

ND BUSINESS EDUCATION FRAMEWORKS

Business Fundamentals

Course Code	Course Name/Course Description	Grade Levels	High School Credit Options
14230	Business Fundamentals: Students will be introduced to the world of business and prepare for the economic roles of consumer, worker, and citizen. The content may include a study of the business environment and strategies for creating, financing, marketing and managing a business. This course will also serve as a background for other business courses you may take in high school and college.	9-12	1/2 or 1 credit
Topic	Performance Expectations		
Accounting Process	<ul style="list-style-type: none"> • Distinguish between revenue and gains (1.4g.1.1) • Distinguish between expenses and losses (1.4g.1.2) • Explain the purpose of the accounting system (1.5.1.1) 		
Business Law	<ul style="list-style-type: none"> • Distinguish unethical from illegal conduct (2.1a.1.8) • Identify consequences of unethical conduct (2.1a.1.9) • Identify consequences of illegal conduct (2.1a.1.10) • Explain the roles of local and state government (2.1b.1.7) • Describe the powers of the federal and state governments as stated in the US constitution (2.1b.1.8) • Distinguish between civil and criminal law (2.1g.1.2) • Identify different areas of civil law that impact businesses (e.g., tort, contract, and property law) (2.1g.1.3) • Explain the nature of employer/employee relationships (2.3b.1.1) (Level 1) 		
Communication	<ul style="list-style-type: none"> • Explain the value and impact of interpersonal relationships in the business environment (4.2a.1.21) • Discuss the impact of effective communication on professional image and job retention (4.2a.1.24) • Demonstrate an understanding of and respect for the business customs, etiquette, and communication styles of various cultures (4.2a.1.25) • Respect different intergenerational communication styles, perspectives, and opinions (4.2a.1.26) • Select appropriate business attire and demonstrate good grooming (4.2a.1.27) 		

	<ul style="list-style-type: none"> • Display a positive attitude in personal and professional settings (4.2a.1.28) • Demonstrate a positive work ethic in a professional environment (4.2a.1.29) • Discuss common types of unethical behavior in the workplace (4.2a.1.35) • Demonstrate effective consensus building techniques (4.2b.1.16) • Apply team skills in a business environment (4.2b.1.18) • Use standard English when speaking on the job, especially avoiding the use of expletives, slang, and unfamiliar jargon and technical terms (4.4a.1.19)
<p>Economics and Personal Finance</p>	<ul style="list-style-type: none"> • Analyze existing economies and how they answer the following three basic economic questions every economic system must answer: (5.2.1.8) <ul style="list-style-type: none"> ○ What goods and services should be produced? ○ How should the goods and services be produced? ○ For whom should the goods and services be produced? • Explain the roles of profit and competition in a market-oriented economy (5.3.1.11) • Identify major functions of the public sector in a market economy (5.3.1.12) • Analyze ways in which a society’s allocation of resources will be affected by its laws, public policy, and taxation (5.3.1.13) • Identify how certain historical events (e.g., the Depression, 1980s savings and loan crisis, September 11, housing market crisis of 2008) have influenced the banking system and other financial institutions (5.3.1.14) • Identify determinants of supply and demand (5.4.1.8) • Demonstrate an understanding of the supply and demand curves that show increases and decreases in quantity supplied and quantity demanded (5.4.1.9) • Demonstrate an understanding of the supply and demand curves when there are increases and decreases in supply and demand and explain why these changes occur (5.4.1.10) • Identify fiscal policies used by the federal government to regulate the economy (5.7.1.13) • Discuss the history of banking in the United States, how monetary and fiscal policies have evolved, and how monetary and fiscal policies have been in opposition or in harmony with each other (5.7.1.14) • Differentiate between monetary and fiscal policies and identify when it may be appropriate to use a given policy (5.7.1.15) • Analyze the effect of national debt or surplus on the economy (5.7.1.16) • Analyze how a change in the value of a nation’s currency (appreciation or depreciation) can affect the level of its imports and exports (5.8.1.8) • Apply the decision-making process to various types of decisions at different stages of the life cycle (5.10.1.7)
<p>Entrepreneurship</p>	<ul style="list-style-type: none"> • Explain the importance of entrepreneurship as a choice in a market economy (6.1a.1.6) • Differentiate between entrepreneur and intrapreneur (6.1a.1.7) • Analyze the characteristics of successful entrepreneurs (6.1b.1.3)

	<ul style="list-style-type: none"> • Compare and contrast one’s personal characteristics with those that are typical of an entrepreneur (6.1b.1.4) • Compare and contrast the risks and benefits of choosing to become an entrepreneur (6.1b.1.5) • Examine one’s ability to take risks as an entrepreneur (6.1b.1.6) • Assess one’s personal qualifications to become an entrepreneur (6.1b.1.7)
Information Technology	<ul style="list-style-type: none"> • Analyze how developments in information technology affect the supply demand characteristics of the job market (7.1.1.15) • Examine how information technology changes the breadth and level of worker responsibilities (7.1.1.17) • Discuss basic issues related to responsible use of technology and describe personal or legal consequences of inappropriate use (7.3.1.16) • Compare and contrast various types of license agreements (e.g., open source, multiple license agreements, single user installation, site license) (7.3.1.19) • Evaluate how information technology transforms business processes and relationships (8.1.1.18) • Identify emerging trends in information technology and predict influences on business and industry (8.1.1.20) • Recognize the importance of your digital footprint and manage it professionally (8.3.1.15) • Recognize responsible use of digital commerce (8.3.1.16) • Recognize how information technology contributes to lifelong learning (8.3.1.17)
International Business	<ul style="list-style-type: none"> • Recognize gift giving in business relationships in several cultures and give examples of appropriate and inappropriate gifts for persons in a given country (8.2a.1.8) • Compare the business protocol of various countries (8.2a.1.12) • Identify and explain formal and informal trade barriers (8.2b.1.4) • Describe how trade barriers and incentives affect choice of location for companies operating internationally (8.2b.1.5) • Recognize legal differences in areas such as consumer protection, product safety, labor laws, contract formulation, liability, and taxation for various countries (8.2c.1.6) • Describe formal practices used by a given country to limit international companies from establishing or conducting business (8.2c.1.10) • Explain the difference between the free market economy and government-controlled economy (8.2d.1.6) • Explain how opportunity costs are used in decision making to allocate the resources (8.2d.1.9) • Identify how various economic systems influence what is produced, how it is produced, for whom it is produced, and who benefits from this production (8.2d.1.11)
Management	<ul style="list-style-type: none"> • Describe the interaction between and among management levels (9.1a.1.7) • Differentiate between leading and managing (9.1c.1.6)

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| | <ul style="list-style-type: none">• Compare and contrast leadership styles (9.1c.1.7)• Define and provide examples of the basic forms of business ownership (e.g., sole proprietorship, partnership and corporation) (9.3a.1.1)• Compare and contrast the basic forms of business ownership (9.3a.1.3) |
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