

# Grades 6, 7, 8

Adopted 2012

## Accounting

### Accounting as a Profession

- A. Identify knowledge, skills, and attitudes needed for careers in accounting. 15.1.8.A
  - B. Describe ethical and unethical business practices related to accounting. 15.1.8.B
- 

### Accounting Fundamentals

- C. Identify the parts of the accounting equation. 15.1.8.C
  - D. Describe the components of the accounting cycle. 15.1.8.D
  - E. Explore various technologies used in accounting. 15.1.8.E
  - F. Identify, recognize, and classify short- and long-term assets. 15.1.8.F
  - G. Identify, recognize, and classify short- and long-term liabilities. 15.1.8.G
  - H. Discuss the value of family and business assets over time. 15.1.8.H
  - I. Identify and classify the classes and rights of types of stock. 15.1.8.I
  - J. Explain the concept of inventory and its role in business. 15.1.8.J
  - K. Identify and classify revenue. 15.1.8.K
  - L. Identify and classify expenses. 15.1.8.L
  - M. Identify and give examples of net pay and gross pay. 15.1.8.M
- 

### Framework for Financial Reporting

- N. Discuss the advantages and disadvantages of the different forms of business ownership (proprietorship, partnership, and corporation, etc.). 15.1.8.N
- O. Intentionally Blank 15.1.8.O

---

### **Financial Reporting and Analysis**

- P. Identify and describe bank statements. 15.1.8.P
- Q. Identify and recognize financial reports and their purpose. 15.1.8.Q
- R. Intentionally Blank 15.1.8.R
- S. Intentionally Blank 15.1.8.S
- T. Identify and give examples of possible financial indicators for various types of business. 15.1.8.T
- U. Intentionally Blank 15.1.8.U
- V. Intentionally Blank 15.1.8.V
- W. Identify and give examples of problems associated with a business not having enough cash on hand. 15.1.8.W
- X. Identify and list examples of fixed and variable costs. 15.1.8.X

---

### **Compliance**

- Y. Identify and list examples of taxes. 15.1.8.Y
- Z. Identify the importance of good record keeping for businesses. 15.1.8.Z

---

### **Career Management**

#### **Knowledge/Planning**

- A. Examine various occupation options based on career assessments results, personal characteristics, talents, skills, abilities, and aptitudes as related to career pathways, clusters, or occupations. 15.2.8.A

---

## Organizing

- B. Apply various online and traditional career management tools to explore career clusters. 15.2.8.B
- C. Correlate individual career interests to job opportunities within the global marketplace. 15.2.8.C
- D. Compare and contrast occupations in a virtual versus a traditional work environment. 15.2.8.D
- E. Examine school program offerings related to individual career options. 15.2.8.E
- F. Analyze financial options and costs associated with post-secondary education. 15.2.8.F
- G. Evaluate applications to define the purpose and audience. 15.2.8.G
- H. Identify interview strategies. 15.2.8.H
- I. Examine laws associated with employment including Child Labor Laws and Civil Rights Act of 1964. 15.2.8.I
- J. Develop a career plan based on career assessment results, occupational research and high school course offerings. 15.2.8.J
- K. Explain the importance of personal networking and its impact on achieving a career goal. 15.2.8.K

---

## Leading/Directing

- L. Illustrate how personal qualities and behavior affect school and work success. 15.2.8.L
- M. Explain the importance of workplace expectations. 15.2.8.M

---

## Evaluating & Controlling

- N. Intentionally Blank 15.2.8.N
  - O. Explore diversity as related to occupations. 15.2.8.O
  - P. Identify strategies for conflict resolution. 15.2.8.P
  - Q. Explain how changes in society influence the job market (creation of new positions and elimination of obsolete work). 15.2.8.Q
-

## Communication

### Foundations of Communication

- A. Selecting the appropriate writing type to produce a work product. 15.3.8.A
  - B. Produce a variety of business documents and reports; focus on content, style, and format. 15.3.8.B
  - C. Apply strategies to understand complex directions. 15.3.8.C
  - D. Distinguish between appropriate and in-appropriate business work products. 15.3.8.D
  - E. Choose appropriate print and electronic resources to meet project need. 15.3.8.E
  - F. Define a position, support it with claims, and respond to questions to support claim. 15.3.8.F
  - G. Develop appropriate information and content for presentations, meetings, discussions, and group assignments. 15.3.8.G
  - H. Deliver presentations using a variety of techniques and media; employ conventions of language. 15.3.8.H
  - I. Distinguish between relevant and non-relevant information for note taking, questioning, or decision making. 15.3.8.I
  - J. Identify barriers to active listening (e.g., environmental, peer, time, and cultural distractions). 15.3.8.J
- 

### Etiquette

- K. Determine the situational appropriateness of verbal and non-verbal behaviors. 15.3.8.K
  - L. Describe the characteristics of positive role models for development of work ethic and leadership skills. 15.3.8.L
  - M. Demonstrate proper etiquette when networking either face-to-face or online. 15.3.8.M
  - N. Examine the impact of work ethic in various contexts. 15.3.8.N
- 

