

# Tri-Cities High School Entrepreneurial Ventures 2013-2014 Course Syllabus

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<b>Teacher Web Page</b>			
<b>Teacher Support</b>	Each Monday after school until 5. I do use EDMODO. Code is ypfiet		

## **COURSE DESCRIPTION**

Entrepreneurship focus on recognizing a business opportunity, starting a business based on the recognized opportunity, and operating and maintaining that business. Preparation of a business plan allows students to apply the functional areas of business—accounting, finance, marketing, and management—and the legal and economic environments in which a new venture operates to an idea for a new business venture. School-based enterprises resulting from the study of entrepreneurship give students the opportunity to plan, open, operate and maintain a business as a work-based learning experience. Employability skills are integrated into activities, tasks, and projects throughout the course standards to demonstrate the skills required by business and industry. Competencies in the co-curricular student organization, Future Business Leaders of America (FBLA), are integral components of both the employability skills standards and content standards for this course.

Various forms of technologies will be highlighted to expose students to the emerging technologies impacting the business world. Professional communication skills and practices, problem-solving, ethical and legal issues, and the impact of effective presentation skills are taught in this course as a foundational knowledge to prepare students to be college and career ready. Entrepreneurial Ventures is a course that is appropriate for all high school junior and senior students. After mastery of the standards in this course, students should be prepared to earn an industry recognized credential: Microsoft Office Specialist for Word Core Certification. *The pre-requisite for this course is advisor approval.*

## **FUTURE BUSINESS LEADERS OF AMERICA (FBLA)**

FBLA is a co-curricular student organization that plays an integral part in the components of the Business & Technology course standards. FBLA activities are incorporated throughout this course and the rest of the Business and Computer Science courses. Students are strongly urged to join FBLA \$20 to benefit from the wealth of opportunities the organization has to offer.

## COURSE STANDARDS

*Standards are available upon request or may be found at the [www.GADOE.ORG](http://www.GADOE.ORG) website.*

### EVALUATION AND GRADING

<b>Assignment Categories</b>	<b>Grade Weights</b>	<b>Grading Scale</b>
Classwork Final Exam Homework Midterm Exam Projects Quizzes Unit Tests	Daily Work 25 % Test/Quizzes 25 % Business Plan 15 % Presentations/Portfolios 15 % Work Ethics 5 % Final Exam 15 %	A: 90 - 100 B: 80 - 89 C: 70 - 79 F: Below 70

### OTHER INFORMATION

<b>Expectations for Academic Success</b>	<b>Additional Requirements/ Resources</b>
<ol style="list-style-type: none"><li>1. Complete daily classwork assignments</li><li>2. Participate in discussions and ask questions</li><li>3. Participate constructively as a team member</li><li>4. Problem solve and accept challenges</li><li>5. Challenge yourself to continuously improve</li></ol>	<ul style="list-style-type: none"><li>•</li></ul>

*This syllabus may be updated as needed throughout the semester.*

# Entrepreneurial Ventures Pacing Guide

**Ms. Karen Smith**

Semester Time Schedule

18 weeks (block schedule 90 minute classes with A/B Schedule )

Week	Unit	Lesson	Lesson title
1	<b>Introduction</b>		<i>First Days/Get to Know You</i>
1	<b>Employability Skills</b>		<i>Orientation to Class Procedures</i>
	<b>Student Organizations</b>		<i>Orientation to FBLA</i>
2	<b>Foundation Skills</b>	1	What is Entrepreneurship?
	<b>Communication Skills</b>	2	Your Potential as an Entrepreneur
	<b>International Business</b>		
3		3	Recognizing Opportunity
		4	Global Opportunities
6	<b>Researching and Planning Your Venture</b>	5	Feasibility and Business Planning
7	<b>Economics</b>	6	Market Analysis
	<b>Foundations of Management</b>		
	<b>Organizational Structure</b>		
8		7	Types of Business Ownership
		8	The Legal Environment
10		9	Site Selection and Layout Planning
11	<b>Managing Marketing Strategies</b>	10	The Marketing Plan
12		11	The Price Strategy
13		12	The Promotion Strategy
14		13	The Promotion Strategy-Developing and Managing Sales
15	<b>Managing Your Business Processes</b>	14	Preparing and Planning to Manage
	<b>Finance Management</b>		
	<b>Operations Management</b>		
	<b>Information Management</b>		
	<b>Human Resources Management</b>		
16		15	Managing Purchasing and Inventory
17		16	Production and Distribution
18		17	Managing Operations and Staffing
		18	Managing Human Resources

*1 week per the schedule = 2 actual calendar weeks.*