

**2018/2019 Student Competency Record**  
**Entrepreneurship Education**  
**9093 - 36 weeks**

<hr/> <b>Student</b>	<hr/> <b>School Year</b>
<hr/> <b>School</b>	<hr/> <b>Teacher Signature</b>

Traditional letter or numerical grades do not provide adequate documentation of student achievement in competency-based education; therefore, the Virginia Standards for CBE require a recording system to provide information about competencies achieved to employer, student-employee, and teacher. The Student Competency Record provides a means for keeping track of student progress. Ratings are assigned by the teacher for classroom competency achievement and by the teacher-coordinator in conjunction with the training sponsor when competence is evaluated on the job.

Tasks/competencies designated "Required" are considered essential statewide and are required of all students. In some courses, all tasks/competencies have been identified as required. Tasks/competencies marked "Optional" are considered optional; they and/or additional tasks/competencies may be taught at the discretion of the school division. Tasks/competencies marked with an asterisk (\*) are considered sensitive, and teachers should obtain approval by the school division before teaching them. Student competency records should be kept as long as the student is enrolled in the school and for five years after the student graduates/leaves the school.

**Note: Students with an Individualized Education Program (IEP) or an Individualized Student Alternative Education Plan (ISAEP) will be rated, using the following scale, only on the competencies identified in their IEP or ISAEP.**

Students will be expected to achieve a **satisfactory rating** (one of the three highest marks) on the Student Competency Record (SCR) rating scale on at least 80% of the required (essential) competencies in a CTE course.

**...RATING SCALE...**

- 1 - Can teach others**
- 2 - Can perform without supervision**
- 3 - Can perform with limited supervision**
- 4 - Can perform with supervision**
- 5 - Cannot perform**

9093 36 weeks	Entrepreneurship Education TASKS/COMPETENCIES		Date	Rating
<b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b>				
Required	1	Demonstrate positive work ethic.		
Required	2	Demonstrate integrity.		
Required	3	Demonstrate teamwork skills.		
Required	4	Demonstrate self-representation skills.		
Required	5	Demonstrate diversity awareness.		
Required	6	Demonstrate conflict-resolution skills.		
Required	7	Demonstrate creativity and resourcefulness.		
<b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b>				
Required	8	Demonstrate effective speaking and listening skills.		
Required	9	Demonstrate effective reading and writing skills.		
Required	10	Demonstrate critical-thinking and problem-solving skills.		
Required	11	Demonstrate healthy behaviors and safety skills.		
Required	12	Demonstrate an understanding of workplace organizations, systems, and climates.		
Required	13	Demonstrate lifelong-learning skills.		
Required	14	Demonstrate job-acquisition and advancement skills.		
Required	15	Demonstrate time-, task-, and resource-management skills.		
Required	16	Demonstrate job-specific mathematics skills.		
Required	17	Demonstrate customer-service skills.		
<b>Demonstrating Workplace Readiness Skills: Technology Knowledge and Skills</b>				
Required	18	Demonstrate proficiency with technologies common to a specific occupation.		
Required	19	Demonstrate information technology skills.		
Required	20	Demonstrate an understanding of Internet use and security issues.		
Required	21	Demonstrate telecommunications skills.		
<b>Examining All Aspects of an Industry</b>				
Required	22	Examine aspects of planning within an industry/organization.		
Required	23	Examine aspects of management within an industry/organization.		
Required	24	Examine aspects of financial responsibility within an industry/organization.		

Required	25	Examine technical and production skills required of workers within an industry/organization.		
Required	26	Examine principles of technology that underlie an industry/organization.		
Required	27	Examine labor issues related to an industry/organization.		
Required	28	Examine community issues related to an industry/organization.		
Required	29	Examine health, safety, and environmental issues related to an industry/organization.		
<b>Addressing Elements of Student Life</b>				
Required	30	Identify the purposes and goals of the student organization.		
Required	31	Explain the benefits and responsibilities of membership in the student organization as a student and in professional/civic organizations as an adult.		
Required	32	Demonstrate leadership skills through participation in student organization activities, such as meetings, programs, and projects.		
Required	33	Identify Internet safety issues and procedures for complying with acceptable use standards.		
<b>Understanding Entrepreneurship</b>				
Required	34	Explain the concept of entrepreneurship.		
Required	35	Describe goals of being an entrepreneur.		
Required	36	Research important entrepreneurs.		
Required	37	Describe personality traits and skills that make an effective entrepreneur.		
Required	38	Explain how being an entrepreneur affects one's way of life.		
Required	39	Describe the role of innovation in entrepreneurship.		
Required	40	Explain where entrepreneurial opportunities exist.		
Required	41	Examine career opportunities in entrepreneurship.		
Required	42	Identify time-management skills.		
Required	43	Assess risks of personal decisions.		
Required	44	Describe the purposes and types of business communication.		
Required	45	Identify components of an oral presentation.		
Required	46	Explain the importance of business ethics.		
Required	47	Describe trends in entrepreneurship.		
<b>Understanding Business Ownership</b>				
Optional	48	Examine the evolution of businesses in the local community.		

Required	49	Identify the impact of small business/entrepreneurship on market economies.		
Required	50	Explain the major reasons for businesses failing.		
Required	51	Analyze strategies that can be used to manage the risks of a new business.		
Required	52	Describe major types of business ownership.		
Required	53	Describe types of entrepreneurial businesses.		
Required	54	Describe the major types of businesses.		
Required	55	Explore sources of labor.		
Required	56	Develop a job description.		
Required	57	Describe the procedures for hiring, managing, and dismissing employees.		
Required	58	Explain the concept of chain of command.		
Required	59	Identify sources of information for entrepreneurs.		
<b>Understanding Financial Statements</b>				
Required	60	Explain the purpose of income statements in a business.		
Required	61	Explain the purpose of cash flow statements in a business.		
Required	62	Explain the purpose of balance sheets in a business.		
Required	63	Describe the purpose of budgets.		
Required	64	Describe tax-related responsibilities.		
<b>Understanding Marketing Principles</b>				
Required	65	Explain the components of the marketing mix.		
Required	66	Describe outbound and inbound marketing.		
Required	67	Explain the concept of target market.		
Required	68	Explain the purpose of branding.		
Required	69	Identify the elements of the promotional mix.		
Optional	70	Develop a sample of each element in the promotional mix.		
Required	71	Describe the marketing functions and their importance.		
Required	72	Identify sources for products or services.		
Required	73	Explain pricing strategies.		
<b>Understanding Basic Economic Principles</b>				
Required	74	Explain the law of supply and demand.		
Required	75	Identify the major economic systems.		
Required	76	Explain opportunity cost.		
Required	77	Explain break-even point.		
Required	78	Identify factors of production.		

