

# BUSINESS DEPARTMENT

## BUSINESS

### District 86 Business Courses

	2022-2023
Course offered at both schools	Digital Literacy 1 Digital Literacy 2 Introduction to Business Investment Planning Accounting Marketing Sports Marketing Business Law 1 Business Law 2 Business Management Consumer Economics Technology Support Internship (TSI) Internship Business Work Experience



*The mission of the District 86 CTE Department is to provide innovative and personalized learning experiences in a collaborative environment for students to achieve their goals in the real world.*

COURSE TITLE	CREDIT	9	10	11	12
Digital Literacy 1	0.5	X	X	X	X
Digital Literacy 2	0.5	X	X	X	X
Introduction to Business (Earned Honors Credit)	1.0	X	X	X	X
Investment Planning	0.5		X	X	X
Accounting	1.0		X	X	X
Accounting Honors	1.0		X	X	X
Marketing	0.5		X	X	X
Sports Marketing	0.5		X	X	X
Business Law 1	0.5		X	X	X
Business Law 1 Honors	0.5		X	X	X
Business Law 2	0.5		X	X	X
Business Law 2 Honors	0.5		X	X	X
Business Management	0.5		X	X	X
Consumer Economics	0.5		X	X	X
Consumer Economics ELL	0.5	X	X	X	X
Tech Support Internship (TSI) <b>(Can be repeated. Honors Level in Year 2 &amp; 3)</b>	1.0	X	X	X	X
Internship	0.5			X	X
Internship-Honors	0.5			X	X
Business Work Experience	1.0			X	X

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## Business Education Pathway

If you have an interest in pursuing Business as a post-secondary option, the following is a suggested pathway

	Accounting	Marketing	Finance	Business Management	Information Technology
Freshman	Intro to Business* Digital Literacy 1 & 2	Intro to Business* Digital Literacy 1 & 2	Intro to Business* Digital Literacy 1 & 2	Intro to Business* Digital Literacy 1 & 2	Intro to Business* Digital Literacy 1 & 2
Sophomore	Investment Planning & Business Management	Business Management & Digital Literacy 1 & 2	Investment Planning & Business Management	Business Management & Marketing	Business Management & Tech Support Internship^
Junior	Business Law 1^ & Business Law 2^	Marketing & Sports Marketing	Accounting^	Investment Planning & Business Law^	Marketing & Tech Support Internship^
Seniors	Accounting^	Internship^ Accounting^	Internship^ Accounting^	Accounting^ Tech Support Internship^	Tech Support Internship^

\*Indicates Earned Honors Credit Available to students

^ Indicates Honors Option available

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## COMPUTER COURSES

<p><b>DIGITAL LITERACY 1</b> 1<sup>st</sup> or 2<sup>nd</sup> semester Credit: 0.5 Level: 9-12</p>	<p>This course is an introduction to using an electronic device to be a good digital citizen as well as develop the ability to use technology responsibly. The curriculum is organized using an online management system to teach students how to become online learners. The evolving curriculum in this course matches the rapid changes of technology in the world. Upon completion of this course, students will be able to identify the benefits and risks of sharing online, explore the legal and ethical dimensions of respecting creative work, determine source reliability and understand why technology and their personal digital footprint are important forces in our society. Students will master the basics of Google Docs, Sheets, Slides, Drawings, and Forms. Students will learn about appropriate and effective communication for a variety of purposes and audiences.</p> <p><b>Prerequisite: None.</b></p>
<p><b>DIGITAL LITERACY 2</b> 1<sup>st</sup> or 2<sup>nd</sup> semester Credit: 0.5 Level 9-12</p>	<p>In this one-semester project-based course, students will continue to expand their knowledge of digital technology. Students will master the advanced features of Google Docs, Sheets, Drawings, and Forms by designing promotional materials and professional documents. Using the curriculum from Computer Science Discoveries, an introductory computer science course, students will create authentic artifacts and learn the basics of programming and coding. Students will also explore how technology supports business in the fields of Sports and Entertainment Marketing, Hospitality Management, Accounting and Finance. Students will become well versed in Excel. Students will design a website, record a podcast, create a blog, and develop videos on a topic of their choice.</p> <p><b>No Prerequisite: Digital Literacy 1 recommended</b></p>

