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 APPROVED COURSES
 

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*Note for business and marketing courses: The grade level in which to offer each course, course length (semester versus year-long) and course prerequisites are a local decision.*

**Business Program Code:** 0204

**Complete Course Units:** <http://dese.mo.gov/college-career-readiness/career-education/business-marketing-information-technology-education-14> (Individual course unit titles are listed under each course, where available.)

**Business Management and Administration Standards:**

[http://www.mbaresearch.org/images/PDFs/BMAcluster\\_all\\_12-2014.pdf](http://www.mbaresearch.org/images/PDFs/BMAcluster_all_12-2014.pdf)

**Finance Standards:** [http://www.mbaresearch.org/images/PDFs/FinanceCluster\\_all\\_2-2015.pdf](http://www.mbaresearch.org/images/PDFs/FinanceCluster_all_2-2015.pdf)

### Accounting I

This course is designed to build a basic understanding of manual and automated accounting principles, concepts and procedures. Activities include using the accounting equation, completing the accounting cycle, entering transactions to journals, posting to ledgers, preparing end-of-period statements and reports, managing payroll systems, completing banking activities, calculating taxes and performing other related tasks.

Cluster: Finance #6

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-accountingI-objectives.pdf>

### Accounting II

This course is designed to help students acquire a more thorough, in-depth knowledge of accounting procedures and techniques utilized in solving business problems and making financial decisions. Students will develop skills in analyzing and interpreting information common to partnerships and corporations, preparing formal statements and supporting schedules and using inventory and budgetary control systems. Computer applications should be integrated in each appropriate instructional unit.

Cluster: Finance #6

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-accountingII-objectives.pdf>

### AP Macroeconomics

AP Macroeconomics is an introductory college-level course that focuses on the principles that apply to an economic system as a whole. The course places particular emphasis on the study of national income and price-level determination; it also develops students' familiarity with economic performance measures, the financial sector, stabilization policies, economic growth and international economics.

Cluster: Finance #6

Course Information: [http://apcentral.collegeboard.com/apc/public/courses/teachers\\_corner/2120.html](http://apcentral.collegeboard.com/apc/public/courses/teachers_corner/2120.html)

### AP Microeconomics

AP Microeconomics is an introductory college-level course that focuses on the principles of economics that apply to the functions of individual economic decision-makers. The course also develops students' familiarity with the operation of product and factor markets, distributions of income, market failure and the role of government in promoting greater efficiency and equity in the economy.

Cluster: Finance #6

Course Information: <http://www.collegeboard.com/html/apcourseaudit/courses/microeconomics.html>

### Banking and Financial Services (See Personal Finance Listed Below)

The finance course applies money and economic concepts to the development of personal financial goals and to the preparation of students for careers in which they plan, manage and analyze the financial and monetary aspects and success of business enterprises. Skills in money management deal with the study of basic concepts of economics, insurance, credit, savings, investments and budgeting—skills needed for productive citizenship. The course may also cover such business financial matters as business cycles, opportunity costs, cost-benefit analysis, methods of financing businesses, stocks and bonds, profit and loss and others.

Cluster: Finance #6

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-banking-financial-objectives.pdf>

### **Business Communication**

This course provides reinforcement of students' basic language arts skills (composition, grammar, spelling, punctuation, etc.) and development of essential competencies for oral and written communication in today's technological workplaces. Emphasis is placed on using the computer to compose and produce accurate and effective documents (including e-mail messages, letters, memos, reports, etc.) for personal and professional purposes. Using technology (presentation software and telecommunications) to develop oral communication skills such as making presentations, giving instructions, interviewing and making reports in an effective manner is reinforced in this course.

Cluster: Business, Management & Administration #4

Course Crosswalk: [http://dese.mo.gov/sites/default/files/BMIT\\_business\\_communication\\_crosswalk.pdf](http://dese.mo.gov/sites/default/files/BMIT_business_communication_crosswalk.pdf)

### **Business Economics**

This course is designed to help students understand economic concepts necessary for their participation in a capitalist system as wage earners, business owners, producers and investors. Basic economic concepts like supply and demand, competition, growth and stability are emphasized. Topics include the government's role in the economy, the sharing of economic risks and the effect of inflation and monetary policies on national and international economics.

