

Exploring Business and Marketing

EXAM INFORMATION	DESCRIPTION																
Exam Number 245 Items 52 Points 59 Prerequisites NONE Recommended Course Length ONE SEMESTER National Career Cluster BUSINESS MANAGEMENT & ADMINISTRATION MARKETING Performance Objectives INCLUDED (OPTIONAL) Certificate Available YES	<p>Students will have the opportunity to explore the essential concepts in the Business, Finance and Marketing Career Cluster. Students will participate in business basics, marketing, employment skills, entrepreneurship, accounting, finance, and leadership learning activities. Students will also be exposed to courses within the Business and Marketing Career Pathways and leadership organizations such as FBLA and DECA.</p> <p>EXAM BLUEPRINT</p> <table border="1"> <thead> <tr> <th>STANDARD</th> <th>PERCENTAGE OF EXAM</th> </tr> </thead> <tbody> <tr> <td>1. Economic Principles</td> <td>14%</td> </tr> <tr> <td>2. Business Management</td> <td>22%</td> </tr> <tr> <td>3. Entrepreneurship Principles</td> <td>3%</td> </tr> <tr> <td>4. Marketing Principles</td> <td>31%</td> </tr> <tr> <td>5. Accounting</td> <td>7%</td> </tr> <tr> <td>6. Employability</td> <td>8%</td> </tr> <tr> <td>7. Stock Market</td> <td>15%</td> </tr> </tbody> </table>	STANDARD	PERCENTAGE OF EXAM	1. Economic Principles	14%	2. Business Management	22%	3. Entrepreneurship Principles	3%	4. Marketing Principles	31%	5. Accounting	7%	6. Employability	8%	7. Stock Market	15%
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STANDARD 1

Economic Principles - Students will explore the basic economic principles, resources, and their effect on business decisions.

Objective 1 Students will understand the following economic principles:

1. Law of Supply/Demand
2. Supply/demand graph (label each part)
3. Equilibrium
4. Scarcity
5. Opportunity Costs
6. Needs vs Wants
7. Cost and Benefit

Objective 2 Students will compare and contrast the following types of resources:

1. Human
2. Capital
3. Natural

STANDARD 2

Business Management - Students will explore how the connection between the structure of business ownership, ethics, intellectual property, and leadership work together to manage resources and employees

Objective 1 Business Ownership - Students will identify types of businesses, characteristics, advantages, and disadvantages of each.

1. Sole Proprietorship
2. Partnership
3. Limited Liability Company (LLC)
4. Corporation
 1. Private vs Public
5. Franchise
6. Non-Profit

Objective 2 Business Law and Ethics - Students will be able to analyze ethical and legal conduct in a business.

1. Define Ethics as "Objectives that govern right and wrong behavior."
2. Differentiate between laws, rules, and ethics.
3. Research unethical/illegal behavior in businesses which may include: misusing company time/re- sources, insider trading, child labor, safety, employee theft, environmental impact, discrimination, etc.

Objective 3 Intellectual Property - Students will be able to recognize how using intellectual property of others can have legal ramifications.

1. Copyright
2. Trademarks
3. Patents

Objective 4 Leadership - Students will identify leadership styles, strategies, and opportunities

1. Leadership Styles
 1. Democratic
 2. Autocratic
 3. Laissez Faire
2. Leadership Strategies
 1. Mission statement
 2. Time management
 3. Teamwork
3. Career and Technical Student Organizations (CTSO's)
 1. Students will explore the opportunities to participate in the following CTSOs:
 2. DECA
 3. FBLA (Future Business Leaders of America)
 4. Students will identify the benefits of participating in DECA and FBLA including: leadership skills, teamwork building, scholarship opportunities, communication skills, employment skills, opportunities to compete

Standard 2 Performance Evaluation included below (Optional)

STANDARD 3

Entrepreneurship Principles - Students will determine skills and characteristics of entrepreneurs and explore entrepreneurial opportunities

Objective 1 Students will be able to:

1. Define entrepreneurship
2. Describe characteristics of an entrepreneur
3. List advantages and disadvantages of entrepreneurial opportunities
4. Identify the basic elements of a business plan including: executive summary, company description, products/services, market analysis, strategy and implementation, organization and management team, and financial plan.

Standard 3 Performance Evaluation included below (Optional)

STANDARD 4

Marketing Principles - Students will be able to define the marketing mix (product, price, place, promotion) as strategies that a company can implement to influence demand for its product. Students will understand the concepts needed to market products to achieve a desired outcome

Objective 1 Product - students will understand that "product" in marketing is defined as the process of promoting and selling a consumer good, service or idea to a customer. Students will research examples of how a product relates to a company's marketing strategies:

1. Goods/Service/Idea
2. Research & Design
3. Packaging

Objective 2 Place - students will understand that "place" in marketing is defined as the strategy a company uses to distribute its products and services in an attempt to gain consumer purchases. This component of the 4Ps is some- times referred to as the distribution strategy and may include stores, both physical and online, and any other means by which the company can reach customers. Students will research examples of how a product relates to a company's marketing strategies:

1. Distribution channels (manufacturer, distributor, retailer, customer)
2. Transportation types

3. Location

Objective 3 Price - students will understand that "price" in marketing is defined as the current price at which a product can be bought or sold. Students will research examples of how price relates to a company's marketing strategies:

1. Pricing Strategies (Prestige pricing, multiple-unit pricing, everyday low prices, odd/even, optional product, price bundling, captive product, loss-leader)
2. Selling price/Production cost/Profit
3. Retail vs. wholesale

Objective 4 Promotion - students will understand that "promotion" in marketing is defined as any type of communication used to inform, persuade, or remind consumers about a company's product. Students will research examples of how promotion relates to a company's marketing strategies:

1. Branding
 1. Slogans
 2. Logos
 3. Jingles
2. Promotional Mix
 1. Advertising
 2. Personal Selling
 3. Sales Promotion
 4. Public Relations
 5. Direct/Digital Marketing
3. Propaganda techniques (bandwagon, glittering generalities, transfer, name calling, common man/ plain folk, statistics, testimonials, card stacking, etc)

Objective 5 Target Markets - students will understand that "target market" in marketing is defined as a group of potential customers to whom a company wants to sell its products and services. Students will define and research different examples of:

1. Market segmentation:
 1. Demographics (gender, age, race, income level, education)
 2. Psychographics (lifestyles, attitudes, values, personality, interests)
 3. Geographic (city, state, country)
 4. Behavioral (occasions, benefits, loyalty, usage rate)
2. Consumer motivation:
 1. Rational
 2. Patronage

3. Emotional
4. Convenience
5. Impulse
6. Prestige

Standard 4 Performance Evaluation included below (Optional)

STANDARD 5

Accounting - students will understand basic accounting concepts

Objective 1 Accounting equation - Students will recite the accounting equation: $\text{Assets} = \text{Liability} + \text{Owner's Equity}$

1. Students will define and give examples of assets, liabilities, and equity.
2. Students will understand the concept of liquidity

Objective 2 Students will analyze and interpret financial statements.

1. Understand the terms on an Income Statement by calculating:
 1. Revenue
 2. Expenses
 3. Net Income
2. Understand the terms on a Balance Sheet by calculating:
 1. Assets
 2. Liabilities
 3. Owner's equity

Standard 5 Performance Evaluation included below (Optional)

STANDARD 6

Employability - students will develop and demonstrate the necessary skills to gain and keep employment

Objective 1 Job Skills - Students will develop skills to gain employment.

1. Students will explore communication and interviewing skills:

1. Appropriate dress
2. Hygiene
3. Facial expressions and posture
4. Prepare for interview questions (STAR method)
5. Effective ways to communicate (phone, email, text, in-person)
2. Human resources and employee rights.
 1. Discrimination laws
 2. Minimum wage

Objective 2 Soft Skills - Throughout the course, students will exhibit proficiency in soft skills that are necessary in a business setting.

1. Leadership, teamwork, communication, problem-solving, work ethic, and interpersonal skills.

Standard 6 Performance Evaluation included below (Optional)

STANDARD 7

Stock Market - Students will understand basic principles of investing

Objective 1 Students will understand the different types of investments.

1. Stocks
2. Bonds
3. Mutual funds

Objective 2 Students will understand basic financial terms.

1. Debt
2. Interest
3. Dividends
4. Risk reward rule
5. Capital gains
6. Time value of money
7. Dow Jones, S&P 500, NASDAQ
8. Bear and Bull markets
9. Diversifying portfolio
10. Commission
11. Identifying elements of a stock quote

1. Ticker symbol
2. Opening price
3. Previous close
4. Current price
5. Year to date (YTD)
6. Dividend yield

Exploring Business and Marketing

Performance assessments may be completed and evaluated at any time during the course. The following performance skills are to be used in connection with the associated standards and exam. To pass the performance standard the student must attain a performance standard average of 8 or higher on the rating scale. Students may be encouraged to repeat the objectives until they average 8 or higher.

Student's Name: _____

Class: _____

PERFORMANCE STANDARDS RATING SCALE



STANDARD 2 – Business Management

Score:

- Students will present to the class about a company or a practice that is unethical/illegal.

STANDARD 3 – Entrepreneurship Principles

Score:

- Develop a business venture to be used in an entrepreneurial simulation

STANDARD 4 – Marketing Principles

Score:

- Students will apply the marketing principles they have learned by creating advertising media such as but not limited to: (business cards, blogs, websites, billboards, posters, magazine, newspaper ads, brochures, fliers, swag or promotional items)

STANDARD 5 – Accounting

Score:

- Prepare a budget: An estimate of income and expenditure for a set period of time

STANDARD 6 - Employability

Score:

- Students will complete employment documents (resume and job application)
- Students will participate in mock interviews

STANDARD 7

Score:

- Simulate the buying and selling of stock.

PERFORMANCE STANDARD AVERAGE SCORE:

Evaluator Name: _____

Evaluator Title: _____

Evaluator Signature: _____

Date: _____