

Grades 6, 7, 8

Adopted 2012

Accounting

Accounting as a Profession

- A. Identify knowledge, skills, and attitudes needed for careers in accounting. 15.1.8.A
- B. Describe ethical and unethical business practices related to accounting. 15.1.8.B

Accounting Fundamentals

- C. Identify the parts of the accounting equation. 15.1.8.C
- D. Describe the components of the accounting cycle. 15.1.8.D
- E. Explore various technologies used in accounting. 15.1.8.E
- F. Identify, recognize, and classify short- and long-term assets. 15.1.8.F
- G. Identify, recognize, and classify short- and long-term liabilities. 15.1.8.G
- H. Discuss the value of family and business assets over time. 15.1.8.H
- I. Identify and classify the classes and rights of types of stock. 15.1.8.I
- J. Explain the concept of inventory and its role in business. 15.1.8.J
- K. Identify and classify revenue. 15.1.8.K
- L. Identify and classify expenses. 15.1.8.L
- M. Identify and give examples of net pay and gross pay. 15.1.8.M

Framework for Financial Reporting

- N. Discuss the advantages and disadvantages of the different forms of business ownership (proprietorship, partnership, and corporation, etc.). 15.1.8.N
- O. Intentionally Blank 15.1.8.O

Financial Reporting and Analysis

- P. Identify and describe bank statements. 15.1.8.P
- Q. Identify and recognize financial reports and their purpose. 15.1.8.Q
- R. Intentionally Blank 15.1.8.R
- S. Intentionally Blank 15.1.8.S
- T. Identify and give examples of possible financial indicators for various types of business. 15.1.8.T
- U. Intentionally Blank 15.1.8.U

- V. Intentionally Blank 15.1.8.V
 - W. Identify and give examples of problems associated with a business not having enough cash on hand. 15.1.8.W
 - X. Identify and list examples of fixed and variable costs. 15.1.8.X
-

Compliance

- Y. Identify and list examples of taxes. 15.1.8.Y
 - Z. Identify the importance of good record keeping for businesses. 15.1.8.Z
-

Career Management

Knowledge/Planning

- A. Examine various occupation options based on career assessments results, personal characteristics, talents, skills, abilities, and aptitudes as related to career pathways, clusters, or occupations. 15.2.8.A
-

Organizing

- B. Apply various online and traditional career management tools to explore career clusters. 15.2.8.B
 - C. Correlate individual career interests to job opportunities within the global marketplace. 15.2.8.C
 - D. Compare and contrast occupations in a virtual versus a traditional work environment. 15.2.8.D
 - E. Examine school program offerings related to individual career options. 15.2.8.E
 - F. Analyze financial options and costs associated with post-secondary education. 15.2.8.F
 - G. Evaluate applications to define the purpose and audience. 15.2.8.G
 - H. Identify interview strategies. 15.2.8.H
 - I. Examine laws associated with employment including Child Labor Laws and Civil Rights Act of 1964. 15.2.8.I
 - J. Develop a career plan based on career assessment results, occupational research and high school course offerings. 15.2.8.J
 - K. Explain the importance of personal networking and its impact on achieving a career goal. 15.2.8.K
-

Leading/Directing

- L. Illustrate how personal qualities and behavior affect school and work success. 15.2.8.L
 - M. Explain the importance of workplace expectations. 15.2.8.M
-

Evaluating & Controlling

- N. Intentionally Blank 15.2.8.N
- O. Explore diversity as related to occupations. 15.2.8.O

- P. Identify strategies for conflict resolution. 15.2.8.P
 - Q. Explain how changes in society influence the job market (creation of new positions and elimination of obsolete work). 15.2.8.Q
-

Communication

Foundations of Communication

- A. Selecting the appropriate writing type to produce a work product. 15.3.8.A
 - B. Produce a variety of business documents and reports; focus on content, style, and format. 15.3.8.B
 - C. Apply strategies to understand complex directions. 15.3.8.C
 - D. Distinguish between appropriate and in-appropriate business work products. 15.3.8.D
 - E. Choose appropriate print and electronic resources to meet project need. 15.3.8.E
 - F. Define a position, support it with claims, and respond to questions to support claim. 15.3.8.F
 - G. Develop appropriate information and content for presentations, meetings, discussions, and group assignments. 15.3.8.G
 - H. Deliver presentations using a variety of techniques and media; employ conventions of language. 15.3.8.H
 - I. Distinguish between relevant and non-relevant information for note taking, questioning, or decision making. 15.3.8.I
 - J. Identify barriers to active listening (e.g., environmental, peer, time, and cultural distractions). 15.3.8.J
-

Etiquette

- K. Determine the situational appropriateness of verbal and non-verbal behaviors. 15.3.8.K
- L. Describe the characteristics of positive role models for development of work ethic and leadership skills. 15.3.8.L
- M. Demonstrate proper etiquette when networking either face-to-face or online. 15.3.8.M
- N. Examine the impact of work ethic in various contexts. 15.3.8.N

