

## ND BUSINESS EDUCATION FRAMEWORKS

### Entrepreneurial Accounting

Course Code	Course Name/Course Description	Grade Levels	High School Credit Options
<b>14015</b>	<p>Entrepreneurial Accounting: Students examine the principles, techniques, and uses of accounting in the planning, control, and decision-making of business organizations from an entrepreneurial perspective.</p> <p><b>Prerequisite: Accounting I - IV</b></p>	<b>10-12</b>	<b>1/2</b>
Topic	Performance Expectations		
Role of the Entrepreneurial Accountant	<ul style="list-style-type: none"> <li>• Explain how accounting information is used to allocate resources in the business and personal decision-making process (1.1.1.5)</li> <li>• Explain the need for a code of ethics in accounting and the ethical responsibilities required of accountants (1.1.1.4)</li> <li>• Explain the skills and competencies needed to be successful in the accounting profession (1.1.2.4)</li> <li>• Discuss common types of unethical behavior in the workplace (4.2a.1.35)</li> <li>• Discuss the importance of taking responsibility for all written communication (4.3a.1.17)</li> <li>• Discuss the importance of taking responsibility for all spoken communication (4.4a.1.21)</li> </ul>		
Terminology and Technology	<ul style="list-style-type: none"> <li>• Explain the terms entrepreneur and entrepreneurship (6.1a.1.1)</li> <li>• Evaluate software, methods, and systems available for maintaining business records (6.6a.1.9)</li> <li>• Develop an accounting system for an entrepreneurial venture (6.6a.1.10)</li> <li>• Use software to maintain business financial records (6.6a.1.11)</li> </ul>		
Business Records and Financial Reports	<ul style="list-style-type: none"> <li>• Identify sources for obtaining financial reports (1.2.1.1)</li> <li>• Identify the classifications in an income statement and explain their relationship to each other (revenue, expense, gains, losses) (1.2.1.11)</li> <li>• Describe changes in the ownership structure using the statement of equity (1.2.1.12)</li> <li>• Identify the different types of business operations (1.2.1.16)</li> <li>• Explain how the different types of business operations are reflected in the financial statements (1.2.1.17)</li> </ul>		

	<ul style="list-style-type: none"> <li>• Identify and explain the business activities reported in a statement of cash flows (operating, investing, financing) (1.2.1.18*)</li> <li>• Evaluate software, methods, and systems available for maintaining business records (6.6a.1.9)</li> <li>• Prepare basic financial statements (e.g., income statements, balance sheet) (6.6b.1.2)</li> </ul>
<b>Financial Data in Planning, Organizing, and Decision Making</b>	<ul style="list-style-type: none"> <li>• Discuss the information that can be obtained from analyzing financial statements (1.3.1.1)</li> <li>• Perform a horizontal and vertical analysis of the income statement and balance sheet (1.3.1.3)</li> <li>• Assess profitability and capital structure by calculating and interpreting financial ratios (gross profit margin, operating profit margin, net profit margin, return on assets, return on operating assets, sales turnover) (1.3.1.4)</li> <li>• Assess liquidity and solvency by calculating financial ratios (working capital, current ratio, quick ratio, cash ratio, inventory turnover, accounts receivable turnover, operating cycle) (1.3.1.5)</li> <li>• Compare and contrast debt and equity financing and explain the impact on the financial statements (1.3.1.6)</li> <li>• Apply information technology to conduct financial analysis (1.3.1.9)</li> <li>• Identify and explain common methods for manipulating financial statements and financial ratios (1.3.1.10)</li> <li>• Describe the ethical and legal implications of financial statements and financial ratios (1.3.1.11)</li> <li>• Identify and apply internal control procedures used to safeguard assets and ensure the integrity of the accounting information system (1.6a.1.1)</li> <li>• Explain and compare the behavior of fixed, variable, and mixed costs (1.6a.1.4*)</li> <li>• Prepare a budget for planning purposes (1.6a.1.6*)</li> <li>• Explain how accounting information facilitates management decision-making (1.6b.1.1)</li> <li>• Estimate staffing and purchasing needs based on sales data (6.6b.1.3)</li> <li>• Select and complete appropriate records for an entrepreneurial venture (6.6b.1.4)</li> <li>• Use sales and budget forecasts in business planning (6.6b.1.6)</li> <li>• Develop plans to manage accounts receivable and accounts payable (6.6b.1.7)</li> <li>• Compare actual income and expenses to budgeted amounts for a specific period (6.6b.1.8)</li> <li>• Calculate financial ratios (6.6b.1.9)</li> <li>• Analyze for decision-making purposes the financial health of a business (6.6b.1.10)</li> <li>• Analyze for decision-making purposes the cash flow of a business (6.6b.1.11)</li> <li>• Analyze for decision-making purposes the worth of a business (6.6b.1.12)</li> </ul>
<b>Asset Management</b>	<ul style="list-style-type: none"> <li>• Explain the accounting methods used to determine the value of accounts receivable to be reported on the balance sheet and describe the effect on the income statement (1.4b.1.1)</li> <li>• Record transactions for accounts receivable, including uncollectible accounts, write-offs, and recoveries (1.4b.1.2)</li> </ul>

	<ul style="list-style-type: none"> <li>• Explain the difference between the periodic and perpetual inventory methods (1.4b.1.3)</li> <li>• Identify and describe the cost flow assumptions for inventory and explain the impact on the balance sheet and income statement (1.4b.1.5)</li> <li>• Describe the criteria used to distinguish between capital expenditures and revenue expenditures (1.4b.1.6)</li> <li>• Determine the costs of property, plant and equipment, natural resources, and intangible assets are determined (1.4b.1.7)</li> <li>• Identify, calculate, and record depreciation, depletion, and amortization, and explain the impact on the financial statements (1.4b.1.9)</li> <li>• Determine the impact on the financial statements when assets are sold, disposed, or rendered obsolete (1.4b.1.10)</li> </ul>
Liability Management	<ul style="list-style-type: none"> <li>• Record transactions for accounts payable and other short-term debt (1.4c.1.1)</li> <li>• Calculate the cost of borrowed funds and determine the impact on the financial statements (1.4c.1.4*)</li> </ul>
Equity Management	<ul style="list-style-type: none"> <li>• Record equity-related transactions (1.4d.1.3)</li> </ul>
Revenue Management	<ul style="list-style-type: none"> <li>• Describe the criteria used to determine revenue recognition (1.4e.1.1)</li> <li>• Record revenue-related transactions (1.4e.1.2)</li> </ul>
Expense Management	<ul style="list-style-type: none"> <li>• Describe the criteria used to determine expense recognition (1.4f.1.1)</li> <li>• Record expense-related transactions (1.4f.1.2)</li> </ul>
Gains and Loss Management	<ul style="list-style-type: none"> <li>• Distinguish between revenue and gains (1.4g.1.1)</li> <li>• Distinguish between expenses and losses (1.4g.1.2)</li> <li>• Record transactions resulting in gains and losses (1.4g.1.3)</li> </ul>
Payroll and Taxes	<ul style="list-style-type: none"> <li>• Calculate net pay (1.7c.3.1)</li> <li>• Calculate employer's payroll taxes (1.7c.3.2)</li> <li>• Prepare payroll reports (1.7c.3.3)</li> <li>• Analyze the relationship of business and tax reporting (6.6a.1.12)</li> </ul>