Cluster: Finance #6

Course Crosswalk: [http://dese.mo.gov/sites/default/files/BMIT\\_business\\_economics\\_crosswalk.pdf](http://dese.mo.gov/sites/default/files/BMIT_business_economics_crosswalk.pdf)

### **Business Law**

This course is designed to acquaint students with the basic legal principles relevant to their roles as citizens, consumers and employees through a mixture of personal, business and consumer law. The content includes the basic characteristics of the American system of free enterprise, rights of private property, basic elements of contracts, employer-employee relations, landlords and tenants, individual rights, wills and estates, family and juvenile justice law and community property.

Cluster: Business, Management & Administration #4

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-blaw-objectives.pdf>

### **Business Management**

This course is designed to help students develop an understanding of skills and resources needed to manage a business. Instruction includes a general overview of American business, forms of business ownership, personnel management, labor-management relations, public and human relations, taxation and government regulations. The use of computers and software as tools in making business decisions in areas such as accounting, sales analysis and inventory control is also introduced.

Cluster: Business, Management & Administration #4

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-business-mgmt-objectives.pdf>

### **Business Technology**

This course is designed to help students develop the qualities, knowledge and skills necessary for working in a business. Students enhance computer application skills as they develop competencies needed by administrative support professionals. The content includes the use of technology to develop communication skills, the performance of office procedures tasks, the production of quality work using advanced features of business software applications and the production of high quality employment portfolios and job-seeking documents. In addition, this course provides training or skills many employers find deficient such as dealing with other people, using the telephone, organizing work and handling other crucial tasks.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-business-tech-objectives.pdf>

**Computer Applications**

This course is designed to help students master beginning and advanced skills in the areas of word processing, database management, spreadsheet applications, desktop publishing, multimedia, Internet usage and integrated software applications.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-computer-apps-objectives.pdf>

**Computer Programming**

This course focuses on converting problems into detailed plans, writing code into computer language, testing, monitoring, debugging, documenting and maintaining computer programs. Students will also design programs for specific uses.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-computer-programming-objectives.pdf>

**Computer Science I and Computer Science II**

Not available at this time.

**Entrepreneurship**

This course is designed to provide students with the fundamental knowledge needed for organizing, developing and implementing a business within the private free enterprise system. Topics of study will include learning the advantages and disadvantages of owning a business, preparing a business plan, choosing a location, securing a loan, determining organizational structure and promoting a business. Standards/competencies for Entrepreneurship may be found at [http://www.entreed.org/Standards\\_Toolkit/standards\\_detail.htm](http://www.entreed.org/Standards_Toolkit/standards_detail.htm)).

Cluster: Business, Management & Administration #4

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-entre-objectives.pdf>

**Graphic Arts/Desktop Publishing**

Students develop proficiency in using graphic arts/desktop publishing software to create a variety of business publications such as flyers, brochures, newsletters, etc.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-desktop-pub-graphic-arts-objectives.pdf>

**IB Business & Management**

The course covers the key characteristics of business organization and environment and the business functions of human resource management, finance and accounts, marketing and operations management.

Cluster: Business, Management & Administration #4

Course Information: <http://www.ibo.org/>

**IB Economics**

The course emphasizes the economic theories of microeconomics, which deal with economic variables affecting individuals, firms and markets and the economic theories of macroeconomics, which deal with economic variables affecting countries, governments and societies.

Cluster: Finance #6

Course Information: <http://www.ibo.org/>

**Introduction to Business**

This course is designed to introduce students to how business works in today's society and to provide a foundation for other business courses. Content includes business functions such as accounting, management, marketing and other consumer issues regarding money and money management, banking system and services and government's role in business and technology in the business world.

Cluster: Business, Management & Administration #4

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-intro-to%20businss-objectives.pdf>

**Legal Administrative Assistant**

A program that prepares individuals to serve as legal office managers, special assistants and legal secretaries. It includes instruction in office management, secretarial science, principles of US law, legal terminology and documentation, legal research, legal software application, law office procedures, record-keeping, billing, applicable policies and regulations and professional standards and ethics. It may include preparation for individuals to serve as court reporters, captioners and scopists. Instruction may include machine shorthand theory used in court reporting and broadcast captioning and computer-assisted translation (CAT) software.

