Oregon CTE

Business Management and Administration: General Management Focus Area Knowledge and Skill Statements with Suggested Performance Indicators

Describe and follow laws and regulations affecting business operations and transactions in a global marketplace FA-BMA-GM01	**A**	**Describe how government/legal activities affect global trade** FA-BMA-GM01.A
	B	**Describe customs regulations relating to importing and exporting** FA-BMA-GM01.B
	C	**Explain the nature of legal recourse in resolving global business disputes** FA-BMA-GM01.C
	D	**Describe how regulations for business expansion may be applied to meet government requirements and industry standards** FA-BMA-GM01.D
	E	**Describe domestic laws governing global business expansion** FA-BMA-GM01.E
Explain how to access, evaluate, and disseminate information for business decision making FA-BMA-GM02	**A**	**Demonstrate the ability to write internal and external analytical reports that examine a problem/issue and recommend an action** FA-BMA-GM02.A
	B	**Describe the steps to be taken to identify and solve a business problem/issue** FA-BMA-GM02.B
	C	**Demonstrate the ability to utilize information from analytical reports to develop/implement organizational projects** FA-BMA-GM02.C
	D	**Develop, implement, and evaluate the results of a plan of action to make required changes** FA-BMA-GM02.D
Explain economic concepts fundamental to op	**A**	**Discuss the impact of globalization on business activities** FA-BMA-GM03.A
		:xplain cultural considerations that impact global business relations FA-BMA-M03.B

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	C Explain the impact of major trade alliances on business activities FA-BMA-GM03.C
	D Describe the impact of the political environment on world trade FA-BMA-GM03.D
	E Explain the impact of geography on world trade FA-BMA-GM03.E
Describe techniques, strategies, and systems can be used to enhance business relationships FA-BMA-GM04	**A** Explain and demonstrate managerial ethics related to personal behavior and staff supervision FA-BMA-GM04.A
	B Explain and discuss the impact of business customs and practices on global trade to include the North American, European, Latin American, Pacific Rim and Middle Eastern markets FA-BMA-GM04.B
	C Explain and describe how cultural differences impact business customs in global trade FA-BMA-GM04.C
	D Develop scenarios of business transactions and explain differences between global transactions and transactions within a country FA-BMA-GM04.D
Describe how financial resources can be monitored and managed to ensure a business's financial wellbeing FA-BMA-GM05	**A** Describe how to identify and manage business risks to protect a business's finances FA-BMA-GM05.A
	B Describe the steps needed to assess business, task, accounting, and legal risks FA-BMA-GM05.B
	C Describe risk-management strategies FA-BMA-GM05.C
	D Describe the components of a risk-management plan FA-BMA-GM05.D
	E Explain how to monitor a business's profitability FA-BMA-GM05.E
Describe how day-to-day business activities can be monitored and managed to sustain continued business functioning FA-BMA-GM06	**A** Explain the steps associated with establishing Request for Proposal bid specifications, analyzing vendor responses, selecting a winning proposal, and negotiating terms FA-BMA-GM06.A
	B Manage quality-control processes to minimize errors and to expedite workflow FA-BMA-GM06.B
	C Explain the nature of quality management FA-BMA-GM06.C
	D Discuss the need for continuous improvement of the quality process FA-BMA-GM06.D
	E Develop plans to promote continuous-improvement and quality achievement FA-BMA-GM06.E
De or	Skip to main content **)escribe the strategic planning process within an organization and strategies for achieving an identified vision, mission, and goals** FA-BMA-GM07.A

may be organized and managed to achieve business goals FA-BMA-GM07	**B** Develop business plans to meet company needs and implement change FA-BMA-GM07.B
	C Describe strategies for assessing the causes of staff turnover and identify mitigation strategies FA-BMA-GM07.C
	D Interpret internal information for strategic planning (e.g., financial/accounting, marketing, operations, human resources, information technology, and individual employee data) FA-BMA-GM07.D
	E Describe the use of performance standards and performance improvement plans to evaluate and strengthen employee performance FA-BMA-GM07.E
	F Explain how benchmarks can be used to evaluate and improve company performance FA-BMA-GM07.F
Demonstrate knowledge of project management functions FA-BMA-GM08	**A** Identify analytical and statistical tools used in project planning (e.g., GANTT, workflow, critical path) FA-BMA-GM08.A
	B Determine specific, measurable, achievable, realistic, and time-bound (SMART) goals for specific projects FA-BMA-GM08.B
	C Develop project plans, milestones, and timelines FA-BMA-GM08.C
	D Explain how to effectively allocate resources to achieve project goals FA-BMA-GM08.D
	E Describe how digital tools can be used to evaluate project progress and achievement of goals FA-BMA-GM08.E