

Grades 3, 4, 5

Adopted 2012

Accounting

Accounting as a Profession

- A. Explore various accounting careers. 15.1.5.A
 - B. Explain the need for ethics in the classroom and business. 15.1.5.B
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Accounting Fundamentals

- C. Intentionally Blank 15.1.5.C
 - D. Intentionally Blank 15.1.5.D
 - E. Intentionally Blank 15.1.5.E
 - F. Identify family and business assets. 15.1.5.F
 - G. Identify family and business liabilities. 15.1.5.G
 - H. Intentionally Blank 15.1.5.H
 - I. Ask and answer questions about ownership in a business. 15.1.5.I
 - J. Discuss supplies needed to run a business. 15.1.5.J
 - K. Recognize and give examples of revenue. 15.1.5.K
 - L. Recognize and give examples of expenses. 15.1.5.L
 - M. Describe the different methods of how people are compensated. 15.1.5.M
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Framework for Financial Reporting

- N. Discuss the different forms of business ownership in the community. 15.1.5.N
- O. Intentionally Blank 15.1.5.O

Financial Reporting and Analysis

- P. Intentionally Blank 15.1.5.P
- Q. Intentionally Blank 15.1.5.Q
- R. Intentionally Blank 15.1.5.R
- S. Intentionally Blank 15.1.5.S
- T. Intentionally Blank 15.1.5.T
- U. Intentionally Blank 15.1.5.U
- V. Intentionally Blank 15.1.5.V
- W. Discuss problems associated not having enough cash. 15.1.5.W
- X. Intentionally Blank 15.1.5.X

Compliance

- Y. Discuss the price of an item and the actual amount paid. 15.1.5.Y
- Z. Intentionally Blank 15.1.5.Z

Career Management

Knowledge/Planning

- A. Identify personality and character traits about yourself as related to hobbies, activities, and interests. 15.2.5.A

Organizing

- B. Discuss career pathways and describe businesspeople in those pathways within the community. 15.2.5.B
- C. Identify and compare occupations within the global marketplace. 15.2.5.C
- D. Discuss traditional and virtual work environments. 15.2.5.D
- E. Intentionally Blank 15.2.5.E
- F. Discuss the costs associated with post-secondary education. 15.2.5.F
- G. With prompting and support, ask and answer questions about forms completed for school. 15.2.5.G
- H. Discuss interviewing as it relates to school and community. 15.2.5.H
- I. Explain why the U.S has employment laws. 15.2.5.I
- J. Describe the importance of career planning. 15.2.5.J
- K. Define personal networks and their functions. 15.2.5.K

Leading/Directing

- L. Describe personal qualities and behavior related to being a successful student. 15.2.5.L
- M. Explain the importance of adhering to expectations defined in the home, school, and community. 15.2.5.M

Evaluating & Controlling

- N. Intentionally Blank 15.2.5.N
 - O. Explain the importance of accepting diverse populations. 15.2.5.O
 - P. Explain how conflicts can be resolved. 15.2.5.P
 - Q. Identify recent occupations emerging in the workplace. 15.2.5.Q
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Communication

Foundations of Communication

- A. Create work product with a variety of formats including note taking, outlines, essays, correspondence, journals and presentations. 15.3.5.A
 - B. Compose simple requests for information to respond to needs of audience. 15.3.5.B
 - C. Apply strategies to understand directions. 15.3.5.C
 - D. Explain and use vocabulary terms related to business and commerce. 15.3.5.D
 - E. Distinguish between age appropriate and inappropriate print and electronic resources used for introductory research. 15.3.5.E
 - F. Ask meaningful questions based upon a speaker's premise. 15.3.5.F
 - G. Prepare appropriate information for impromptu and planned presentations. 15.3.5.G
 - H. Present information as an individual or in a small group. 15.3.5.H
 - I. Demonstrate note taking and questioning skills. 15.3.5.I
 - J. Demonstrate active listening techniques. 15.3.5.J
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Etiquette

