

Cornwall-Lebanon School District Curriculum Overview

Introduction to Business – Grades 9 & 10

36 length of time in weeks	Concepts & Competencies	Common Assessments	Academic Standards (PA Core if applicable)
Unit 1 3	<p style="text-align: center;"><u>The Economic Environment</u></p> <p>Compare three types of economies. Describe and explain the characteristics of a market economy. Explain how an economy meets its needs and wants. Describe the six-step decision-making process. Discuss measurements of an economy's health. Name and describe the four phases of the business cycle. Define three economic roles and state how they affect supply and demand. Discuss standard of living and quality of life.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>15.7.12.A 15.7.12.C 15.7.12.D 15.7.12.F 15.7.12.H 15.7.12.K 15.7.12.L 15.7.12.O</p>
Unit 2 4	<p style="text-align: center;"><u>Businesses in Our Economy</u></p> <p>Identify the three type of businesses. Describe the six business activities. Describe the nine forms of business ownership. Identify five business management activities. Explain what marketing involves. Identify the functions of marketing.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>15.5.12.C 15.5.12.E 15.7.12.A 15.8.12.B 15.9.12.B 15.9.12.C 15.9.12.G</p>
Unit 3 4	<p style="text-align: center;"><u>Business Management and Leadership</u></p> <p>Explain the advantages a small business has over a large business. Describe the key elements of a business plan. Describe leadership traits and actions. Explain five human relations activities that are important in business. Define human resources management. Understand employee compensation, benefits, and evaluation. Describe and create two kinds of financial reports prepared by businesses.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>13.4.11.B 15.1.12.M 15.1.12.Q 15.3.12.L 15.3.12.M 15.3.12.N 15.3.12.O 15.3.12.Q 15.5.12.A 15.5.12.B 15.8.12.E 15.8.12.F</p>

			15.8.12.G 15.8.12.I 15.8.12.L 15.8.12.M
Unit 4	3	<p align="center"><u>The Global Economy</u></p> <p>Explain the difference between imports and exports. Describe three barriers to international trade. Explain the ways a government protects citizens and businesses. Describe the ways in which a government acts as a business. Explain the importance of business ethics. Describe how businesses can be socially responsible.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test <p>15.5.12.G 15.5.12.H 15.6.12.E 15.7.12.A 15.7.12.C 15.7.12.D 15.7.12.F 15.7.12.H 15.7.12.K 15.7.12.L 15.7.12.M 15.7.12.O 15.8.12.F</p>
Unit 5	3	<p align="center"><u>The Role of Consumers</u></p> <p>Describe several sources of information for consumers. Explain how governments and businesses help consumers. Identify wise buying strategies. Describe what to consider when making wise buying decisions. State the seven rights in the Consumer Bill of Rights. Name five consumer responsibilities.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test <p>15.3.12.B 15.3.12.E 15.6.12.F 15.6.12.H 15.6.12.J 15.9.12.C 15.9.12.M</p>
Unit 6	9	<p align="center"><u>Financial Management</u></p> <p>Distinguish between deposit and nondeposit institutions. Explain the role of the Federal Reserve System. Explain the use of checks and other payment methods. Describe the financial services used by consumers. Understand how credit is granted and used. State several benefits of and concerns about using credit. Explain why interest and finance charges are part of the cost of credit. Describe various laws that regular credit.</p>	<ul style="list-style-type: none"> ➤ Simulation grade ➤ Audit test 1 ➤ Audit test 2 ➤ Unit test ➤ Marking period test <p>13.3.11.D 15.1.12.P 15.1.12.Z 15.6.12.A 15.6.12.B 15.6.12.E 15.6.12.F 15.6.12.G 15.6.12.H 15.6.12.I 15.6.12.J 15.6.12.K 15.6.12.L 15.6.12.M</p>

<p>Unit 7</p>	<p style="text-align: center;"><u>Junior Achievement</u></p> <p>9 Organize and operate a student-run business.</p>	<ul style="list-style-type: none"> ➤ Project evaluation ➤ Unit test ➤ Marking period test 	<p>13.4.11.C 15.3.12.B 15.3.12.G 15.3.12.N 15.3.12.P 15.3.12.T 15.3.12.W 15.4.12.A 15.4.12.B 15.5.12.D 15.5.12.L 15.5.12.M 15.8.12.D 15.8.12.P 15.8.12.Q 15.9.12.F 15.9.12.I 12.9.12.J 15.9.12.K</p>
<p>Unit 8</p>	<p style="text-align: center;"><u>Careers</u></p> <p>1 Discuss realistic career expectations. Examine possible career decisions. Prepare basic job search documents including a resume, cover letter, and application. Demonstrate the ability to effectively communicate in a job interview.</p>	<ul style="list-style-type: none"> ➤ Unit test ➤ Marking period test 	<p>13.1.11.A 13.1.11.B 13.1.11.D 13.1.11.E 13.1.11.G 13.2.11.A 13.2.11.B 13.2.11.C 13.2.11.D 13.2.11.E 13.3.11.A 13.3.11.G 15.1.12.M 15.2.12.A 15.2.12.G 15.2.12.H 15.2.12.J 15.2.12.K 15.2.12.L 15.2.12.M 15.3.12.T</p>

			15.6.12.D 15.8.12.K 15.8.12.M 15.8.12.N 15.8.12.Q
--	--	--	---