

# Cornwall-Lebanon School District Curriculum Overview

## Business & Personal Leadership – 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;"><b><u>There is a Leader in You</u></b></p> <p>Identify common beliefs about being a leader. Describe personal qualities that result in leadership opportunities. Create a leadership vision and plan to reach it.</p>	<ul style="list-style-type: none"> <li>➤ Unit test</li> <li>➤ Marking period test</li> </ul>	<p>13.3.11.A 13.3.11.E 15.3.12.L</p>
Unit 2  2	<p style="text-align: center;"><b><u>Understanding the Characteristics of Leadership</u></b></p> <p>Identify the characteristics of a leader. Describe different types of leadership styles. Explain the twelve-point plan for developing leadership skills. Identify common mistakes made by leaders.</p>	<ul style="list-style-type: none"> <li>➤ Unit test</li> <li>➤ Marking period test</li> </ul>	<p>13.3.11.A 13.3.11.E 15.3.12.L</p>
Unit 3  2	<p style="text-align: center;"><b><u>Motivation and Leadership</u></b></p> <p>Explain various theories of motivation. Understand how managers use motivation theories to motivate employees. Identify the difference between power and authority. Describe various styles of leadership. Identify the leadership skills necessary for effective management.</p>	<ul style="list-style-type: none"> <li>➤ Unit test</li> <li>➤ Marking period test</li> </ul>	<p>13.3.11.A 13.3.11.E 15.3.12.L</p>
Unit 4  2	<p style="text-align: center;"><b><u>Managing Conflict and Stress</u></b></p> <p>Understand how sources of conflict that exist in the workplace or an organization. Recognize how leaders can resolve conflicts among their constituents. Understand the sources and effects of stress and burnout in an organization. Identify the kinds of programs businesses set up to deal with employee problems. Know how to use stress-management techniques to reduce the level of stress.</p>	<ul style="list-style-type: none"> <li>➤ Unit test</li> <li>➤ Marking period test</li> </ul>	<p>13.3.11.C 13.3.11.E 15.2.12.Q</p>

<b>Unit 5</b> <div style="border: 1px solid red; border-radius: 50%; width: 20px; height: 20px; display: flex; align-items: center; justify-content: center; margin: 5px auto;">2</div>	<p style="text-align: center;"><b><u>Business Achievement Awards – Future Level</u></b></p> <p>Demonstrate basic business skills.  Discuss the importance of both individuals and businesses to behave in a socially responsible manner.  Become an active FBLA member at the local level.</p>	<ul style="list-style-type: none"> <li>➤ Project evaluation</li> </ul>	13.3.11.D 15.2.12.J 15.9.12.B
<b>Unit 6</b> <div style="border: 1px solid red; border-radius: 50%; width: 20px; height: 20px; display: flex; align-items: center; justify-content: center; margin: 5px auto;">3</div>	<p style="text-align: center;"><b><u>Business Achievement Awards – Business Level</u></b></p> <p>Demonstrate leadership skills in both the local and state FBLA organization level.  Develop intermediate business skills.  Properly use parliamentary procedure.</p>	<ul style="list-style-type: none"> <li>➤ Project evaluation</li> <li>➤ Unit test</li> </ul>	13.2.11.C 15.2.12.G 15.3.12.T 15.3.12.K
<b>Unit 7</b> <div style="border: 1px solid red; border-radius: 50%; width: 20px; height: 20px; display: flex; align-items: center; justify-content: center; margin: 5px auto;">5</div>	<p style="text-align: center;"><b><u>Team/Chapter Project</u></b></p> <p>Demonstrate leadership skills within a small team while organizing and implementing a chapter project.  Demonstrate good written communication skills.  Demonstrate the ability to make a businesslike presentation.</p>	<ul style="list-style-type: none"> <li>➤ Report evaluation</li> <li>➤ Presentation evaluation</li> </ul>	15.2.12.H 15.2.12.K 15.3.12.A 15.3.12.F 15.3.12.G 15.3.12.I 15.3.12.N 15.3.12.P 15.3.12.W