## BUSINESS COURSES

<p><b>INTRODUCTION TO BUSINESS</b> Full year Credit: 1.0 Level: 9-12 Earned Honors Credit</p>	<p>This course gives students a background in the basic operations of business and develops an understanding of the economic role of business in our society. Major areas of study include economics, banking, credit, insurance, budgeting, consumer protection, government, entrepreneurship and taxes. Skill is developed through a wide variety of activities including computer research, projects, and classroom activities.</p> <p>Students who pass <b>both</b> semesters will fulfill the state mandate for Consumer Education.</p>
<p><b>INVESTMENT PLANNING</b> 1<sup>st</sup> or 2<sup>nd</sup> semester Credit: 0.5 Level: 10-12</p>	<p>In this course students will study basic investment principles involving stocks, options, commodities, bonds, mutual funds, cryptocurrencies, and other relevant investment strategies. Students will also learn about tax information, effects of the economy on the market, government regulations of securities and on-line investing. Current issues as they relate to investing will be discussed. Individuals and teams will be formed to participate in the Stock Market Game by trading on-line.</p>

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<p><b>ACCOUNTING</b> Full year Credit: 1.0 Level: 10-12</p>	<p>This course develops a basic understanding of double-entry accounting. The accounting cycle, accounting theory, financial reports and financial analysis are included. Online accounting work papers, spreadsheets and accounting software are used to apply all accounting concepts. This course is recommended for college-bound students planning a career in accounting, finance, management or marketing.</p>
<p><b>ACCOUNTING HONORS</b> Full year Credit: 1.0 Level: 10-12</p>	<p>Accounting Honors will prepare students for the rigor of college accounting. Students will develop an understanding of double-entry accounting. Topics covered include the following: accounting cycle, accounting systems, internal controls, journals, receivables and payables, accruals and deferrals, inventory, fixed assets and depreciation, financial statement preparation and analysis, and taxes. A computerized accounting program will be utilized, as well as spreadsheets. The core material for this course is similar to Accounting; however, more topics are covered, the pace is accelerated and expectations are higher. This course is highly recommended for motivated students planning to enter a college business program.</p>
<p><b>MARKETING</b> 1st or 2nd semester Credit: 0.5 Level: 10-12</p>	<p>This course focuses on the activities necessary to market products, services, and ideas to consumers. Major topics include market segmentation, consumer behavior, marketing research, product planning, and advertising. Students will apply marketing concepts learned in class by researching, creating and advertising new products.</p>
<p><b>SPORTS MARKETING</b> 1st or 2nd semester Credit: 0.5 Level: 10-12</p>	<p>This intermediate marketing course will introduce students to the exciting field of sports marketing and its role in society. Students will develop a thorough understanding of the marketing concepts and theories that apply to sports and sporting events. Course topics will include sponsorships, endorsements, licensing, event marketing and sports marketing plans. Students will plan, create, and assess sports marketing communication programs that include advertising, marketing, public relations and news media. Emerging issues in sports marketing will also be discussed. Students must complete Marketing prior to enrolling in this course.</p> <p><b>Prerequisite: Marketing</b></p>
<p><b>BUSINESS LAW 1</b> 1st or 2nd semester Credit: 0.5 Level: 10-12</p>	<p>This course introduces students to the legal system and the law as it applies to personal and business situations which may occur in their daily lives. It also examines the court system, torts, crimes, technology and the law, contracts, family law, wills and estates. Key elements of this course are case studies, mock trials and a field trip to the courts and jails.</p>
<p><b>BUSINESS LAW 1 HONORS</b> 1<sup>st</sup> or 2<sup>nd</sup> Semester Credit: 0.5 Level 10-12</p>	<p>The core material for this course is similar to Business Law 1; however, projects and assessments will involve more depth, complexity, and rigor. Expectations for this course are much higher and will require additional time outside of class. This course is highly recommended for motivated students planning to enter a college business program. NCAA approved course.</p>

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	<b>Prerequisite: Department Chair approval. Next course in sequence: Business Law 2. Open to grades 11 and 12.</b>
<b>BUSINESS LAW 2</b> <b>2nd semester only</b> Credit: 0.5 Level: 10-12	This course examines the criminal justice system, the Supreme Court, bailments and real estate transactions, ethics and employment policies and contracts. Group discussions, case studies, guest speakers and a field trip will be utilized to present and examine these concepts. To develop a better understanding of the legal system, students will participate in a mock trial tournament throughout the semester. Students must complete Business Law I prior to enrolling in this course.
<b>BUSINESS LAW 2 HONORS</b> <b>2nd semester only</b> Credit: 0.5 Level: 10-12	This course examines the criminal justice system, the Supreme Court, bailments and real estate transactions, ethics and employment policies and contracts. Group discussions, case studies, guest speakers and a field trip will be utilized to present and examine these concepts. To develop a better understanding of the legal system, students will participate in a mock trial tournament throughout the semester. Students must complete Business Law I prior to enrolling in this course.
<b>BUSINESS MANAGEMENT</b> 1st or 2nd semester Credit: 0.5 Level: 10-12	Management consists of planning, leading, and controlling an organization or effort to accomplish a goal. In the Business Management pathway, students learn entrepreneurship and business fundamentals, goal-setting, resource allocation, organizational structure and management techniques, economics, financial data, risk management, information technology, and supply chain management.
<b>CONSUMER ECONOMICS</b> 1st or 2nd semester Credit: 0.5 Level: 10-12	This course helps students to understand the consumer's role in a mixed economy. Students will learn about various topics that they will use their entire life. Topics of study include: money management, consumer rights and responsibilities, credit, purchasing of goods and services, making sound investment plans and preparing individual tax returns. Successful completion of this course fulfills the state mandate for Consumer Education.
<b>CONSUMER ECONOMICS ELL</b> 2nd semester Credit: 0.5 Level: 9-12	This course helps students to understand the consumer's role in a mixed economy. Students will learn about various topics that they will use their entire life. Topics of study include: money management, consumer rights and responsibilities, credit, purchasing of goods and services, making sound investment plans and preparing individual tax returns. Successful completion of this course fulfills the District's Consumer Education requirement for graduation. ELL Coordinator approval is required.