- K. Model appropriate verbal and non-verbal behaviors in various contexts. 15.3.5.K
 - L. Identify traits (e.g., personal boundaries, confidence) that contribute to positive role models. 15.3.5.L
 - M. Apply proper etiquette when using technology. 15.3.5.M
 - N. Apply appropriate work ethic in the classroom. 15.3.5.N
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Organizational Communication

- O. Discuss appropriate communication skills within organizations. 15.3.5.O
- P. Intentionally Blank 15.3.5.P
- Q. Identify communication channels at school, home, and social events. 15.3.5.Q
- R. Intentionally Blank 15.3.5.R

Electronic Communication

- S. Explain electronic communication options (e.g., formal vs. informal, time constraints, geographic location) based on the intended message. 15.3.5.S
- T. Explain the importance of digital citizenship. 15.3.5.T
- U. Intentionally Blank 15.3.5.U
- V. Identify mobile communications used in various settings. 15.3.5.V
- W. Intentionally Blank 15.3.5.W

Diversity

- X. Identify diversity within groups and its effect on communications. 15.3.5.X

Computer and Information Technologies

Influence of Emerging Technologies

- A. Identify emerging technologies used for educational and personal success. 15.4.5.A

Digital Citizenship

- B. Identify and demonstrate understanding of ethical, safe, and social online behavior and potential consequences of unethical, unsafe, and inappropriate behavior. 15.4.5.B

Hardware

- C. Describe the purpose, use, and care of peripheral devices of computer systems including input, processing, storage, and output devices. 15.4.5.C

Input Technologies

- D. Demonstrate the ergonomically correct use of more sophisticated input technologies. 15.4.5.D

Operating Systems

- E. Intentionally Blank 15.4.5.E

Networking

- F. Intentionally Blank 15.4.5.F

Software/Applications

- G. Create a digital project using appropriate software/application for an authentic task. 15.4.5.G

Programming

- H. Intentionally Blank 15.4.5.H
- I. Intentionally Blank 15.4.5.I
- J. Intentionally Blank 15.4.5.J

Digital Media

K. Use digital media to enhance a content-specific work product. 15.4.5.K

Technology Research

L. Discuss the characteristics of a credible website. 15.6.5.L

Emerging Technologies in Careers

M. Discuss the impact of emerging technologies on a variety of careers. 15.6.5.M

Entrepreneurship

The Entrepreneur

A. Define the qualities of an entrepreneur. 15.5.5.A

B. Define the skill set of an entrepreneur. 15.5.5.B

Entrepreneurs in the Domestic Economy

C. Discuss differences and similarities between an entrepreneurship and a corporation. 15.5.5.C

D. Discuss traditional entrepreneurships and the pros and cons of being one's own boss. 15.5.5.D

E. Intentionally Blank 15.5.5.E

Entrepreneurs in the Global Economy

F. Identify global businesses in the local or state economy. 15.5.5.F

G. Intentionally Blank 15.5.5.G

H. Intentionally Blank 15.5.5.H

Business Foundations

I. Identify the functions of a business operation. 15.5.5.I

J. Intentionally Blank 15.5.5.J

K. Intentionally Blank 15.5.5.K

Innovation / Opportunity in Entrepreneurship

L. Intentionally Blank 15.5.5.L

M. Intentionally Blank 15.5.5.M

Finance and Economics

Personal Finance Responsibility

- A. Intentionally Blank 15.6.5.A
 - B. Identify the steps taken when making a rational decision about money. 15.6.5.B
 - C. Intentionally Blank 15.6.5.C
 - D. Identify sources of income. 15.6.5.D
 - E. Intentionally Blank 15.6.5.E
 - F. Intentionally Blank 15.6.5.F
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Money Management / Credit and Debt

- G. Discuss earnings, spending, and savings for financial stability. 15.6.5.G
 - H. Explain various payment methods. 15.6.5.H
 - I. Describe different types of financial institutions in your community. 15.6.5.I
 - J. Explain interest charged versus interest earned. 15.6.5.J
 - K. Discuss factors that impact one's ability to borrow money. 15.6.5.K
 - L. Intentionally Blank 15.6.5.L
 - M. Discuss potential consequences of disclosing personal information. 15.6.5.M
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Risk Management and Insurance

