

Business Management

Newman Smith High School
Business & Industry Endorsement

Business Marketing & Finance

This four year plan can be used as an example to help plan your high school career.

Subject	9th Grade	10th Grade	11th Grade	12th Grade
Language Arts	English	English	English	English
Math	Math	Math	Math	Math
Science	Science	Science	Science	Science
Social Studies	Social Studies	Social Studies	Social Studies	Social Studies
CTE Courses	Principles of Business, Marketing and Finance OR Business Information Management I (1 Credit)	Business Law OR OR Business Information Management II (1 Credit)	Business Management Management (1 Credit)	Practicum in Business OR Career Preparation (2 Credits)
Additional Elective				
Additional Elective				
Additional Elective				

Additional Graduation Requirements <ul style="list-style-type: none"> Foreign Language (2 Credits) Physical Education (1 Credit) Fine Arts (1 Credit) 	Possible Industry Based Certifications <ul style="list-style-type: none"> Microsoft Office - Excel and/or Word Entrepreneurship and Small Business
---	---

Occupations	Median Wage	Annual Openings	% Growth
Management Analysts	\$87,651	4,706	32%
General and Operations Managers	\$107,640	18,679	20%
Managers, All Others	\$113,110	1,794	26%

The Entrepreneurship program of study teaches CTE learners how to plan, direct, and coordinate the management and operations of public or private sector organizations. Through this program of study, students will learn the skills necessary to formulate policies, manage daily operations, analyze management structures, and plan for the use of materials and human resources.

Business Management

Newman Smith High School

Recommended Course Sequence

Principles of Business Marketing & Finance

In this course, students gain knowledge and skills in economies and private enterprise systems, the impact of global business, the marketing of goods and services, advertising, and product pricing. Students analyze the sales process and financial management principles. This course allows students to reinforce, apply, and transfer academic knowledge and skills to a variety of interesting and relevant activities, problems, and settings in business, marketing, and finance.

OR

Business Information Management I

In this course, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce and postsecondary education. Students apply technical skills to address business applications of emerging technologies, create word-processing documents, develop a spreadsheet, formulate a database, and make an electronic presentation using appropriate software.



Business Information Management II

In this course, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies, create complex word-processing documents, develop sophisticated spreadsheets using charts and graphs, and make an electronic presentation using appropriate multimedia software.

OR

Business Law

This course is designed for students to analyze various aspects of the legal environment, including ethics, the judicial system, contracts, personal property, sales, negotiable instruments, agency and employment, business organization, risk management, and real property.



Business Management

This course is designed to familiarize students with the concepts related to business management as well as the functions of management, including planning, organizing, staffing, leading, and controlling. Students will also demonstrate interpersonal and project-management skills.



Practicum in Business Management

This course is designed to give students supervised practical application of previously studied knowledge and skills. Practicum experiences occur in a paid or unpaid arrangement and a variety of locations appropriate to the nature and level of experience. Students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and to make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies.