

Cornwall-Lebanon School District Curriculum Overview

Business Management, Grades 10 – 12

18 length of time in weeks	Concepts & Competencies	Common Assessments	Academic Standards (PA Core if applicable)
Unit 1 2	<p style="text-align: center;"><u>Introduction to Management</u></p> <p>Discuss changes taking place in the business world today. Define management and explain its importance. Define entrepreneurship. Discuss the role of women and minorities in business today.</p>	<ul style="list-style-type: none"> ➤ Project evaluation ➤ Unit test ➤ Marking period test 	<p>15.3.12.O 15.5.12.C 15.8.12.E 15.8.12.G</p>
Unit 2 2	<p style="text-align: center;"><u>The Management Movement</u></p> <p>Explain how the U.S. economy changed during the nineteenth and early twentieth centuries and how this impacted the need for management. Identify various theories of management.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>15.8.12.E 15.8.12.G</p>
Unit 3 3	<p style="text-align: center;"><u>Careers in Management</u></p> <p>Explain the difference between a job and a career. Discuss how personal characteristics, values, and lifestyle goals influence career decisions. Set career goals. Research the current management job market and present findings to the class. Demonstrate skill in creating job search materials.</p>	<ul style="list-style-type: none"> ➤ Project evaluation ➤ Presentation evaluation ➤ Unit test ➤ Marking period test 	<p>13.1.11.A 13.1.11.B 13.1.11.D 13.2.11.B 13.2.11.C 15.2.12.L 15.3.12.B 15.3.12.C 15.4.12.A 15.4.12.L 15.8.12.K</p>
Unit 4 1	<p style="text-align: center;"><u>Ethics and Social Responsibility</u></p> <p>Explain why ethics are important in business. Discuss appropriate responses to ethical dilemmas. Describe laws that deal with ethical issues. Explain the change in corporations' views of social responsibility. Describe the ways in which businesses demonstrate their social responsibility.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>15.5.12.K</p>

Unit 5	<p style="text-align: center;"><u>Businesses, Workers, and the Law</u></p> <p>Identify the different kinds of laws that affect business. Explain how tax laws affect business profits. Explain the differences between copyrights, patents, and trademarks. Describe the different laws that protect workers on the job.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>15.2.12.I 15.5.12.K 15.8.12.B 15.8.12.N 15.8.12.O</p>
Unit 6	<p style="text-align: center;"><u>Decision-Making Skills</u></p> <p>Explain the differences between intuitive and rational decision making. List various factors, conditions, and values affecting decision making. Describe the advantages and disadvantages of group decision making. Name the different ways managers go about making decisions. Discuss how to make creative and effective decisions.</p>	<ul style="list-style-type: none"> ➤ Marking period test 	<p>15.3.12.J 15.8.12.I</p>
Unit 7	<p style="text-align: center;"><u>Working with Employees</u></p> <p>Understand the methods that organizations use to select employees. Explain the difference between a transfer, promotion, and separation. Identify different methods of training employees. Understand the methods that organizations use to measure performance. Understand the importance of rewarding employees.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>13.3.11.F 15.2.12.M 15.3.12.B 15.3.12.M 15.8.12.I 15.8.12.L 15.8.12.M</p>
Unit 8	<p style="text-align: center;"><u>Virtual Business – Management (Simulation)</u></p> <p>Read and about demonstrate understanding of management topics within the program. Demonstrate the ability to convert theory into application within specific lesson topics. Demonstrate the ability to successfully operate a manufacturing facility in the simulation.</p>	<ul style="list-style-type: none"> ➤ Simulation grades ➤ Marking period test 	<p>15.1.12.T 15.5.12.K 15.8.12.B 15.8.12.E 15.8.12.F 15.8.12.O</p>