Cluster: Business, Management & Administration #4

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-legal-admin-objectives.pdf>

**Medical Administrative Assistant**

A program that prepares individuals to perform the duties of special assistants and personal secretaries for practicing physicians and nurses, health care facilities and services administrators and other health care professionals. Includes instruction in business and medical communications, medical terminology, principles of health care operations, public relations and interpersonal communications, software application, record-keeping and filing systems, scheduling and meeting planning, applicable policy and regulations and professional standards and ethics. Program may include instruction in medical transcription.

Cluster: Business, Management & Administration #4

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-medical-admin-objectives.pdf>

**Multimedia**

Students will work with multimedia software to develop electronic presentations. They will learn how to manipulate text, art and graphics, photography, animation, audio and video for presentations in various media formats.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-multimedia-objectives.pdf>

**Network Administration**

Students apply problem-solving skills to business situations exploring computer maintenance activities. Students will analyze software problems, install software applications programs and customize defaults, connect components of a local area network, use basic network protocol and troubleshoot network problems.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-network-admin-objectives.pdf>

**Personal Finance**

Understanding and managing personal finances are key to one's future financial success. This one-semester course is based on the Missouri Personal Finance Competencies and presents essential knowledge and skills to make informed decisions about real world financial issues. Students will learn how choices influence occupational options and future earning potential. Students will also learn to apply decision-making skills to evaluate career choices and set personal goals. The course content is designed to help the learner make wise spending, saving and credit decisions and to make effective use of income to achieve personal financial success.

Cluster: Finance #6

Course Competencies: [http://dese.mo.gov/sites/default/files/personal\\_finance\\_competencies.pdf](http://dese.mo.gov/sites/default/files/personal_finance_competencies.pdf)

Course Competencies (adopted 2017): <https://dese.mo.gov/sites/default/files/curr-mls-personal-finance-cle-sboe.pdf>

Course Curriculum: <http://dese.mo.gov/sites/default/files/bmit-personal-finance-curriculum.pdf>

Website: <https://dese.mo.gov/college-career-readiness/curriculum/missouri-learning-standards#mini-panel-mls-standards5>

**Supervised Business Employment (SBE)**

Students who have taken business courses in a particular career path are given the opportunity to work in a related occupation while still enrolled in school. The teacher-coordinator works with business and industry to

place students in an occupation that will further develop the competencies acquired by the student through class work.

Cluster: Business, Management & Administration #4

Course Handbook: [http://dese.mo.gov/sites/default/files/BE\\_SBE\\_Handbook\\_0.pdf](http://dese.mo.gov/sites/default/files/BE_SBE_Handbook_0.pdf)

**Web Design**

This course deals with the use of Web programming languages (HTML, JavaScript, etc.), graphics applications and other Web authoring tools to design, edit, launch and maintain websites and pages. Such topics as Internet theory, Web page standards, Web design elements, user interfaces, special effects, navigation and emerging Web technologies will be included.

Cluster: Information Technology #11

Course Objectives: <http://dese.mo.gov/sites/default/files/bmit-webdesign-objectives.pdf>

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**BUSINESS COURSE ENROLLMENT**

<b>2016-2017 Business Course Enrollments</b>		<b>Number</b>	<b>Number</b>
<b>417 Approved Business Programs Statewide</b>		<b>of Districts</b>	<b>of Students</b>
<b>BUSINESS CLUSTER</b>	Business Communications	51	982
	Business Law	103	3,283
	Business Management	123	5,144
	Entrepreneurship	74	1,823
	IB Business & Management	6	75
	Introduction to Business	144	9,058
	Legal Admin. Assistant/Secretary	1	22
	Medical Admin/Exec. Assistant & Medical Secretary	4	147
	Supervised Business Employment	61	1,347
<b>FINANCE CLUSTER</b>	Accounting I	267	4,375
	Accounting II	112	607
	AP Macroeconomics	9	265
	AP Microeconomics	5	108
	Banking and Financial Services	20	489
	Business Economics	20	635
	Personal Finance	280	39,421
<b>IT CLUSTER</b>	Business Technology	197	4,963
	Computer Applications	323	22,289
	Computer Programming	51	2,355
	Graphic Arts/Desktop Publishing	222	5,707
	Multimedia	186	6,305
	Network Administration	29	716
	Web Design	142	4,871