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<p><b>INTERNSHIP</b></p> <p>1st or 2nd semester</p> <p>Credit: 0.5</p> <p>General credit only</p> <p>Not Elective Arts credit</p> <p>Level: 11-12</p>	<p>This program is designed to provide students with an opportunity for career exploration in a field of their choice. Students will work with a mentor outside of the school day for 50-75 hours in their career field. It is suggested that students have their own placements, however, if assistance is needed finding a placement, students should contact an internship coordinator. Students will be expected to keep a detailed journal, write a reflection paper and discuss their experiences with a related class. Students will receive a Pass/Fail grade for this course. An interview is required in order to be accepted in the program.</p>
<p><b>INTERNSHIP HONORS</b></p> <p><b>1st or 2nd semester</b></p> <p>Credit: 0.5</p> <p>General credit only</p> <p>Not Elective Arts credit</p> <p>Level: 11-12</p>	<p>This program is designed to provide students with an opportunity for career exploration in a field of their choice. Students will work with a mentor outside of the school day for 50-75 hours in their career field. It is suggested that students have their own placements, however, if assistance is needed finding a placement, students should contact an internship coordinator. Students will be expected to keep a detailed journal, write a reflection paper and discuss their experiences with a related class. Students will receive a Pass/Fail grade for this course. An interview is required in order to be accepted in the program.</p> <p>Students will receive a weighted grade for this course.</p>
<p><b>BUSINESS WORK EXPERIENCE (BWE)</b></p> <p>Full Year</p> <p>Credit 1.0</p> <p>Level: 11-12</p>	<p>Business Work Experiences provides the student with <b>paid</b> business experience related to their career goals. Students are employed in local businesses from a minimum of 15 hours to a maximum of 25 hours per week for which they receive monetary compensation. A wide variety of experience is available in fields such as apparel and accessories, automotive, food distribution, food service, hotel and tourism, general merchandise retailing, and various office related careers, including banking, accounting, and administrative assistant positions. This work experience program prepares students for further study or a career in marketing, retailing, management, finance, accounting, or administrative office positions. Students are selected by application and interview with emphasis on factors including reliability, integrity, and career goal. It is the student's responsibility to make travel arrangements to and from the job.</p> <p>The course is scheduled during the 10th Period to enable students to arrive at their workplace on time.</p>
<p><b>TECH SUPPORT INTERNSHIP (TSI)</b></p> <p>Credit: 1.0</p> <p>Level: 9-12</p>	<p>The Technology Support Internship (TSI) course is a hands-on study of technology integration in an educational context. Students will be trained to oversee daily technology issues in order to assess which problems surface throughout the school day. Students will define the best approach to addressing or solving the problems for students and teachers.</p> <p>Students will troubleshoot hardware, software, and network problems, as well as process service tickets and inventory stock. Students will be required to complete and maintain several running projects that address problems or solutions in</p>

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	educational tech integration. They will also be expected to provide training sessions on Chromebook use and digital citizenship to incoming freshmen and transfer students. The course also provides students with the opportunity to pursue an independent learning pathway and potential professional certifications in one of four areas: Application, Innovation, Design, and Entrepreneurship. <b>This course can be repeated as an Honors Option available after completion of the first year.</b>
<b>TECH SUPPORT INTERNSHIP HONORS (TSI)</b> Credit: 1.0 Level: 10-12	The Technology Support Internship (TSI) course is a hands-on study of technology integration in an educational context. Students will be trained to oversee daily technology issues in order to assess which problems surface throughout the school day. Students will define the best approach to addressing or solving the problems for students and teachers. The core material for this course is similar to TSI; however, students are expected to partake in leadership and training opportunities for new TSI students. This course is highly recommended for motivated students with an interest in Technology. <b>The Honors option is only available for returning students who have successfully completed TSI in a previous school year.</b>