### Organizational Communication

- O. Discuss types of communication skills (e.g., internal, external) in organizations. 15.3.8.O
- Q. Identify communication channels and their purpose in the business community. 15.3.8.Q
- P. Describe leadership communication skills necessary for goal setting and generating ideas. 15.3.8.P
- R. Discuss appropriate communication strategies between supervisors and subordinates. 15.3.8.R

---

### **Electronic Communication**

- S. Apply appropriate electronic communication based on message requirements. 15.3.8.S
  - T. Discuss the rules of digital citizenship. 15.3.8.T
  - U. Identify and employ various electronic communication options related to desired outcomes. 15.3.8.U
  - V. Describe varieties of mobile communication used within businesses and/or organizations. 15.3.8.V
  - W. Use electronic communication with peers and/or educators to produce a work product. 15.3.8.W
- 

### **Diversity**

- X. Demonstrate effective techniques for good communication. 15.3.8.X
- 

## **Computer and Information Technologies**

### **Influence of Emerging Technologies**

- A. Analyze the influence of emerging technologies on daily life. 15.4.8.A
- 

### **Digital Citizenship**

- B. Interpret and apply appropriate social, legal, ethical, and safe behaviors of digital citizenship. 15.4.8.B
- 

### **Hardware**

- C. Compare and contrast peripheral devices of computing systems for specific needs. 15.4.8.C
- 

### **Input Technologies**

- D. Create projects using emerging input technologies. 15.4.8.D
- 

### **Operating Systems**

- E. Explain the different operating systems. 15.4.8.E
- 

### **Networking**

- F. Identify network communication technologies. 15.4.8.F
- 

### **Software/Applications**

- G. Create an advanced digital project using appropriate software/application for an authentic task. 15.4.8.G

---

### **Programming**

- H. Explain the differences between a scripting language and a coding language. 15.4.8.H
  - I. Solve a problem with an algorithm. 15.4.8.I
  - J. Explain the basic differences between encoding and decoding. 15.4.8.J
- 

### **Digital Media**

- K. Create a multimedia project using student-created digital media. 15.4.8.K
- 

### **Technology Research**

- L. Evaluate the accuracy and bias of online sources of information; appropriately cite online resources. 15.6.8.L
- 

### **Emerging Technologies in Careers**

- M. Explore and describe how emerging technologies are used across different career paths. 15.6.8.M
- 

## **Entrepreneurship**

### **The Entrepreneur**

- A. Explore pathways to becoming an entrepreneur. 15.5.8.A
  - B. Identify management and organizational skills needed for entrepreneurship. 15.5.8.B
- 

### **Entrepreneurs in the Domestic Economy**

- C. Intentionally Blank 15.5.8.C
  - D. Compare and contrast entrepreneurship in emerging fields, (e.g., social media, online business, alternative energy sources and uses, agriculture and industrial) with traditional entrepreneurs. 15.5.8.D
  - E. Intentionally Blank 15.5.8.E
- 

### **Entrepreneurs in the Global Economy**

- F. Identify interconnectivity of global and local business operating in the local/state economy. 15.5.8.F
  - G. Identify the impact of global business on pricing for local entrepreneurs. 15.5.8.G
  - H. Identify entrepreneurial opportunities in the global economy. 15.5.8.H
- 

### **Business Foundations**

- I. Compare and contrast the various functions of operations management. 15.5.8.I
- J. Define the impact of emerging technologies on business management. 15.5.8.J
- K. Identify government agencies and regulations that impact business. 15.5.8.K

---

## **Innovation / Opportunity in Entrepreneurship**

- L. Intentionally Blank 15.5.8.L
  - M. Intentionally Blank 15.5.8.M
- 

## **Finance and Economics**

### **Personal Finance Responsibility**

- A. Intentionally Blank 15.6.8.A
  - B. Discuss the importance of developing short-, medium-, and long-term personal financial goals. 15.6.8.B
  - C. Intentionally Blank 15.6.8.C
  - D. Identify employee benefits and their impact on income. 15.6.8.D
  - E. Explain the difference between sales and income tax. 15.6.8.E
  - F. Evaluate assets as related to personal wealth and spending. 15.6.8.F
- 

### **Money Management / Credit and Debt**

- G. Discuss the need for money management. 15.6.8.G
  - H. Compare and contrast advantages and disadvantages of various options of paying for short- and long-term purchases. 15.6.8.H
  - I. Compare advantages and disadvantages of different financial institutions relating to saving, investing, and borrowing. 15.6.8.I
  - J. Explain the difference between simple and compound interest. 15.6.8.J
  - K. Investigate factors that contribute to a positive or negative credit history. 15.6.8.K
  - L. Analyze the components and value of credit reports for consumers, borrowers and lenders. 15.6.8.L
  - M. Examine steps to minimize exposure to identity theft. 15.6.8.M
- 

### **Risk Management and Insurance**

- N. Examine the purpose and importance of various types of insurances. 15.6.8.N
  - O. Intentionally Blank 15.6.8.O
- 

### **Saving and Investing**

- P. Intentionally Blank 15.6.8.P
  - Q. Calculate investment growth using varying rates of return. 15.6.8.Q
  - R. Evaluate the benefits of a diversified investment portfolio. 15.6.8.R
  - S. Intentionally Blank 15.6.8.S
-

