

Middlesex High School 2014-2015 Curriculum Pacing Guide: Career & Technical Education  
Course: Entrepreneurship Education (Business Education)

<b>Time Frame</b>	<b>Topic</b>	<b>Related SOL Number</b>	<b>Competency/Essential Knowledge</b>	<b>Textbook Correlation</b>	<b>Formative Assessments</b>
Weeks 1, 2, & 3	Workplace Readiness Student Organizations FBLA Internet Safety Teambuilding Communication Skills Professional Knowledge Global Awareness Career Readiness for the 21 <sup>st</sup> Century	CE 0.1,0.3, 0.4,0.11,0.12,0.14  VUS 0.14,0.15  Govt. 0.3, 0.15, 0.16, 0.17  English 6.2, 6.6, 6.7, 6.8, 7.1,7.2,7.6,7.7,7.8,8.2, 8.6,8.7,8.8,9.1,9.5,9.6, 9.7, 10.1,10.5,10.6,10.7,1 1.1,11.5,11.6,11.7,12. 1,12.5,12.6,12.7  Business, Technology, and Marketing Education Standards	001-0021,030-033, 122-127  <ul style="list-style-type: none"> <li>Personal Qualities and People Skills</li> <li>Professional Knowledge and Skills</li> <li>Technology Knowledge and Skills</li> <li>Addressing Elements of Student Life</li> <li>Technology and Knowledge Skills</li> <li>Ethical Issues Related to Computer Systems</li> </ul>	Workplace Readiness Skills & Microsoft IT Academy	Create a FBLA Movie  Workplace Readiness Quiz
Weeks 4-7	Introduction to Entrepreneurship  Entrepreneurship and the Economy	English 9.5, 10.5, 11.5, 12.5  Govt. 15, .17, .18  VUS .15  Business, Technology, and Marketing Education Standards	034-047  <ul style="list-style-type: none"> <li>Explain the concept of entrepreneurship.</li> <li>Describe goals of being an entrepreneur.</li> <li>Research important entrepreneurs.</li> <li>Describe personality traits and skills that make an effective entrepreneur.</li> <li>Explain how being an entrepreneur affects one's way of life.</li> <li>Describe the role of innovation in entrepreneurship.</li> <li>Explain where entrepreneurial opportunities exist.</li> <li>Examine career opportunities in entrepreneurship.</li> <li>Identify time-management skills.</li> </ul>	Chapter 1 & 2	Famous Entrepreneur Project  Comprehensive Quiz  The U.S. Economy & Business Activity  Time Management Tracking Record  Evaluation of Middlesex County

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<ul style="list-style-type: none"> <li>Assess risks of personal decisions.</li> <li>Describe the purposes and types of business communication.</li> <li>Identify components of an oral presentation.</li> <li>Explain the importance of business ethics.</li> <li>Describe trends in entrepreneurship.</li> </ul>						
Weeks 8&9	Types of Business & Business Ownership	English 9.5,9.6,9.7 10.5,10.6, 10.7 11.5, 11.6, 11.7, 12.5, 12.6, 12.7  Govt. 15, .17, .18  VUS .15  WG .11  Business, Technology, and Marketing Education Standards	048-059	Chapter 3	Writing Partnership Agreements  Comprehensive Quiz  Job Description Activity	
<ul style="list-style-type: none"> <li>Examine the evolution of businesses in the local community.</li> <li>Identify the impact of small business/entrepreneurship on market economies.</li> <li>Explain the major reasons for businesses failing.</li> <li>Analyze strategies that can be used to manage the risks of a new business.</li> <li>Describe major types of business ownership.</li> <li>Describe types of entrepreneurial businesses.</li> <li>Describe the major types of businesses.</li> <li>Explore sources of labor.</li> <li>Develop a job description.</li> <li>Describe the procedures for hiring, managing, and dismissing employees.</li> <li>Explain the concept of chain of command.</li> <li>Identify sources of information for entrepreneurs.</li> </ul>						