

ENTREPRENEURSHIP

2025-26

Course Title: Entrepreneurship

Course Code Section#

Units of Credit: 10

Meeting Dates: 08/12/25 – 06/02/26

Instructor: Mr. Albizo

Location-Rm 72

Contact: halbizo@fusdk12.net or halbizo@mvrop.org 510-656-5711 X46372

UC–g credit Mission Valley ROP Certificate of completion with grade of C or better

Course Overview

This year-long course introduces the core principles of entrepreneurship, including business planning, marketing, finance, funding sources, technology, cybersecurity, and day-to-day operations. Students will also explore personal financial literacy, FICO credit scores, and how to leverage emerging technologies to drive business growth, reaching new markets. Special emphasis is placed on using AWS for Startups to scale and support cloud-based business solutions and understanding cybersecurity practices to protect digital assets and customer data. Throughout the course, students will develop a complete business plan and deliver a final pitch presentation, equipping them with the tools to become career- and college-ready innovators in a technology-driven economy.

Course Objectives

Students will:

- Evaluate their readiness to start a business and understand the entrepreneurial mindset
- Learn to research market needs and analyze competitive advantages
- Understand credit fundamentals, personal finance including FICO scores.
- Create and manage a comprehensive business plan
- Explore legal structures, marketing, HR, and operational strategies
- Use cloud-based tools, software, and online platforms to support and scale a business
- Understand how fostering a cybersecurity-conscious business culture means survivability
- Strengthening communication, leadership, and teamwork skills

Core Topics

- **Entrepreneurship & the Economy:** U.S. and global roles, innovation, and opportunity recognition
- **Financial Literacy & FICO:** Budgeting, banking, credit reports, understanding and improving credit scores
- **Business Planning:** Sections of a business plan, goal-setting, and pitching
- **Marketing & Sales:** Identifying markets, pricing strategies, promotions, branding, and sales channels
- **Business Technology:** Leveraging cloud services, e-commerce tools, AI tools (e.g., AWS for Startups), and customer management systems
- **Ownership & Legal:** Sole proprietorships, partnerships, corporations, and licensing

- **Finance & Recordkeeping:** Capital sources, startup costs, pro forma statements, and accounting basics
- **HR & Leadership:** Hiring, staffing, motivation, team management, and, personal and business ethics
- **Soft Skills for Success:** Communication, critical/analytical thinking, personal/social responsibility, and teamwork. Collaborate effectively, respond to challenges with empathy and professionalism. Together with IQ and EQ form the foundation of the soft skills essential for career readiness and long-term success in a competitive, people-driven economy
- **Risk Management:** Insurance, theft prevention, liability, and business continuity
- **Growth & Sustainability:** Product lifecycle, innovation, social/environmental responsibility, and global markets
- **AI Ethics and Use:** Integrate AI ethics into class projects and discussions, building a foundation of trust, accountability, and integrity. Use AI responsibly—respecting data privacy, avoiding misinformation, and recognizing how algorithms can affect people’s lives.
- **Cybersecurity:** Real-world strategies to defend against phishing, data breaches, and ransomware. Understanding cybersecurity is essential for protecting customer data and building a secure, resilient business.

Student Learning Outcomes

- Demonstrate an understanding of entrepreneurship, business ethics, and economic principles
- Interpret and apply credit knowledge, including FICO and loan qualification
- Use technology platforms to support business operations and decision-making
- Analyze business ideas and execute a viable plan using research and strategy
- Communicate professionally and collaborate effectively in diverse teams
- Demonstrate digital literacy, adaptability, and leadership in business contexts
- Apply ethical principles in the use of artificial intelligence, demonstrating responsible decision-making, respect for privacy, and awareness of AI’s social impact.

Grading Breakdown

- **20%** — Exams
- **20%** — Assignments and Exercises
- **40%** — Projects, Presentations
- **20%** — Class Participation/Engagement & Behavior

Late Work Policy:

1 day late = -10% | 2-7 days late = -25% | **After 1 week = not accepted unless excused**

Class Expectations

- **Be Prompt:** Arrive on time, ready to work

- **Be Prepared:** When the bell rings be in your seat
- **Be Respectful:** Practice professional communication. No disruptions or loud side-bar discussions
- **Be Engaged:** Contribute actively and respectfully
- **Be Ethical:** AI use is allowed for brainstorming or script support, but not for completing assignments or exams

Class Rules:

- **No smartphones or laptops.** Desktops will be used and are configured with all the required software.
- **No eating in class at any time.** Bottled water only in the classroom
- **No disruptions, sidebar conversations, profanity, or rowdy behavior**
- Academic honesty is required plagiarism or cheating results in consequences with parental and admin notification and Saturday detention.

Text & Tools

- *Entrepreneurship: Ideas in Action* – Cynthia L. Greene (6th ed)
- Online tools such as Google Workspace, AWS for Startups, and budgeting/credit simulators
- All assignments and due dates posted on **Google Classroom**

Media Policy

Supplemental videos, commercials, and documentaries may be shown in accordance with district guidelines.

AI Ethics – 2025–2026

As artificial intelligence (AI) becomes part of everyday learning, it is important to use it responsibly and ethically. Using AI tools prepares students for the future workplace, where AI literacy and ethical awareness will be critical skills in every industry sector. By signing below, I agree to the following principles for AI use in school:

1. Integrity

I will not use AI to cheat, plagiarize, or misrepresent someone else's work as my own.

2. Accountability

I am responsible for how I use AI and for verifying the accuracy and appropriateness of its outputs.

3. Transparency

I will clearly indicate when I use AI tools in assignments, projects, or presentations.

4. Respect for Privacy

I will not use AI to share, collect, or misuse private or sensitive information.

5. Avoiding Bias

I will think critically about AI-generated content and be alert to any unfair or biased information.

6. Purposeful Use

I will use AI to enhance my learning, not to avoid thinking or doing my own work.

7. Digital Citizenship

I will follow school rules and classroom policies related to AI use and report any misuse I observe.

8. Human-Centered Values

I will ensure that my use of AI supports fairness, empathy, and the well-being of others.

✓ Acknowledgment

By signing below, I understand the class syllabus and agree to use AI tools ethically, responsibly, and in accordance with classroom and school expectations. Violations of this guidance will have administrative consequences.

Student Name (Print): _____ **Class Period:** _____

Student Signature: _____ **Date:** _____

Parent/Guardian Signature: _____ **Date:** _____