



SCHOOL DISTRICT OF MONROE

Preparing for the Future, One Child at a Time

Business Management

Course Description:

The curriculum for this elective course is developed from the [Wisconsin Standards for Business and Information Technology](#). Students will be exposed to and practice introductory skills related to: human relations, business structures, leadership styles, management decision-making, effective interpersonal skills, and teamwork. Grades are determined by quizzes, tests, projects, work in the school store, and daily work. The information in this course overview outlines what students should understand and be able to do by the end of the trimester.

Mastery Standards:

Evaluate the development of management's role of leadership and organization in a business. (BIT.MG1.a)

Compare and contrast organizational structures within businesses. (BIT.MG2.a)

Appraise the importance of the human resources department in the planning, recruitment, selection, and orientation of employees. (BIT.MG3.a)

Unit	Description of Unit and Learning Targets
<p>Unit Title: Characteristics of Business</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> What are common characteristics of successful entrepreneurs? 	<p>Students will.....</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> Explain the general types and changing nature of businesses. Describe how global competition has affected the way American businesses operate. Show how businesses have grown and improved the economic well-being of people. Discuss the role and nature of entrepreneurship and the opportunities, problems, and obligations of small businesses. Summarize the value of plans that allow employees to function like entrepreneurs inside businesses. Explain the importance of studying business principles and management.
<p>Unit Title: Social and Ethical Environment of Business</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> How do ethics and social responsibility impact the culture of an organization? 	<p>Students will...</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> Describe the changing nature of the population, the labor force, and their impact on businesses. Discuss how the values of Americans have changed and how business has adapted to those changed values. Debate the dilemma posed by the need for business to grow and the need to protect the natural environment. Suggest ways in which businesses can be socially responsible. Predict how changes in society and business will affect employment in the future.
<p>Unit Title: Proprietorship and Partnership</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> How do different types of business ownership compare and contrast from 	<p>Students will...</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> Describe the characteristics of successful entrepreneurs. Outline the responsibilities of owning your own business.

<p>each other?</p>	<ul style="list-style-type: none"> • List advantages and disadvantages of proprietorships. • List advantages and disadvantages of partnerships. • Describe the legal points to consider when selecting a name for a business. • Define the key terms in the chapter.
<p>Unit Title: Corporate Forms of Business Ownership</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> • How do different types of business ownership compare and contrast from each other? 	<p>Students will...</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> • Explain the basic features of a corporation. • Describe how a corporation is formed and organized. • List some of the major advantages and disadvantages of the corporate form of business. • Describe several specialized forms of business organizations.
<p>Unit Title: Legal Aspects of Business</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> • Why are monopolies heavily regulated in the U.S.? 	<p>Students will...</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> • Explain how federal laws help control and promote competition. • Tell how patents, copyrights, and trademarks are beneficial to business. • Offer examples of how the government protects the public. • Provide three methods used by state and local governments to regulate business. • Discuss the nature of taxes and the fairness of progressive, proportional, and regressive taxes. • Identify and explain the most common types of taxes that affect business.
<p>Unit Title: E-Commerce</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> • Why have businesses shifted their focus to e-commerce? • How has e-commerce had an effect on businesses? 	<p>Students will.....</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> • Describe the recent growth of the Internet. • Discuss common business uses of the Internet besides selling products. • Describe the stages businesses commonly go through in developing an e-commerce business. • Identify successful e-commerce businesses and strategies. • Outline the steps for starting a new e-commerce business.
<p>Unit Title: Management Functions and Decision Making</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> • Why are management functions critical to the success of an organization? • Why is critical thinking important in decision making? • Why do management styles differ between companies? 	<p>Students will.....</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> • Define the four functions of management. • Differentiate between management and non-management employees and the various levels of management. • Describe the five major job responsibilities of supervisors. • Identify how managers use information and business research in their work. • Outline the steps in an effective decision-making process.