



100 Med High Drive, Mercedes, TX, 78570
956.514.4201



Credits per Semester	.5 credits per semester
Instructor	<p>Instructor: Sonia B. Aguilar, Ph.D.</p> <p>Email:sonia.aguilar@stisd.net Phone: (956) 514-4201</p> <p><i>I am available by phone during the hours posted below. Outside of those hours (or if I happen to be on another line when you call), please feel free to leave a detailed voicemail. I will respond via phone or email.</i></p> <p>Conference times available for communication: 8:00-8:45, 12:30-1:00</p>
Course Description	In Principles of Business, Marketing, and Finance , 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.
Learning/Performance Objectives	Students analyze the sales process and financial management principles. They will reinforce, apply and transfer academic knowledge and skills to a variety of interesting and relevant activities, problems and settings in business, marketing, and finance.
Adopted Instructional Materials	Texas Essential Knowledge and Skills for Career and Technical Education – STRIDE Software-Microsoft Office
Instructional Methods	Lectures, multimedia elements, class discussions, case studies, projects and individual assignments, cooperative learning
Grading Policy	The academic year is divided into four quarters, or 9 -week periods. The weight for each nine-week period will be 37.5 percent and the semester exam will weigh 25 percent. There will be a minimum of 5 grades per student during each three weeks progress report grading period.



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	<p>Late work not due to absences: For all assignments turned in late, 10 points shall be deducted for each day an assignment is late with the maximum penalty not exceeding 50 points.</p>
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