

# Wyoming Department of Education Required Virtual Education Course Syllabus

## Sheridan County School District # 1

Program Name	Sheridan County School District #1 Virtual School	Content Area	VE
Course ID	AC12052	Grade Level	9 - 12
Course Name	Business Management	# of Credits	1
SCED Code	12052G1.0022	Curriculum Type	Acellus

### COURSE DESCRIPTION

Business Management is a course that is appropriate for both students on a business career path as well as students seeking to attend college in a business related field. Course topics include: Management and Leadership, Planning and Change, Economics and Ownership, Regulation and Communication, Business Metrics, Capitalization, The Product Supply Chain,, Management, Human Resources, Managing the Manager, Business Management is taught by Acellus Instructor Mark Rogers. Business Management is A-G Approved through the, University of California.

### WYOMING CONTENT AND PERFORMANCE STANDARDS

<b>STANDARD#</b>	<b><a href="#">BENCHMARK (Standard/Indicator) Use the Standards and Benchmarks as Spreadsheets</a></b>
CV12.1.1	College and career-ready students evaluate current knowledge and interests in order to set career goals.
CV12.1.2	College and career-ready students explore careers including outlook, salary, needed training, duties and lifestyle utilizing all available resources including mentors and industry experts.
CV12.1.3	College and career-ready students prepare an educational and career plan to enable them to gain desired knowledge and experience.
CV12.1.4	College and career-ready students demonstrate employability skills that enable them to be responsible and contributing citizens and employees.
CV12.2.1	College and career-ready students communicate clearly, effectively, and with reason.
CV12.2.2	College and career-ready students identify and model integrity, ethical leadership and effective management skills.
CV12.2.3	College and career-ready students work productively in teams while using cultural global competence.
CV12.2.4	College and career-ready students apply safe, legal, and responsible use of information and technology as appropriate to the task.
CV12.3.1	College and career-ready students identify and define authentic problems and significant questions for investigation.
CV12.3.2	College and career-ready students identify trends, forecast possibilities, and explore complex systems and issues.
CV12.3.3	College and career-ready students employ valid and reliable research strategies and apply prior knowledge to solve a problem or complete a project.
CV12.4.2	College and career-ready students determine the meaning of symbols, key terms, and other content-specific words and phrases as they are used in technical context. (*Adapted from CCSS RL.9.11)
CV12.4.3	College and career-ready students acquire, manipulate, analyze, diagnose, and/or report information, using the appropriate technology.
CV12.4.4	College and career-ready students precisely follow a complex multistep procedure when performing technical tasks. (*Adapted from CCSS RL.9.3)
CV12.5.1	College and career-ready students manage resources to develop, analyze, and implement systems and applications.
CV12.5.2	College and career-ready students productively complete tasks taking constraints, priorities and resources into account.
CV12.5.3	College and career-ready students safely and ethically use current industry-standard tools and emerging technologies.
CV12.5.4	College and career-ready students utilize technology to develop innovative solutions or products.

**SCOPE AND SEQUENCE**

UNIT OUTLINE	STANDARD#	OUTCOMES OBJECTIVES/STUDENT CENTERED GOALS
Unit 1	CV12.1.3, CV12.2.2, CV12.2.4, CV12.5.3,	In the introductory unit of this course, students are introduced to the history of management, the changing role of management, management efficacy, supervision, and informed management. Students will also be introduced to leadership, leadership development, leadership styles, as well as workplace rules and culture.
Unit 2	CV12.1.1, CV12.1.2, CV12.1.3, CV12.3.3, CV12.5.3,	In this unit students learn planning, planning tools, organization, increasing organization efficiency, implementing change, managing change, communicating change, and embracing change. Additionally, students come to understand the changing business climate, career development, and control.
Unit 3	CV12.1.2, CV12.1.3, CV12.1.4, CV12.2.2, CV12.4.2, CV12.5.2, CV12.5.3,	Students will learn about human resources, cultural values, ethics and social responsibility, the supply curve, the demand curve, the supply and demand graph, and producer and consumer surplus. Students will also learn about competition, capitalism, managing economic change, international business, and types of international business. They will then learn about international trade theories, entrepreneurs, and proprietorships, partnerships, limited liability corporations, as well as corporations, and unique ownership structures.
Unit 4	CV12.1.3, CV12.2.1, CV12.4.2, CV12.5.3, CV12.5.4,	In this unit students explore competition regulations, regulations to protect the public, regulations to protect businesses, and business taxes. They will also explore communication flow, communication management, organizational communication, and communication styles, as well as international communication, electronic communication, and communication permanence.
Unit 5	CV12.1.2, CV12.1.3, CV12.4.2, CV12.4.3, CV12.4.4, CV12.5.2, CV12.5.3,	In this unit students delve into the mathematics of management, calculating and using key performance indicators, quantifying management success, statistics, data-backed decisions, and decision tree analysis. Students will also delve into budgeting, assets, liabilities, shareholder's equity, balance sheet, gross sales, costs of goods sold, expenses, net income, and income statements. Students will then learn about free cash flow from operations, investing, and financing, cash flow statement, analyzing financial data, and key financial metrics.
Unit 6	CV12.1.3, CV12.3.1, CV12.3.2, CV12.4.2, CV12.5.3,	In this unit, students explore capitalizing a business, capital structure, raising capital, equity financing, debt maturity, interest rates, the credit rating process, and credit ratings and interest rates, as well as short term debt financing, long term debt financing, short term versus long term debt, and debt versus equity financing. Students will also explore financial institutions, financial services, investments, credit principles, managing credit, insurance, and choosing insurance.

Unit 7	CV12.1.1, CV12.1.3, CV12.3.2, CV12.3.3, CV12.4.2, CV12.4.3, CV12.5.2, CV12.5.3,	In this unit, students build their understanding of product development, product design, soft launch, user interface, user experience, customer data, manufacturing, service marketing, marketing analytics, marketing strategies, and marketing strategy development. The unit will also introduce product management, distribution channels, product distribution, pricing a product, promoting a product, and social media promotion.
Unit 8	CV12.1.3, CV12.3.2, CV12.4.2, CV12.5.3,	In this unit students will learn about the supply chain, the impact of supply chain, vertical integration, benefits and drawbacks of vertical integration, horizontal integration, benefits and drawbacks of horizontal integration, and differentiating vertical and horizontal integration. Students will also learn about logistics, choosing suppliers, and supply chain contingency.
Unit 9	CV12.1.2, CV12.1.3, CV12.1.4, CV12.2.3, CV12.4.2, CV12.5.3,	In this unit, students will gain an understanding of talent acquisition, effective interviewing, interview versus task-based hiring, diversity in the workforce, employee redundancy, performance-based employment termination, employment law, equal opportunity employment, and employee compensation, as well as gender discrimination, FMLA requirements, employee benefits, hidden employee costs, and improving employee performance.
Unit 10	CV12.1.1, CV12.1.2, CV12.1.3, CV12.1.4, CV12.1.3, CV12.2.3, CV12.3.2, CV12.3.3, CV12.4.2, CV12.5.1, CV12.5.3,	In this unit students will learn about personal career planning, delegation, micromanagement, hierarchical organizations, flat organizations, risk taking, SMART goals, and creative thinking, Students will then learn about information technology in business, depreciation, managing IT, and business technology strategy.