Subject: Business - Business Law Grade Level: 10th-12th rev 11/07

FIRST QUARTER	SECOND QUARTER	THIRD QUARTER	FOURTH QUARTER
INTRODUCTION (1)  Source of law  Our Legal System  ETHICS IN OUR LAW (1,2)  What is ethics Ethics and our law  CONSTITUTIONAL RIGHTS(2) Foundations of Our Law Amendments  THE COURT SYSTEM(2,3) Criminal law Problems in society Court procedures  OUR CRIMINAL LAWS(1,2) Criminal law Criminal procedure  PERSONAL INJURY LAW(2)  Offenses against individuals Torts Negligence	OFFER AND ACCEPTANCE(2,3)  Creation of offers Termination of offers GENUINE AGREEMENT(2)  Duress and undue influence Fraud & misrepresentation MUTUAL CONSIDERATION(2)  What is consideration When is consideration not required LAW OF CAPACITY(2)  Capacity rights Limits LEGALITY OF CONTRACTS(2)  What is legal Enforcement WRITTEN CONTRACTS(2)  Statute of frauds Exceptions	LEGAL CONSEQUENCES OF MARRIAGE (3)  Marriage Divorce REAL PROPERTY(2,3) Renting Buying a house BAILMENTS(2,3) Bailment relationships Duties in bailments INSURING YOUR FUTURE(2) Insurance & how it works Life insurance Social insurance WILLS, ESTATES &TRUSTS(2,3) Legal consequences of death Trusts Your will	EMPLOYMENT CONTRACTS(1,2)  • Employment contracts • Basic duties • Termination UNIONS(2) • How are they established • Unionized workplace EMPLOYMENT DISCRIMINATION(2) • Illegal discrimination • Proving discrimination • Laws EMPLOYEE INJURIES(2,3) • Workers compensation • OSHA FORMS OF BUSINESS ORGANIZATION(2) • Basic attributes • Creating a business

Subject: Business - Business: Principals of Marketing Grade Level: Mixed rev 11/07

FIRST QUARTER	SECOND QUARTER	THIRD QUARTER	FOURTH QUARTER
MARKETING IS ALL AROUND US (1,2)  • What is marketing • Economic benefits  BASIC MARKETING CONCEPTS (1,2)  • Understanding the marketing concept • Identify customers  OUR FREE ENTERPRISE SYSTEM (2)  • Basic principles • Role of government  WORLD ECONOMIES (2)  • What is economics • How does an economy work  BUSINESS AND SOCIAL  RESPONSIBILITY (2,3)  • Marketing and social resp.  THE DOMESTIC  MARKETPLACE (2)  • Consumer Market	GLOBAL MARKETING (1,2)  • International trade • Government involvement WHAT IS SELLING (2,3) • Knowing your product • Knowing your customer THE SALES PROCESS (2,3) • Steps of a sale • Customers DETERMINING NEEDS (2) • Customer needs • Sale presentation CUSTOMER QUESTIONS AND OBJECTIONS (1,2) • Different objections • Sales methods CLOSING THE SALE(2,3) • Close the deal • After-sale activities	WHAT IS PROMOTION (2,3)  • The role of promotions • Sales promotions • Personal selling • Promotional mix  ADVERTISING MEDIA (2,3) • Types of media • Media costs • Effectiveness of media  PRINT ADVERTISEMENTS (2) • Developing print ads • Advertising layout  VISUAL MERCHANDISING AND  DISPLAY (2,3) • What is visual merchandising • Elements  PUBLICITY (2) • What is publicity • The audience	PRICE PLANNING (2,3)  • What is price • Goals of price • Government regulation  MARKET RESEARCH (2,3) • What is it • Why is it important • How do I get information  BRANDING, PACKAGING,  LABELING (2,3) • Brand marks • Package types • Labeling law  WHAT IS AN ENTREPRENEUR (2) • Characteristics • Importance • Establishing your business

Subject: Business - Business: Career and Finance Grade Level: Mixed rev 11/07

FIRST QUARTER		SECOND QUARTER	
PLANNING YOUR CAREER (1)  Discuss career and job trends Education after high school GETTING THE JOB (1,2) Sources of job information Letter of application Resume Thank you letter Job interview skills ADAPTING TO YOUR JOB (1,2) Effective communication Human relationships at work Employer expectations Workplace policies KEEPING YOUR JOB (1,2) Required work forms W-2, W-4, 1040 EZ, working papers Employee responsibilities Employer responsibilities	PAY, BENEFITS, WORKING CONDITIONS (1,2)  Payment methods Compute gross pay Deductions and net pay Flexible work hours Modern working environment Unions Professional organizations Retirement	FILING TAX RETURNS (1,2)  The tax system IRS Pay your share BUDGETS AND FINANCIAL RECORDS (2,3) Prepare personal budgets Net worth statements Personal property inventory CHECKING ACCOUNTS AND OTHER BANKING SERVICES (2,3) Endorsements How to use a checkbook How to use a check register How to prepare a bank reconciliation Various banking services	SAVING FOR YOUR FUTURE(1,2)  Investment options  Stocks Bonds 401k 403b Mutual funds Real estate IRA RESPONSIBILITIES OF CREDIT (2) Advantages and disadvantages of credit use TYPES OF INSURANCE(1,2) What is insurance What types of insurance do we need Why is it important

Subject: Business - Business Business Management Grade Level: Mixed rev 11/07

FIRST QUARTER		SECOND QUARTER	
PRE-SIMULATION ACTICITIES CEO PRESENTATION (1,2)  • What is a CEO  • What do they do  • CEO report BUSINESS VOCABULARY (1,2)  • The language of business CHECKBOOK ACTIVITY (2,3)  • What is a check  • How to use checks  • Check register MANAGERS PRESENTATION (2,3)  • What is a manager  • What makes a manager  good  • What makes a manager bad BUSINESS FORMS (2,3)  • Payroll  • Accounts payable  • Shipping forms  • Invoices	START SIMULATION (2,3)  • Apply for manager position • Get hired • Set up business simulation BANKING AND BOOKKEEPING (2,3) • Write checks • Make deposits • Post to cashbook • reconcile bank statement BUSINESS COMMUNICATIONS (2,3) • write business letters • write memorandums • set up daily planer	PAYROLL (2,3)  Prepare time cards  Complete payroll register  Deposit payroll funds  ACCOUNTS PAYABLE AND  RECEIVABLE (2,3)  Prepare purchase orders  Item invoices  Service invoices  POSTAL AND SHIPPING  SERVICES (2,3)  Use postal services  Postage meter  freight services  Proper packaging for shipping  BORROWING MONEY (2,3)  Create promissory notes  Calculate interest  Maturity dates	ADVERTISING (2,3)  Write classified ads Prepare display advertising Electronic advertising REPORTS AND BUSINESS PLANS (2,3) Complete audit reports Prepare financial statements Final audit summary HUMAN RESOURCES (2,3) Write a resume Letter of application Job application INVESTMENTS (2,3) Purchase stocks Track stocks Attend shareholders' meeting Proxy cards