Organizational Communication

- O.** Discuss types of communication skills (e.g., internal, external) in organizations. 15.3.8.O
 - Q.** Identify communication channels and their purpose in the business community. 15.3.8.Q
 - P.** Describe leadership communication skills necessary for goal setting and generating ideas. 15.3.8.P
 - R.** Discuss appropriate communication strategies between supervisors and subordinates. 15.3.8.R
-

Electronic Communication

- S.** Apply appropriate electronic communication based on message requirements. 15.3.8.S
 - T.** Discuss the rules of digital citizenship. 15.3.8.T
 - U.** Identify and employ various electronic communication options related to desired outcomes. 15.3.8.U
 - V.** Describe varieties of mobile communication used within businesses and/or organizations. 15.3.8.V
 - W.** Use electronic communication with peers and/or educators to produce a work product. 15.3.8.W
-

Diversity

- X.** Demonstrate effective techniques for good communication. 15.3.8.X
-

Computer and Information Technologies

Influence of Emerging Technologies

- A.** Analyze the influence of emerging technologies on daily life. 15.4.8.A
-

Digital Citizenship

- B.** Interpret and apply appropriate social, legal, ethical, and safe behaviors of digital citizenship. 15.4.8.B
-

Hardware

- C.** Compare and contrast peripheral devices of computing systems for specific needs. 15.4.8.C
-

Input Technologies

- D.** Create projects using emerging input technologies. 15.4.8.D
-

Operating Systems

- E.** Explain the different operating systems. 15.4.8.E
-

Networking

F. Identify network communication technologies. 15.4.8.F

Software/Applications

G. Create an advanced digital project using appropriate software/application for an authentic task. 15.4.8.G

Programming

H. Explain the differences between a scripting language and a coding language. 15.4.8.H

I. Solve a problem with an algorithm. 15.4.8.I

J. Explain the basic differences between encoding and decoding. 15.4.8.J

Digital Media

K. Create a multimedia project using student-created digital media. 15.4.8.K

Technology Research

L. Evaluate the accuracy and bias of online sources of information; appropriately cite online resources. 15.6.8.L

Emerging Technologies in Careers

M. Explore and describe how emerging technologies are used across different career paths. 15.6.8.M

Entrepreneurship

The Entrepreneur

A. Explore pathways to becoming an entrepreneur. 15.5.8.A

B. Identify management and organizational skills needed for entrepreneurship. 15.5.8.B

Entrepreneurs in the Domestic Economy

C. Intentionally Blank 15.5.8.C

D. Compare and contrast entrepreneurship in emerging fields, (e.g., social media, online business, alternative energy sources and uses, agriculture and industrial) with traditional entrepreneurs. 15.5.8.D

E. Intentionally Blank 15.5.8.E

Entrepreneurs in the Global Economy

F. Identify interconnectivity of global and local business operating in the local/state economy. 15.5.8.F

G. Identify the impact of global business on pricing for local entrepreneurs. 15.5.8.G

H. Identify entrepreneurial opportunities in the global economy. 15.5.8.H

Business Foundations

I. Compare and contrast the various functions of operations management. 15.5.8.I

J. Define the impact of emerging technologies on business management. 15.5.8.J

K. Identify government agencies and regulations that impact business. 15.5.8.K

Innovation / Opportunity in Entrepreneurship

L. Intentionally Blank 15.5.8.L

M. Intentionally Blank 15.5.8.M

Finance and Economics

Personal Finance Responsibility

A. Intentionally Blank 15.6.8.A

B. Discuss the importance of developing short-, medium-, and long-term personal financial goals. 15.6.8.B

C. Intentionally Blank 15.6.8.C

D. Identify employee benefits and their impact on income. 15.6.8.D

E. Explain the difference between sales and income tax. 15.6.8.E

F. Evaluate assets as related to personal wealth and spending. 15.6.8.F

Money Management / Credit and Debt

G. Discuss the need for money management. 15.6.8.G

H. Compare and contrast advantages and disadvantages of various options of paying for short- and long-term purchases. 15.6.8.H

I. Compare advantages and disadvantages of different financial institutions relating to saving, investing, and borrowing. 15.6.8.I

J. Explain the difference between simple and compound interest. 15.6.8.J

K. Investigate factors that contribute to a positive or negative credit history. 15.6.8.K

L. Analyze the components and value of credit reports for consumers, borrowers and lenders. 15.6.8.L

M. Examine steps to minimize exposure to identity theft. 15.6.8.M

Risk Management and Insurance

N. Examine the purpose and importance of various types of insurances. 15.6.8.N

O. Intentionally Blank 15.6.8.O

Saving and Investing

P. Intentionally Blank 15.6.8.P

Q. Calculate investment growth using varying rates of return. 15.6.8.Q

R. Evaluate the benefits of a diversified investment portfolio. 15.6.8.R

S. Intentionally Blank 15.6.8.S

Global Business

Global Literacy

- A. Trace and discuss the effect of international trade on the U.S throughout history. 15.7.8.A
 - B. Identify barriers (time zones, transportation, language, regulations, social customs) to international trade and determine how these barriers can be overcome. 15.7.8.B
 - C. Explain how current global events impact the business climate. 15.7.8.C
-