- N. Discuss methods to protect valuable items against damage or loss. 15.6.5.N
 - O. Intentionally Blank 15.6.5.O
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Saving and Investing

- P. Intentionally Blank 15.6.5.P
 - Q. Discuss the purpose and function of investments. 15.6.5.Q
 - R. Discuss investments and how they can grow in value. 15.6.5.R
 - S. Intentionally Blank 15.6.5.S
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Global Business

Global Literacy

- A. Identify global and domestic business and products. 15.7.5.A
 - B. Identify businesses in the community that trade products and/or services internationally. 15.7.5.B
 - C. Intentionally Blank 15.7.5.C
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Government and Legal Systems

- D. Intentionally Blank 15.7.5.D
- E. Discuss laws in the U.S that promote free enterprise. 15.7.5.E

Global Economics

- F. Intentionally Blank 15.7.5.F
- G. Intentionally Blank 15.7.5.G
- H. Describe resources used for business in the domestic and global economy. 15.7.5.H

Global Communication

- I. Identify how misunderstandings occur when speaking, writing, or incorrectly interpreting language. 15.7.5.I
- J. Identify non-verbal behaviors and their impact on communication. 15.7.5.J

Global Responsibility

- K. Explain how the responsible use of natural resources benefits the individual; the family; and local, national, and global communities. 15.7.5.K

Global Decision Making

- L. Explain why business organizations should be constantly aware of external changes. 15.7.5.L

Global Business Opportunity

- M. Identify countries that produce or specialize in a particular product or industry. 15.7.5.M

Global Marketing

- N. Intentionally Blank 15.7.5.N

Global Finance

- O. Intentionally Blank 15.7.5.O

Management**Organization and Characteristics of Business**

- A. Identify the expansion and decline of businesses in the community. 15.8.5.A
- B. Identify the different forms of business ownership in the local community. 15.8.5.B
- C. Explain the importance of ethical behavior in various situations. 15.8.5.C

Management Functions

- D. Identify the process for planning and completing a project. 15.8.5.D
- E. Explain the need for management hierarchy in a business. 15.8.5.E
- F. Discuss techniques to manage individuals or businesses. 15.8.5.F
- G. Discuss characteristics of good leaders. 15.8.5.G
- H. Explain strategies designed to motivate individuals. 15.8.5.H

Management Skills

- I. Identify communication skills necessary for success as a leader. 15.8.5.I
- J. Identify technology tools used by business management. 15.8.5.J
- K. Intentionally Blank 15.8.5.K

Human Resource Management

- L. Intentionally Blank 15.8.5.L
- M. Intentionally Blank 15.8.5.M
- N. Intentionally Blank 15.8.5.N
- O. Intentionally Blank 15.8.5.O
- P. Intentionally Blank 15.8.5.P
- Q. Intentionally Blank 15.8.5.Q

Management Focus

- R. Intentionally Blank 15.8.5.R
- S. Intentionally blank 15.8.5.S
- T. Intentionally Blank 15.8.5.T

Marketing

Marketing as a Profession

- A. Identify marketing careers and organizations within the field of marketing. 15.9.5.A

Marketing Fundamentals

- B. Ask and answer questions about reasons you and your family made specific purchases. 15.9.5.B
- C. Intentionally Blank 15.9.5.C

Communications in Marketing

- D. Reference Business, Computer and Information Technologies 15.9.5.D
- E. Give examples of various consumer behaviors and characteristics. 15.9.5.E

Marketing Mix

- F. Identify types of products and services that have changed over time. 15.9.5.F
- G. Explain the process used to obtain and maintain product and service availability. 15.9.5.G
- H. Discuss elements affecting a product's price. 15.9.5.H
- I. Distinguish types of promotions and their goal: education, awareness building, persuasion, and loyalty. 15.9.5.I

Research

- J. Provide examples of marketing related data collection methods used by companies. 15.9.5.J

Marketing Plan

- K. Intentionally Blank 15.9.5.K

Marketing Technology

- L. Identify technologies that are used in marketing. 15.9.5.L

Legal/Ethical

- M. Provide examples of problems businesses and consumers have with unethical or illegal behavior. 15.9.5.M