Subject: Business Math Grade Level: 9th-11<sup>th</sup> rev 11/07

FIRST QUARTER  SECOND QUARTER  FUNDAMENTAL MATH SKILLS  (1,2)  Planning  Place value chart  Average monthly expenditures	THIRD QUARTER  LOANS (2)	FOURTH QUARTER
(1,2) • Planning		DEDCOMMET (A)
	0'1	PERSONNEL(2)
<ul> <li>Rounding numbers</li> <li>Reading and writing numbers</li> <li>Comparing numbers</li> <li>Finding a percentage</li> <li>Fraction to decimal</li> <li>Decimal to percent</li> <li>Percent to decimal</li> <li>Average</li> <li>Reading tables and charts</li> <li>GROSS PAY (2)</li> <li>Calculating gross pay</li> <li>Hourly pay and time cards</li> <li>Piecework</li> <li>Commission</li> <li>Salary and fringe benefits</li> <li>Pay periods</li> <li>Multiplication - decimal placement</li> <li>Division - decimal placement</li> <li>Double pay</li> <li>Time and a half</li> <li>Double pay</li> <li>Time and a half</li> <li>Double pay</li> <li>Time and a mixed numbers</li> <li>NET PAY FRINGE BENEFITS, (2)</li> <li>Calculating Mandatory Deductions (FICA, Federal tax, state and city taxes)</li> <li>W-2 and W-4 forms</li> <li>Variable expenses</li> <li>Fixed expenses</li> <li>Fixed expenses</li> <li>Variable expenses</li> <li>Variable expenses</li> <li>Find an apartment</li> <li>Grocery shopping online</li> <li>Energy Costs - electric, gas, water, telephone</li> <li>Preparing and using a budget</li> <li>CHECKING ACCOUNTS (2)</li> <li>Deposits</li> <li>Writing checks</li> <li>Check registers</li> <li>Bank statements</li> <li>Reconciling the bank statement</li> <li>Online banking</li> <li>SAVING ACCOUNTS (2)</li> <li>Deposits</li> <li>Withdrawals</li> <li>Account statements</li> <li>Simple interest</li> <li>Compound interest</li> <li>Daily compounding interest</li> <li>Cash PURCHASES (1,2)</li> <li>Sales tax</li> <li>Total purchase price</li> <li>Unit pricing</li> <li>Comparison shopping</li> <li>Coupons and rebates</li> <li>Markdown</li> <li>Sale price</li> </ul>	<ul> <li>Single payment loans</li> <li>Installment loans</li> <li>Simple interest installment loans</li> <li>Allocating of monthly payment</li> <li>Determining APR</li> <li>VEHICLE TRANSPORTATION</li> <li>Purchase a new vehicle</li> <li>Dealer's cost</li> <li>Purchasing a new vehicle</li> <li>Vehicle insurance</li> <li>Operating and maintaining a vehicle</li> <li>Leasing a vehicle</li> <li>Renting a vehicle</li> <li>Renting a vehicle</li> <li>Mortgage loans</li> <li>Monthly payment and total interest</li> <li>Closing costs</li> <li>Real estate taxes</li> <li>Homeowners insurance</li> <li>Other housing costs</li> <li>INSURANCE (1,2)</li> <li>Health insurance premiums</li> <li>Health insurance benefits</li> <li>Types of life insurance</li> <li>INVESTMENTS (2)</li> <li>Certificate of Deposit</li> <li>Effective annual yield</li> <li>Buying and selling Stocks</li> <li>Stock dividends</li> <li>Bonds</li> </ul>	PERSONNEL(2)  Hiring new employees  Wages and salaries  Employee benefits  Disability insurance  Worker's Compensation  Unemployment insurance  Travel expenses  Employee training  PRODUCTION (2)  Manufacturing  Break-even analysis  Quality control  Time studies  Packaging  PURCHASING (2)  Trade discounts  Cash discounts  Cash discounts  Cash discounts  Net profit  Determining selling price  Markdown  MARKETING (2)  Market share  Sales projections  Advertising costs  Pricing  WAREHOUSING AND  DISTRIBUTING (2)  Storage space  Inventory  Transportation costs

