

DESE Model Curriculum: Business Management (CIP Code: 52.0701/52.0101)

GRADE LEVEL/UNIT TITLE: 11-12/Financial Management

COURSE INTRODUCTION		
<p>An instructional program that generally describes the planning, organizing and controlling of a business, including organizational and human aspects, with emphasis on various theories of management, the knowledge and understanding necessary for managing people and functions, and decision making.</p> <p>Business management prepares students for administrative and management occupations. Students learn to make decisions based on data, develop leadership skills, and select appropriate management styles for varying employment situations. Not only is this area of study vital to the development of all business students, it also provides skills and knowledge that can be used effectively on many occasions when professional management skills are needed.</p> <p>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.</p>		
UNIT DESCRIPTION	SUGGESTED UNIT TIMELINE	
Students will learn how to analyze financial positions to make business decisions.	1 week	
	CLASS PERIOD (min.)	
	50 min.	
ESSENTIAL QUESTIONS		
<ol style="list-style-type: none"> How do companies use financial statements to make decisions? What are strategies for minimizing organizational risk? Why is it important for managers to understand financial measures? 		
ESSENTIAL MEASURABLE LEARNING OBJECTIVES	MBA Research Standards	DOK
1. Identify sources of financing (capital)	<ol style="list-style-type: none"> Understands the concepts, processes, and skills associated with identifying new ideas, opportunities, and methods and with creating or starting a new project or venture. Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources. 	1
2. Describe and analyze financial statements (e.g. income statement, balance sheet, cash flow statements, and statement of net worth)	<ol style="list-style-type: none"> Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources. 	3

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3. Explain financial measures for decision making (e.g. ROI, ROA and cost-benefit analysis)	<ol style="list-style-type: none"> 1. Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources. 2. Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning. 	2
4. Describe how to benchmark a firm's position against industry standards	<ol style="list-style-type: none"> 1. Understands tools, techniques, and systems that affect a business's ability to plan, control, and organize an organization/department. 2. Understands the concepts, systems, and tools needed to gather, access, synthesize, evaluate, and disseminate information for use in making business decisions. 	2
5. Define risk management and identify risks to businesses	<ol style="list-style-type: none"> 1. Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources. 	2
ASSESSMENT DESCRIPTIONS		
n/a		
OBJ. #	INSTRUCTIONAL STRATEGIES	
2	1. Teacher led instruction	
1-5	2. Student Research, Cooperative learning	
4, 5	3. Guest Presenter	
OBJ. #	INSTRUCTIONAL ACTIVITIES	
2	1. Explain use of financial statements and provide sample statements to students. Have students revise statements to correct inaccurate or misleading information. Reports from selected companies: http://www.annualreports.com/ provides links to many well-known corporations.	
1-5	2. Research 3 different types of financing and measures for decision making then create a report on the findings. Can use DECA, Financial Team Decision Making Event - Students work in teams to develop a solution to a financial situation for a business.	
4, 5	3. Invite business owners to share benchmarking firms against industry standards and various business risks. Businesses can be found through the local Chamber of Commerce.	
UNIT RESOURCES		
1. http://www.annualreports.com/ provides links to many well-known corporations		
2. Local Chamber of Commerce		