



SCHOOL DISTRICT OF MONROE

Preparing for the Future, One Child at a Time

School Store Manager

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 skills related to: money management, inventory management, human resource management, marketing and advertising, and product research. Grades are determined by projects and daily work in the school store. The information in this course overview outlines what students should understand and be able to do by the end of the year.

Mastery Standards:

Students will communicate in a clear, concise, accurate, and courteous manner on personal and professional levels. (BIT.BC1)

Students will apply basic social communication in both personal and professional settings. (BIT.BC2)

Students will listen discriminately and respond appropriately to oral communication. (BIT.BC6)

Students will analyze the elements of the marketing mix, the interrelationships and how they affect sales and business processes. (BIT.MK1)

Implement leadership skills to accomplish team goals and objectives. (LE1.a)

Employ teamwork skills to achieve collective goals and use team members/talents effectively. (LE1.b)

Unit	Description of Unit and Learning Targets
<p>Unit Title: Maintaining Inventory</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> Why is keeping accurate records about merchandise inventory important to a business? 	<p>Students will.....</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> Identify when stock is getting low and report to the supervisor. Determine what new products to offer. Determine when to discontinue a product.
<p>Unit Title: Maintaining Records</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> Why is it important to maintain accurate records? 	<p>Students will...</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> Manage deposits. Make payments. Calculate cash flows each month.
<p>Unit Title: Customer Service</p> <p><u>Essential Questions:</u></p> <ul style="list-style-type: none"> How does the sales process and techniques enhance customer relationships and increase the likelihood of a sale? What part does customer satisfaction play in maintaining business success? 	<p>Students will...</p> <p><u>Learning Targets:</u></p> <ul style="list-style-type: none"> Interact with customers respectfully and respond in an appropriate manner. Make customers feel welcome to ensure repeat sales. Communicate appropriately and politely with customers.