Subject: Business: Word Processing Grade Level: 9th-12<sup>th</sup> rev 11/07

FIRST QUARTER		SECOND QUARTER		
KEYBOARD READINESS (3)	SAVING DOCUMENTS	PROOFREADERS MARKS (3)	SPREADSHEETS (2,3)	
<ul> <li>Computer fundamentals</li> </ul>	<ul> <li>Organizing files</li> </ul>	LETTERS (2)	<ul> <li>Introduction</li> </ul>	
<ul> <li>Loading a program</li> </ul>	<ul> <li>Creating a folder</li> </ul>	<ul> <li>Personal business</li> </ul>	<ul> <li>Navigating around the</li> </ul>	
<ul> <li>Basic components</li> </ul>	o Save vs. Save as	o Business	worksheet	
<ul> <li>Default settings</li> </ul>	<ul> <li>Daily Journal Entries</li> </ul>	<ul><li>Format</li></ul>	<ul> <li>Entering and editing data</li> </ul>	
<ul> <li>Insertion point</li> </ul>	ENUMERATIONS (3)	o Block	<ul> <li>Format text</li> </ul>	
o Insert/Delete	<ul> <li>Numbered and bulleted lists</li> </ul>	<ul> <li>Modified block</li> </ul>	<ul> <li>Copy and paste</li> </ul>	
o Print	o Outlines	<ul> <li>Punctuation</li> </ul>	<ul> <li>Saving and renaming</li> </ul>	
<ul> <li>Proper Techniques</li> </ul>	o Agendas	o Open	worksheets	
<ul> <li>Orientation to word</li> </ul>	DESKTOP	o Mixed	<ul> <li>Margins and paper</li> </ul>	
processing	PUBLISHING/FORMATTING (3)	MEMORANDUMS (3)	orientation	
ALPHABETIC KEYBOARD(3)	<ul> <li>Left justifications</li> </ul>	REPORTS (3) -MLA Format	<ul> <li>Header and footer</li> </ul>	
<ul> <li>Touch method</li> </ul>	<ul> <li>Right justification</li> </ul>	<ul> <li>Citations</li> </ul>	<ul> <li>Adjusting height and width</li> </ul>	
<ul> <li>Home Row</li> </ul>	<ul> <li>Justify alignment</li> </ul>	o Title Page	<ul> <li>Entering formulas</li> </ul>	
<ul> <li>Location &amp; reach</li> </ul>	<ul> <li>Horizontal centering</li> </ul>	<ul> <li>Quotations</li> </ul>	<ul> <li>Creating charts</li> </ul>	
<ul> <li>Punctuation</li> </ul>	<ul> <li>Vertical centering</li> </ul>	<ul> <li>Page headers</li> </ul>	<ul> <li>Printing</li> </ul>	
<ul> <li>Shifting</li> </ul>	<ul> <li>Margin adjustment</li> </ul>	<ul> <li>Spell check</li> </ul>		
o Return	<ul> <li>Font types and sizes</li> </ul>	o Works Cited		
PARAGRAPH INDENTION &	<ul> <li>Font colors</li> </ul>	<ul> <li>Autobiography</li> </ul>		
TAB KEY (3)	o Text effects	<ul> <li>bibliography</li> </ul>		
NUMERIC KEYBOARD (3)	<ul> <li>Paragraph spacing</li> </ul>	COLUMNS (3)		
SYMBOL KEYBOARD (3)	<ul> <li>Page breaks</li> </ul>	<ul> <li>Inserting column breaks</li> </ul>		
SKILL DEVELOPMENT (3)	<ul> <li>Indenting</li> </ul>	<ul> <li>Formatting columns</li> </ul>		
<ul> <li>Speed &amp; accuracy</li> </ul>	<ul> <li>WordArt</li> </ul>	<ul> <li>Drop cap</li> </ul>		
<ul> <li>Pacing</li> </ul>	<ul> <li>Special symbols</li> </ul>	o newsletters		
<ul> <li>Timed Writings</li> </ul>	<ul> <li>Inserting graphics</li> </ul>	MEMORANDUMS (3)		
<ul> <li>Skillbuilding</li> </ul>	<ul> <li>Borders and shading</li> </ul>	REPORTS (3) -MLA Format		
PROOFREADING & EDITING (3)	<ul> <li>Design invitations</li> </ul>	o Citations		
MECHANICS (3)	TABLES (3)	o Title Page		
o Menus	<ul> <li>Inserting rows, columns and</li> </ul>	<ul> <li>Quotations</li> </ul>		
o Ruler	cells	<ul> <li>Page headers</li> </ul>		
<ul> <li>Toolbars</li> </ul>	<ul> <li>Centering tables</li> </ul>	o Works Cited		
<ul> <li>Selecting and editing</li> </ul>	<ul> <li>Adjusting height and width</li> </ul>	<ul> <li>Autobiography</li> </ul>		
<ul> <li>Cut, copy and paste</li> </ul>	<ul> <li>Formatting tables</li> </ul>	<ul> <li>Bibliography</li> </ul>		
o Spell-check	<ul> <li>Create personal calendars</li> </ul>			
<ul> <li>Grammar check</li> </ul>				
<ul> <li>Thesaurus</li> </ul>				
<ul> <li>Find and Replace</li> </ul>				

