

Entrepreneurship (CIP Code: 52.0701/52.0101)

GRADE LEVEL/UNIT TITLE: 11-12/Management

Course Code: 040011/0340305

COURSE INTRODUCTION		
<p>An instructional program that provides a background for the development and operation of a business starting with the role of the entrepreneur in our economy to development of a business plan and the application of specific marketing skills and concepts within the business environment.</p> <p>Instruction in this area prepares students to understand how to organize and operate a business. All students can benefit from an understanding of and appreciation for entrepreneurship and its role in the enterprise system.</p> <p>This course is designed to provide students with the fundamental knowledge needed for organizing, developing, and implementing a business concern within the private free enterprise system. Topics of student 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.</p>		
UNIT DESCRIPTION	SUGGESTED UNIT TIMELINE	
Students will learn operational accountability and responsibility of managers in business.	3 days	
	CLASS PERIOD (min.)	
	50 minutes	
ESSENTIAL QUESTIONS		
<ol style="list-style-type: none"> 1. What are similarities and differences between a leader and manager? 2. What role does accountability and responsibility play in management? In leadership? 3. Why is an operational plan important to the success of a business? 4. What factors impact human resource management (laws, policy and procedure, compensation)? 		
ESSENTIAL MEASURABLE LEARNING OBJECTIVES	NBEA STANDARD	DOK
1. Recognize others' efforts	Comm. III. F. 3A	1
2. Lead others using positive statements	Comm. III. C. 3G	2
3. Develop team spirit	Mgmt. I. B. 3A	2
4. Enlist others in working towards a shared vision	Mgmt. I. A. 3A	2
5. Share authority, when appropriate	Mgmt. I. B. 3D	2
6. Value diversity	Comm. I. B. 3A	2
7. Maintain positive attitude	Comm. I. B. 3G	1
8. Demonstrate interest and enthusiasm	Comm. III. C. 3J	2
9. Make decisions	Mgmt. III. C. 3D	3
10. Develop an orientation to change	Car Devp. I. B. 3B	2
11. Demonstrate problem-solving skills	Comm. III. B. 3G	2
12. Assess risks	Entre. I. C. 3B	4
13. Assume personal responsibility for decisions	Mgmt. I. D. 3A	2

Entrepreneurship (CIP Code: 52.0701/52.0101)

GRADE LEVEL/UNIT TITLE: 11-12/Management

Course Code: 040011/0340305

14. Use time-management principles	Comm. II. A. 3D	1
15. Develop tolerance for ambiguity	Mgmt. IV. B. 3B	2
16. Use feedback for personal growth	Mgmt. I. D. 3B	2
17. Demonstrate creativity	Entre. II. C. 3A	2
18. Set personal goals	Comm. III. C. 3I	2
19. Explain the concept of human resource management	Mgmt. VI. A. 3A	2
20. Treat other fairly at work	Car. Devp. III. B. 3C	2
21. Develop cultural sensitivity	Comm. I. D. 3C	3
22. Foster positive working relationships	Car. Devp. III. A. 3B	2
23. Participate as a team member	Entre. VI. C. 3E	2
24. Explain the rights of workers	Mgmt. VII. 3B	2
25. Develop a personal organizational plan	Mgmt. III. C. 3B	3
26. Develop job descriptions	Entre. VI. B. 3C	2
27. Develop compensation plan/incentive systems	Mgmt. VI. C. 3A	3
28. Organize work/projects for others	Entre. VI. C. 3C	2
29. Delegate responsibility for job tasks	Mgmt. IV. E. 3B	3
30. Determine hiring needs	Comm. III. F. 3P	3
31. Recruit, interview, and hire new employees	Comm. III. F. 3F	3
32. Screen job applications/resumes	Comm. III. F. 3M	3
33. Negotiate new-hire's salary/pay	Mgmt. VI. B. 3B	3
34. Dismiss/Fire employee	Mgmt. VI. F. 3B	3
35. Orient new employee (management's role)	Mgmt. VI. C. 3A	3
36. Conduct training class/program	Mgmt. VI. C. 3B.	4
37. Coach employees	Mgmt. VI. C. 3A	4
38. Exhibit leadership skills	Mgmt. I. C. 3C	3
39. Encourage team building	Entre. VI. C. 3D	3
40. Recognize/reward employees	Mgmt. VI. E. 3B	3
41. Handle employee complaints/grievances	Comm. II. B. 3F	4
42. Ensure equitable opportunities for employees	Mgmt. IV. E. 3A	3
43. Build organizational culture	Mgmt. V. A. 3A	4
44. Assess employee morale	Mgmt. VI. A. 3B	4
45. Provide feedback on work efforts	Mgmt. VI. D. 3A	4
46. Assess employee performance	Mgmt. VI. D. 3B	4

Entrepreneurship (CIP Code: 52.0701/52.0101)

GRADE LEVEL/UNIT TITLE: 11-12/Management

Course Code: 040011/0340305

47. Take remedial action with employee		Mgmt. VI. D. 3C	4
48. Conduct exit interviews		Comm. III. F. 3T	2
OBJ. #	INSTRUCTIONAL STRATEGIES		
11, 13-18	1. Lecture, independent learning, cooperative learning		
1-37, 44-48	2. Independent Learning		
OBJ. #	INSTRUCTIONAL ACTIVITIES		
11, 13-18	1. Students research different types of businesses and how to get a business started at http://www.myownbusiness.org/ . Students create a board game about business ownership.		
1-37, 44-48	2. Students will complete Challenges in Management Webquest: http://www.questgarden.com/73/38/8/081116152334/index.htm		