



North Polk Community Schools Pacing & Course Description Guide



Grade Level: 9-12

Content: General Business

Year: 2022-2023

Course Description/Rationale

This class will introduce students to the world of business. Topics covered include: wants vs. needs, supply and demand, economic systems, types of businesses, types of markets, checking accounts, investing, consumer responsibility, marketing, management, teamwork and professionalism.

Name of Unit	Time Frame	Essential Learning Target	Standard(s)
Unit 1 - Economics of Business	9 weeks	ELT 1: Explain and describe economics of business and how they are affected. ELT 2: Determine the relationship and their activities affecting themselves and the society	Iowa Core Standard 4 Economics: Understand the economic principles and concepts fundamental to business operations 4.1.1 4.1.2 4.1.5 4.1.6 4.2.1 4.2.2 4.3.1 4.3.2 4.3.4 4.3.5 4.3.6 4.4.1
Unit 2 - Functions of a business	9 weeks	ELT 1: Research types of business ownership. ELT 2: Understand the fundamental principles of money needed to make financial exchanges ELT 3: Demonstrate appropriate communication for working with diverse clients. ELT 4: Understand marketing's role and function in business to facilitate economic exchanges with customers.	Core Standard 1: Business Law: Understands business's responsibility to know, abide by, and enforce laws and regulations that affect business operations and transactions. Core Standard 7: Financial Analysis: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources. Core Standard 3: Customer Relations: Understands the techniques and

			strategies used to foster positive, ongoing relationships with customers. Core Standard 10: Marketing: Understands the tools, techniques, and systems that businesses use to create exchanges and satisfy organizational objectives.