Subject: Business - Accounting I Grade Level: 11th-12<sup>th</sup> rev 11/07

FIRST QUARTER	SECOND QUARTER	THIRD QUARTER	FOURTH QUARTER	
ACCOUNTING IN A PRIVATE  ENTERPRISE  ECONOMY (1,2)  business types/organizations in a private economy  jobs available in accounting  role of accounting in a private economy  THE ACCOUNTING EQUATION (2,3)  Assets Liabilities  Owner's Equity Business Transactions  "T" ACCOUNTS (2,3)  Debit Credit Assets, Liabilities and Owner's Equity (Revenue/Expense)  GENERAL JOURNAL (2,3)  Making journal entries Source documents	WORKSHEET (2,3)  O Preparing a six column worksheet  O Net income/loss O Balance sheet  FINANCIAL STATEMENTS FOR A SOLE PROPRIETORSHIP (2,3) O Income statement O Statement of changes in Owner's Equity O Balance Sheet  COMPLETING THE  ACCOUNTING CYCLE (2,3) O Temporary and permanent accounts O Income summary account Closing entries O Post-closing trial balance  CASH CONTROL & BANKING ACTIVITIES (2,3) O Checking account O Reconciling the bank	MERCHANDISING BUSINESS  (2,3)  Special journals  Accounts receivable subsidiary ledger  General ledger  CASH RECEIPTS TO JOURNAL  (2,3)  Journalizing  Posting  Schedule of accounts receivable  PURCHASES JOURNAL (2,3)  Accounts payable subsidiary ledger  Recording purchases on account  CASH PAYMENT JOURNAL  (2,3)  Recording payments  Schedule of accounts payable GENERAL JOURNAL (2,3)	TEN-COLUMN WORKSHEET  (2,3)  Making adjustments Preparing a ten-column worksheet  PREPARING FINANCIAL STATEMENTS FOR A CORPORATION (2,3) Income statement Statement of retained earnings Balance sheet  PAYROLL ACCOUNTING (2,3) Payroll records Gross pay/net pay Employee's earnings records  CASH FUNDS (2,3) Establishing & Maintaining a change fund Establishing & maintaining a petty cash fund Cash shortage & overage  DEPRECIATION (2,3)	
<ul> <li>Correcting errors</li> <li>POSTING PROCESS (2,3)</li> <li>General ledger accounts</li> <li>trial balance</li> </ul>	statement  O Journalizing and posting service charges  O Internal/external cash protection	Recording sales return and allowances     Recording purchases return and allowances     Journalize correcting entries	Explain the need to     depreciate plant assets     Calculating and journalizing     depreciation entries	

