Kansas CTE

Entrepreneurship (2009): Grades 9, 10, 11, 12

Adopted 2009

Academic Foundations

01. **Solve mathematical problems and use the information as it relates with entrepreneurship/small business ownership.** 1.01
    01. Solve mathematical problems using numbers and operations. 1.01.01
    02. Incorporate algebraic skills to make business decisions. 1.01.02
02. **Examine and employ business and economic principles and concepts in making informed business decisions to continue business operations.** 1.02
    01. Demonstrate an understanding of how basic economic concepts are utilized by an entrepreneur/small business owner. 1.02.01
    02. Explain and describe cost/benefit analysis as it explains cost-profit relationships. 1.02.02

Communications

01. **Demonstrate use of the concepts, strategies, and systems for obtaining and conveying ideas and information to enhance communication in the workplace.** 2.01
    01. Explain and demonstrate the nature of effective communications 2.01.01
    02. Describe methods in dealing with conflict as it relates with entrepreneurship/small business ownership. 2.01.02

Ethics & Legal Responsibilities

01. **Describe an entrepreneur's responsibility to know and abide by laws and regulations that affect all individuals involved in the business operations.** 3.01
    01. Describe the relationship between principled entrepreneurship versus personal responsibility 3.01.01
    02. Describe the relationship between government and business 3.01.02
    03. Identify types of business ownership 3.01.03
    04. Demonstrate understanding of managerial and business ethics 3.01.04

Entrepreneurial Processes and Ch

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01. **Assess entrepreneurship/small-business management-career information to enhance opportunities for career success.** 4.01
    01. Analyze and define entrepreneurship. 4.01.01
    02. Expound on the importance of entrepreneurship on market economies 4.01.02

03. Explain characteristics of an entrepreneur as it relates to personal assessment and management 4.01.03

Critical and Innovative Thinking

01. Examine and describe the entrepreneurial business creation process 5.01

01. Identify successful methods in developing and assessing innovative business ideas. 5.01.01
02. Give explanation on how entrepreneurs recognize marketplace opportunities. 5.01.02
03. Explain tools used by entrepreneurs for venture planning 5.01.03

02. Student will identify and define the importance of managing risks in developing a business venture. 5.02

01. Explain proper methods in assessing and calculating risk in developing a business venture. 5.02.01
02. Describe the need for continuation planning as it relates with entrepreneurship/small business ownership. 5.02.02

Information Technology Application

01. Maintain, monitor, plan, and control the use of financial resources to protect an entrepreneur and business's fiscal well-being. 6.01

01. The student demonstrates an understanding of information management concepts and how they support effective business operations. 6.01.01
02. Describe the impact of the Internet on entrepreneurship/small business ownership 6.01.02

Marketing

01. Manage marketing activities to facilitate business development and growth. 7.01

01. Understand marketing's role and function in business to facilitate economic exchanges with customers 7.01.01
02. Analyze the role of marketing research in constructing a small business management model. 7.01.02
04. Describe marketing functions and related activities 7.01.04

Technical Skills

01. The student conducts a needs assessment for a business. 8.01

01. Describe the components and purpose of a business plan. 8.01.01
02. Examine and explain the components and purpose of a financial plan for a business. 8.01.02
03. Identify and evaluate a local entrepreneurial venture/business. 8.01.03

02. Understand organizational and financial tools used in making business decisions as it relates to entrepreneurship/small business ownership. 8.02

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01. Develop organizational skills to improve efficiency. 8.02.01

02. Identify and explain expense control strategies to enhance the financial well being of a business. 8.02.02

03. Give explanation on how entrepreneurs incorporate accounting in making business decisions. 8.02.03

04. Understand the need for proper financial and money management as it relates to an entrepreneur/small business owner. 8.02.04

Employability and Career Development

01. **Obtain and develop strategies for ensuring a successful career in entrepreneurship/small business ownership.** 9.01

    01. Develop personal traits and behaviors to foster career advancement. 9.01.01