM-1.9

10 Describe the characteristics of the franchising Industry PBM-1.10

11 Evaluate classical, behavioral, and quantitative management theory, as well as identify and describe contemporary management perspectives PBM-1.11

12 Distinguish between the external, task, and internal environments of organizations PBM-1.12

13 Define international business and recognize different international management strategies PBM-1.13

Human Resource Management

2 **Students apply and adapt a staffing process to maintain a working environment.**

1 Identify cycle of recruitment, hiring, evaluation, training, and dismissal of employees PBM-2.1

2 Appraise the benefits of life-long learning PBM-2.2

3 List and describe the human resource functions in business PBM-2.3

4 Discuss communication and its effect on the business environment PBM-2.4

Explore career opportunities in business PBM-2.5

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6 Discuss the nature of work specialization, departmentalization, and the span of management PBM-2.6

7 Discuss various forms of scheduling PBM-2.7

8 Assess the nature of motivation and describe motivational techniques and programs PBM-2.8

9 Identify and describe contemporary perspectives on leadership and discuss political behavior and politics PBM-2.9

10 Recognize and understand cultural and individual differences PBM-2.10

Financial Analysis

3 Students apply concepts of controlling a business's finances to make operational decisions.

1 Construct and interrupt financial documents PBM-3.1

2 Formulate the price of goods at break-even profit level PBM-3.2

3 Apply concepts of financial analysis PBM-3.3

4 Evaluate inventory to meet customer needs PBM-3.4

5 Examine the principles of short- and long-range financial planning PBM-3.5

6 Explain the importance of purchasing and productions and their impact on the success of an organization. PBM-3.6

7 Identify and describe the major purposes for and types of forecasting techniques PBM-3.7

Problem Solving

4 Students design strategic plans to provide guide for business decisions.

1 Develop a vision, mission statement, and goals for strategic plans within a business PBM-4.1

2 Explore opportunities for business development based on trends in the global marketplace PBM-4.2

3 Apply the decision-making process to a business situation PBM-4.3

4 Outline specific ways in which a company can help its community PBM-4.4

5 Explain the importance of computer knowledge on the success of the organization PBM-4.5

6 Describe the roles of goals and goal setting in the planning process and identify barriers that may interfere with goal setting PBM-4.6

7 Explain the strategic planning process and the process of strategy implementation PBM-4.7

8 List, describe, and apply the steps in the decision making process PBM-4.8

9 Discuss how organizational activities are coordinated and describe the management of organizational conflict PBM-4.9

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Ethics

5 Students analyze the role of ethics to operate a business in a socially responsible manner.

1. Examine a business code of ethics to prevent unethical behavior PBM-5.1
2. Illustrate the impact of ethical practices on business performance PBM-5.2
3. Identify the social, legal, and economic challenges of the business environment PBM-5.3
4. Discuss social responsibility, the meaning of ethics in the business setting, and the social audit PBM-5.4