Subject: Business: Web Design Grade Level: Mixed rev 11/07

FIRST	QUARTER			SECO	ND QUARTER		
COMP	OMPUTER FUNDAMENTALS INTERNET SOCIAL, ETHICAL PLANNING A WEBSITE (2		NING A WEBSITE (2.3)	ENHANCING A WEBSITE (2,3)			
(1,2)		AND LEGAL ISSUES (2,3)		Creating a mission statement	O Custom themes		
0	Computer hardware	0	The internet and society	0	Determining purpose and	0	Color schemes
0	Input and output devices	0	Ethical internet use		goals	0	Shared borders
0	Processing components	0	Downloading from the	0	Determining audience	0	Clip art
0	Storage devices		internet	0	Storyboarding	0	Word Art
0	Operating software	0	Copying from the internet	0	Planning checklist	0	Crop and resize graphics
0	Application software	0	Using information from the	NAVI(	GATION SCHEMES (2,3)	0	Photo galleries
0	Networks		web	0	Hierarchical	0	Thumbnails
0	Connections	0	Privacy and Security issues	0	Linear	ADDIN	NG MULTIMEDIA (2,3)
WEB E	BASICS (1,2)	INTRO	DUCING FRONTPAGE	0	Random-access	0	Evaluate multimedia
0	Origins of the internet	(2,3)		DEVE	LOPING WEB		websites
0	Internet resources	0	The FrontPage interface	CONT	ENTAND LAYOUT (2,3)	0	Ethical and authoring tools
0	the world wide web	0	Viewing WebPages in	0	Create a table	0	Audio files
0	How the web works		FrontPage	0	Use custom template	0	Video files
0	URLs	0	Creating a one page website	0	header	0	Equipment requirements
0	Web browsers	0	Saving a one page website	0	Footer	0	Animation
0	Effective ways to search for	0	Adding text and graphics	0	Resolutions	ADDI	NG INTERACTIVITY (2,3)
	information online	HTML	BASICS (2,3)	0	Creating a page template	0	DHTML effects
0	Types of web sites-	0	Using Notepad	0	Adding logos and title	0	Marquee
	educational, commercial,	0	Organizing files and folders	0	Inserting Graphics	0	Banners
	government, portal	0	Html coding	0	Adding Navigation buttons	0	Rollover buttons
	ENTS OF A WEB PAGE	0	Tags	0	Text links	0	Add Update information
(1,2)		0	Guidelines	0	E-mail links	0	Page transitions
0	Text and graphics	0	Attributes	0	Add pages	0	Create forms
0	Multimedia	0	Creating lists	0	Use web-safe colors	0	Feedback
0	Hyperlinks	0	Viewing an html page	0	Format text		ITE FUNCTIONALITY
WEB S	SITE DEVELOPMENT (2,3)		Adding images	0	Insert document files	(2,3)	
0	Web Purpose and goals	0	Testing a webpage	0	Create image maps	0	Hit counter
0	Design and implement	0	Inserting links	0	Work with hotspots	0	Tracking systems
0	Evaluate website	0	Creating tables			0	Guest book
0	Publish website	0	Table attributes			0	Bookmarks
0	Maintain website	0	Adding multimedia elements			0	Frames
0	Web development Skills	0	W3C			0	Tools needed to publish a
0	Web Careers						website
						0	Maintaining a website

Subject: SUNU BUS 103 Grade Level: 11th & 12<sup>th</sup>

FIRST QUARTER	SECOND QUARTER	THIRD QUARTER	FOURTH QUARTER
Chapter 1 - Exploring the world of Business and Economics	Chapter 7 – Creating a flexible organization		
Chapter 2 - Being ethical and socially responsible	Chapter 9 – Attracting and retaining the best employees		
Chapter 3 - Exploring global business	Chapter 12 – Building customer relationships through effective		
Chapter 4 - Choosing a form of	marketing		
business ownership	Chapter 17 – Using accounting information		
Chapter 5 - Small business,			
entrepreneurship, and franchises	Chapter 19 – Mastering financial management		
Chapter 6 - Understanding the			
management process	Chapter 20 – Understanding personal finances and investments		
	The art of interviewing and other topics will be covered if time allows.		