

DENVER PUBLIC SCHOOLS
CAREER AND TECHNOLOGY CURRICULUM PACING AND PLANNING

SYLLABUS for: Business Management 1

Course: CTE AA 5045

Standards	Objectives	1-6 wks or 1-4 wks	7-12 wks <block>	13-18 wks or 5-9 wks
<p>STANDARD 7: The student will demonstrate informed decision making techniques and use management tools for successful business operations.</p> <p>7.1 Illustrate how the functions of management are implemented and explain why they are important.</p> <p>7.2 Compare and contrast the basic tenets of management theories and explain why they are important.</p> <p>7.3 Analyze financial data influenced by internal and external factors in order to make long-term and short-term management decisions.</p> <p>7.6 Identify various organizational structures and discuss the advantages and disadvantages of each.</p>	<ul style="list-style-type: none"> ▪ Apply the decision-making process to a business application. (7.1) ▪ Define the role of strategic planning in a business. (7.1) ▪ Identify factors involved with a strategic plan. (7.1) ▪ Describe the process involved in developing a budget. (7.1) ▪ Identify tools used in project planning (e.g., PERT, GANTT). (7.1) ▪ Explain how the organizing function relates to using various resources to accomplish strategic goals. (7.1) ▪ Explain the advantages and disadvantages of centralization and decentralization. (7.1) ▪ Describe how the organization provides for accountability through authority and responsibility. (7.1) ▪ Compare and contrast alternative leadership styles and the appropriate style for a given situation. (7.1) ▪ Define the control function (evaluation and adjustment of an ongoing program to achieve goals) and discuss why it is used in business (7.1) ▪ Determine the controlling strategy to be used for a given business situation. (7.1) ▪ Determine alternative actions when goals are not being met in a specific situation (e.g. changing goals, changing strategies). (7.1) ▪ Explain the differences between Theory X, Y, and Z. (7.2) ▪ Define Total Quality Management and its evolution (Deming). (7.2) ▪ Identify motivational theories which impact management theory (Mazlow, Herzberg, etc.) (7.2) ▪ Illustrate why current quality theories are a necessity to compete in the global marketplace. (7.2) ▪ Analyze the data which is shown on financial statements and show how the data is interpreted for important decisions (e.g. income statement, balance sheet, cash flow statement, and statement of net worth). (7.3) ▪ Describe how a sales forecast can be a short-term or long-term plan. (7.3) ▪ Explain how dynamic foreign exchange rates affect the profitability of a firm. (7.3) ▪ Compare and contrast traditional and nontraditional sources for securing financing. (7.3) ▪ Describe line versus staff departments and the authority relationship between them. (7.6) ▪ Compare and contrast the forms of business ownership. (7.6) ▪ Identify variations of basic ownership forms (e.g., franchises, employee stock ownership programs). (7.6) ▪ Discuss the interrelationships of a variety of organizational models (e.g., line, line and staff, 			

<p>7.8 Define a code of ethics, develop a code of ethics, and apply a code of ethics to various issues confronted by businesses.</p>	<p>functional). (7.6)</p> <ul style="list-style-type: none"> ▪ Analyze organizational charts and determine how they need to be modified. (7.6) ▪ Design an organizational chart. (7.6) ▪ Describe the effects of group dynamics on group decision making and consensus building. (7.6) ▪ Identify situations where alternative organizational structures should be used by multinational firms (e.g. holding companies, divisions, joint ventures). (7.6) <ul style="list-style-type: none"> ▪ Describe how and why different cultures have different ethical systems. (7.8) ▪ Explain the difference between ethics and governmental regulations. (7.8) ▪ Describe a business code of ethical behavior. (7.8) ▪ Give examples of how unethical behavior leads to governmental regulations. (7.8) ▪ Identify ethical considerations resulting from technological advances (e.g., computer snooping or hacking). (7.8) ▪ Identify ethical considerations resulting from increasing international competition (e.g., dumping goods on the market at below cost prices; and trading with countries where unfair labor practices, bribery, and human rights violations exist). (7.8) ▪ Identify ethical considerations resulting from increasing business positioning with politicians (e.g., should gifts, lobbying, and honoraria be given to political leaders for business gain?). (7.8) ▪ Identify ethical considerations involving employer/employee relationships (e.g., poor working conditions, hours wasted on the job, and employee theft). (7.8) ▪ Identify ethical considerations affecting consumers (e.g., false advertising, shoplifting). (7.8) 			
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DPS Standards	Objectives	1-6 wks or 1-4 wks	7-12 wks <block>	13-18 wks or 5-9 wks
<p>READING & WRITING</p> <p>STANDARD 1: Students read and understand a variety of materials.</p> <p>STANDARD 3: Students write and speak using formal grammar, usage, sentence structure, punctuation, capitalization, and spelling.</p> <p>MATHMATICS</p> <p>STANDARD 1: Number Sense – Students develop number sense, understand and use appropriate math vocabulary, understand and use numbers and number relationships in problem-solving situations, and communicate the reasoning used in solving these problems.</p> <p>STANDARD 3: Data Analysis Including Probability and Statistics – Students use data collection and analysis, statistics, and probability in problem-solving situations and communicate the reasoning used in solving these problems.</p>	<p>1.1 Use comprehension strategies.</p> <p>1.2 Make connections between prior knowledge and what they need to know about a topic.</p> <p>3.2 Apply formal usage in speaking and writing.</p> <p>1.1 Construct and interpret number meanings through real-world experiences.</p> <p>3.1 Solve problems by systematically collecting, organizing, describing, and analyzing data using surveys, tables, charts, and graphs.</p> <p>3.2 Make valid inferences, decisions, and arguments based on data analysis.</p> <p>3.4 Understand and use appropriate technology for data collection and analysis.</p>			