## Global Business

### Global Literacy

- A. Trace and discuss the effect of international trade on the U.S throughout history. 15.7.8.A
  - B. Identify barriers (time zones, transportation, language, regulations, social customs) to international trade and determine how these barriers can be overcome. 15.7.8.B
  - C. Explain how current global events impact the business climate. 15.7.8.C
- 

### Government and Legal Systems

- D. Explain the advantages and disadvantages of different types of governments on business. 15.7.8.D
  - E. Compare legal structure and laws of other countries as they relate to global business. 15.7.8.E
- 

### Global Economics

- F. Identify economic indicators that define the health of a nation's businesses. 15.7.8.F
  - G. Classify products and services as imports or exports. 15.7.8.G
  - H. Compare and contrast the efficient use of natural and human resources and the impact on participation in the global economy. 15.7.8.H
- 

### Global Communication

- I. Analyze the impact of tone, style, and language in sending and receiving communications. 15.7.8.I
  - J. Explain the importance of non-verbal behaviors on cultural business relationships. 15.7.8.J
- 

### Global Responsibility

- K. Discuss ethical business conduct and identify how companies may act in a globally responsible manner. 15.7.8.K
- 

### Global Decision Making

- L. Explain how historic international relationships impact current business. 15.7.8.L
- 

### Global Business Opportunity

- M. Investigate resources, agencies, and organizations that promote global trade. 15.7.8.M
- 

### Global Marketing

- N. Intentionally Blank 15.7.8.N
- 

### Global Finance

- O. Intentionally Blank 15.7.8.O
-

## Management

### Organization and Characteristics of Business

- A. Explain how economic growth and decline impact business. 15.8.8.A
  - B. Explain the characteristics of different forms of business ownership, such as sole proprietorship, partnership, and corporation. 15.8.8.B
  - C. Discuss ethical and unethical behaviors and their impact on business and organizations. 15.8.8.C
- 

### Management Functions

- D. Discuss the function of mission, vision, goals, and objectives within a business plan. 15.8.8.D
  - E. Identify business management styles (e.g., autocratic, democratic, laissez-faire) used in a business or organization. 15.8.8.E
  - F. Discuss strategies to motivate and compensate employees. 15.8.8.F
  - G. Compare and contrast leadership styles. 15.8.8.G
  - H. Compare and contrast motivational theories used in a business or organization. 15.8.8.H
- 

### Management Skills

- I. Demonstrate communication skills necessary for success within an organization. 15.8.8.I
  - J. Explain how technology tools are used in business management. 15.8.8.J
  - K. Discuss the benefits of lifelong learning on career growth. 15.8.8.K
- 

### Human Resource Management

- L. Intentionally Blank 15.8.8.L
  - M. Describe the interview and selection process for applicants in various businesses. 15.8.8.M
  - N. Intentionally Blank 15.8.8.N
  - O. Intentionally Blank 15.8.8.O
  - P. Describe the role and function of performance evaluations in business. 15.8.8.P
  - Q. Discuss employee compensation plans for various careers. 15.8.8.Q
- 

### Management Focus

- R. Interpret data on financial statements as it relates to management decisions. 15.8.8.R
  - S. Identify the processes used to design, redesign, supply, and schedule production for a business product. 15.8.8.S
  - T. Identify management strategies used by global businesses. 15.8.8.T
-

## Marketing

### Marketing as a Profession

- A. Explore various marketing careers and analyze their role in the business world. [15.9.8.A](#)
- 

### Marketing Fundamentals

- B. Describe how businesses influence purchasing decisions. [15.9.8.B](#)
  - C. Distinguish among members of a marketing channel, including company, intermediaries, retailer, and consumer. [15.9.8.C](#)
- 

### Communications in Marketing

- D. Reference Business, Computer and Information Technologies [15.9.8.D](#)
  - E. Differentiate types of consumer behavior and characteristics including but not limited to spending habits, emotional buying, rational buying and buying power. [15.9.8.E](#)
- 

### Marketing Mix

- F. Compare and contrast processes used to obtain, develop, maintain, and improve products or services including product development, packaging, branding, product mix and product life cycle. [15.9.8.F](#)
  - G. Compare and contrast different processes of distribution. [15.9.8.G](#)
  - H. Analyze pricing strategies and practices used by local, domestic, and global industries. [15.9.8.H](#)
  - I. Compare and contrast existing promotional plans used by local, domestic, and global industries. [15.9.8.I](#)
- 

### Research

- J. Summarize data collection methods as related to marketing. [15.9.8.J](#)
- 

### Marketing Plan

- K. Explain the components of a marketing plan. [15.9.8.K](#)
- 

### Marketing Technology

- L. Explain how technologies are used in marketing to gain a competitive advantage. [15.9.8.L](#)
- 

### Legal/Ethical

- M. Discuss the laws and regulations that impact marketing and its consumers (e.g., Consumer Product Safety, Consumer Pricing Act, Trademark Counterfeiting Act, Federal Trade Commission Act). [15.9.8.M](#)