

Business Management

The Business Management program of study focuses on occupational and educational opportunities associated with planning, directing, and coordinating the administrative services and operations of an organization. It includes formulating policies, managing daily operations, and allocating the use of materials and human resources. This program of study also introduces students to mathematical modeling tools and organizational evaluation methods.



Courses for High School Credit

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| Level 1 | <ul style="list-style-type: none"> Principles of Business, Marketing, and Finance Foundations of Business Communication & Technologies |
| Level 2 | <ul style="list-style-type: none"> Business Communication and Technologies Entrepreneurship |
| Level 3 | <ul style="list-style-type: none"> Business Management BUSI 1301- Dual Credit Business Management Business Law BUSI 2301- Dual Credit Business Law |
| Level 4 | <ul style="list-style-type: none"> Statistics and Business Decision Making Practicum in Business Management |

Aligned Industry-Based Certifications

- Entrepreneurship and Small Business
- Microsoft Office Specialist: Excel Expert (Excel 2019)
- Microsoft Office Specialist: Word Expert (Word 2019)

Work-Based Learning and Expanded Learning Opportunities

Work-Based Learning Activities

- Intern at local business in the HR department
- Shadow the COO of a local business or chamber of commerce

Expanded Learning Opportunities

- Participate in BPA, DECA, FBLA, or related UIL events
- Explore student membership in related professional organizations



Example Postsecondary Opportunities

Associate Degrees

- Business Administration and Management
- Human Resources Management

Bachelor's Degrees

- Business Analytics
- Accounting and Business

Master's, Doctoral, and Professional Degrees

- Business Administration and Management
- Organizational Leadership

Additional Stackable IBCs/License

- Professional Certificate in Team Leadership
- Property Tax Professionals

Example Aligned Occupations (Based on statewide employment data)



First-Line Supervisors of Office and Administrative Support Workers

Median Wage: \$61,735
Annual Openings: 18,874
10-Year Growth: 9%

Human Resources Specialists

Median Wage: \$62,049
Annual Openings: 8,652
10-Year Growth: 23%

General and Operations Managers

Median Wage: \$96,046
Annual Openings: 44,419
10-Year Growth: 23%





Business Management Course Descriptions:

Principles of Business, Marketing, & Finance- BUS0000 (1 Credit)

Level: 1 Course Fee: None
Prerequisite: None GPA Weight: Regular

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. Students analyze the sales process and financial management principles. This course allows students to reinforce, apply, and transfer academic knowledge and skills to a variety of interesting and relevant activities, problems, and settings in business, marketing, and finance.

Foundations of Business Communication and Technologies- CMP1120 (1 Credit)

Level: 1 Course Fee: None
Prerequisites: None GPA Weight: Regular

In Foundations of Business Communication and Technologies, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce and postsecondary education. Students apply technical skills to address business applications of emerging technologies, create word-processing documents, develop a spreadsheet, formulate a database, and make an electronic presentation using appropriate software.

Business Communication and Technologies- CMP1220 (1 Credit)

Level: 2 Course Fee: None
Prerequisite: Foundations of Business Communication GPA Weight: Regular

In Business Communication and Technologies, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies, create complex word-processing documents, develop sophisticated spreadsheets using charts and graphs, and make an electronic presentation using appropriate multimedia software.

Entrepreneurship- BUS1220 (1 Credit)

Level: 2 Course Fee: None
Prerequisite: None GPA Weight: Regular

Students will learn the principles necessary to begin and operate a business. The primary focus of the course is to help students understand the process of analyzing a business opportunity, preparing a business plan, determining feasibility of an idea using research, and developing a plan to organize and promote the business and its products and services.

Business Law- BUS1100 (1 Credit)

Level: 3 Course Fee: None
Prerequisite: Must be a Junior or have completed two courses within the program of study. GPA Weight: Regular or Advanced

Business Law is designed for students to analyze various aspects of the legal environment, including ethics, the judicial system, contracts, personal property, sales, negotiable instruments, agency and employment, business organization, risk management, and real property.

Available for Dual Credit from Lone Star College (BUSI2301)

Business Management- BUS3340 (1 Credit)

Level: 3 Course Fee: None
Prerequisite: Must be a Junior or have completed two courses within the program of study. GPA Weight: Regular or Advanced

Business Management is designed to familiarize students with the concepts related to business management as well as the functions of management, including planning, organizing, staffing, leading, and controlling. Students will also demonstrate interpersonal and project-management skills.

Available for Dual Credit from Lone Star College (BUSI1301)

Statistics & Business Decision Making- BUS4200 (1 Credit)

Level: 4 Course Fee: None
Prerequisite: Algebra II GPA Weight: Regular

Statistics and Business Decision Making is an introduction to statistics and the application of statistics to business decision making. Students will use statistics to make business decisions. Students will determine the appropriateness of methods used to collect data to ensure conclusions are valid. **Note: This course satisfies a math credit requirement for students on the Foundation High School Program.**

Practicum in Business Mgmt- BUS4100 (2 Credits)

Level: 4 Course Fee: None
Prerequisite: 2 credits in the Program of Study GPA Weight: Regular

Practicum in Business Management is designed to give students supervised practical application of previously studied knowledge and skills. Practicum experiences occur in a paid or unpaid arrangement and a variety of locations appropriate to the nature and level of experience. Students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and to make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies. Students develop a foundation in the economic, financial, technological, international, social, and ethical aspects of business to become competent consumers, employees, and entrepreneurs. Students enhance reading, writing, computing, communication, and reasoning skills and apply them to the business environment. Students incorporate a broad base of knowledge that includes the legal, managerial, marketing, financial, ethical, and international dimensions of business to make appropriate business decisions.

For more information visit:

<https://tea.texas.gov/academics/college-career-and-military-prep/career-and-technical-education/programs-of-study-additional-resources>

