

BUSINESS CLUSTER

T61111 Principles of Business Management (4562)

(formerly Introduction to Business)

Open to grades 9-11

2 semesters, 1 credit per semester

Meets requirements of: THD, AHD, Core 40

Dual Credit Might be Available

Principles of Business Management examines business ownership, organization principles and problems, management, control facilities, administration, financial management, and development practices of business enterprises. This course will also emphasize the identification and practice of the appropriate use of technology to communicate and solve business problems and aid in decision making. Attention will be given to developing business communication, problem-solving, and decision-making skills using spreadsheets, word processing, data management, and presentation software.

61121 Accounting Fundamentals (4524)

(formerly Introduction to Accounting)

Open to grades 10-12

2 semesters, 1 credit per semester

Meets requirements of: THD, AHD, Core 40

Prerequisite(s): Principles of Business Management

Accounting Fundamentals introduces the language of business using Generally Accepted Accounting Principles (GAAP) and procedures for proprietorships and partnerships using double-entry accounting. Emphasis is placed on accounting principles as they relate to both manual and automated financial systems. This course involves understanding, analyzing, and recording business transactions and preparing, analyzing, and interpreting financial reports as a basis for decision-making.

T61131 Advanced Accounting (4522)

Open to grades 11-12

2 semesters, 1 credit per semester

Prerequisite(s): Principles of Business Management, Accounting Fundamentals

Meets requirements of: THD, AHD, Core 40

Note: Qualifies as a Quantitative Reasoning course

Advanced Accounting expands on the Generally Accepted Accounting Principles (GAAP) and procedures for various forms of business ownership using double-entry accounting covered in Accounting Fundamentals, including an emphasis on payroll accounting. Topics covered include calculating gross pay, withholdings, net pay, direct deposits, journalizing payroll transactions and preparing individual earnings records and payroll registers. Emphasis is placed on applying Generally Accepted Accounting Principles through hands-on practice with popular commercial accounting software packages that are currently used in business.

T61221 Management Fundamentals (7143)

Open to grades 10-12

2 semesters, 1 credit per semester

Meets requirements of: THD, AHD, Core 40, NCAA

Prerequisite: Principles of Business Management

Dual Credit Might be Available

Management Fundamentals describes the functions of managers, including the management of activities and personnel. Describes the judicial system and the nature and sources of law affecting business. Studies contracts, sales contracts with emphasis on Uniform Commercial Code Applications, remedies for breach of contract and tort liabilities. Examines legal aspects of property ownership, structures of business ownership, and agency relationships.

T61331 Finance & Investment (5258)

Open to grades 10-12

2 semesters, 1 credit per semester

Meets requirements of: THD, AHD, Core 40, NCAA

Prerequisite(s): Principles of Business Management, Accounting Fundamentals

Finance and Investments addresses the need of schools in areas that have workforce demand in the finance industry. It analyzes and synthesizes high-level skills needed for a multitude of careers in the banking and investment industry. Students learn banking, investments, and other finance fundamentals and applications related to financial institutions, business and personal financial services, investment and securities, risk management products, and corporate finance.

T51101 Personal Financial Responsibility (4540)

Open to grades 10-12

1 semester, 1 credit per semester

Meets requirements of: THD, AHD, Core 40

Note: Qualifies as a Quantitative Reasoning Course

Personal Financial Responsibility addresses the identification and management of personal financial resources to meet the financial needs and wants of individuals and families, considering a broad range of economic, social, cultural, technological, environmental, and maintenance factors. This course helps students build skills in financial responsibility and decision making; analyze personal standards, needs, wants, and goals, identifying sources of income, savings, and investing; understand banking, budgeting, record-keeping and managing risk, insurance and credit card debt. A project-based approach and applications through authentic settings such as work based observations and service learning experiences are appropriate. Direct, concrete applications of mathematics proficiencies in projects are encouraged.

T51141 Marketing Fundamentals (5914)

(formerly Principles of Marketing)

Open to grades 10-12

2 semesters, 1 credit per semester

Meets requirements of: THD, AHD, Core 40

Dual Credit Might be Available

Prerequisite: Principles of Business Management

Marketing Fundamentals provides a basic introduction to the scope and importance of marketing in the global economy. Course topics include the seven functions of marketing: promotion, channel management, pricing, product/service management, market planning, marketing information management, and professional selling skills. Emphasis is marketing content but will involve use of oral and written communications, mathematical applications, problem-solving, and critical thinking skills through the development of an integrated marketing plan and other projects.

T51131 Sports & Entertainment Marketing (5984)

Open to grades 11-12

2 semesters, 1 credit per semester

Meets requirements of: THD, AHD, Core 40

Prerequisite: Marketing Fundamentals

Sports and Entertainment Marketing is a specialized marketing course that develops student understanding of the sport/event industries, their economic impact, and products, distribution systems and strategies, pricing considerations, product/service management, and promotion. Students acquire an understanding and appreciation for planning. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Participation in cooperative education is an optional instructional method, giving students the opportunity to apply newly acquired marketing skills in the workplace.