Government and Legal Systems

- D. Explain the advantages and disadvantages of different types of governments on business. 15.7.8.D
 - E. Compare legal structure and laws of other countries as they relate to global business. 15.7.8.E
-

Global Economics

- F. Identify economic indicators that define the health of a nation's businesses. 15.7.8.F
 - G. Classify products and services as imports or exports. 15.7.8.G
 - H. Compare and contrast the efficient use of natural and human resources and the impact on participation in the global economy. 15.7.8.H
-

Global Communication

- I. Analyze the impact of tone, style, and language in sending and receiving communications. 15.7.8.I
 - J. Explain the importance of non-verbal behaviors on cultural business relationships. 15.7.8.J
-

Global Responsibility

- K. Discuss ethical business conduct and identify how companies may act in a globally responsible manner. 15.7.8.K
-

Global Decision Making

- L. Explain how historic international relationships impact current business. 15.7.8.L
-

Global Business Opportunity

- M. Investigate resources, agencies, and organizations that promote global trade. 15.7.8.M
-

Global Marketing

- N. Intentionally Blank 15.7.8.N
-

Global Finance

- O. Intentionally Blank 15.7.8.O
-

- A. Explain how economic growth and decline impact business. 15.8.8.A
 - B. Explain the characteristics of different forms of business ownership, such as sole proprietorship, partnership, and corporation. 15.8.8.B
 - C. Discuss ethical and unethical behaviors and their impact on business and organizations. 15.8.8.C
-

Management Functions

- D. Discuss the function of mission, vision, goals, and objectives within a business plan. 15.8.8.D
 - E. Identify business management styles (e.g., autocratic, democratic, laissez-faire) used in a business or organization. 15.8.8.E
 - F. Discuss strategies to motivate and compensate employees. 15.8.8.F
 - G. Compare and contrast leadership styles. 15.8.8.G
 - H. Compare and contrast motivational theories used in a business or organization. 15.8.8.H
-

Management Skills

- I. Demonstrate communication skills necessary for success within an organization. 15.8.8.I
 - J. Explain how technology tools are used in business management. 15.8.8.J
 - K. Discuss the benefits of lifelong learning on career growth. 15.8.8.K
-

Human Resource Management

- L. Intentionally Blank 15.8.8.L
 - M. Describe the interview and selection process for applicants in various businesses. 15.8.8.M
 - N. Intentionally Blank 15.8.8.N
 - O. Intentionally Blank 15.8.8.O
 - P. Describe the role and function of performance evaluations in business. 15.8.8.P
 - Q. Discuss employee compensation plans for various careers. 15.8.8.Q
-

Management Focus

- R. Interpret data on financial statements as it relates to management decisions. 15.8.8.R
 - S. Identify the processes used to design, redesign, supply, and schedule production for a business product. 15.8.8.S
 - T. Identify management strategies used by global businesses. 15.8.8.T
-

Marketing

Marketing as a Profession

- A. Explore various marketing careers and analyze their role in the business world. 15.9.8.A

Marketing Fundamentals

- B. Describe how businesses influence purchasing decisions. 15.9.8.B
- C. Distinguish among members of a marketing channel, including company, intermediaries, retailer, and consumer. 15.9.8.C

Communications in Marketing

- D. Reference Business, Computer and Information Technologies 15.9.8.D
- E. Differentiate types of consumer behavior and characteristics including but not limited to spending habits, emotional buying, rational buying and buying power. 15.9.8.E

Marketing Mix

- F. Compare and contrast processes used to obtain, develop, maintain, and improve products or services including product development, packaging, branding, product mix and product life cycle. 15.9.8.F
- G. Compare and contrast different processes of distribution. 15.9.8.G
- H. Analyze pricing strategies and practices used by local, domestic, and global industries. 15.9.8.H
- I. Compare and contrast existing promotional plans used by local, domestic, and global industries. 15.9.8.I

Research

- J. Summarize data collection methods as related to marketing. 15.9.8.J

Marketing Plan

- K. Explain the components of a marketing plan. 15.9.8.K

Marketing Technology

- L. Explain how technologies are used in marketing to gain a competitive advantage. 15.9.8.L

Legal/Ethical

- M. Discuss the laws and regulations that impact marketing and its consumers (e.g., Consumer Product Safety, Consumer Pricing Act, Trademark Counterfeiting Act, Federal Trade Commission Act). 15.9.8.M