

**HIGH SCHOOL OF BUSINESS PROGRAM COURSE CODES
GRADES 9-12**

These courses are ONLY for those instructors who have completed the High School of Business National Certification.

High school (grades 9-12) courses in High School of Business require 150 contact hours per Career and Technical Education (CTE) credit.

Course Code	Course Name	Recommended Grade Levels	Description	High School Credit Options*	License/credential Required**
04311	HSB - Leadership for Business	9	<i>Leadership</i> , a project-based leadership course, develops student understanding and skills in such areas as communication skills, emotional intelligence, operations, and professional development. Students acquire an understanding and appreciation of the need for leadership skills. To encourage immediate implementation of leadership skills, <i>Leadership</i> utilizes an on-going service-learning project for course delivery and reinforcement. The course content is sequenced for students to identify, plan, implement, and evaluate a service-learning project based on the needs of their community/school. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Formal reflection is an on-going component of the course.	½ <i>Max credit = ½</i>	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04311-High School of Business-Leadership for Business ♦ 5-12
04312	HSB - Wealth Management	9-12	<i>Wealth Management</i> is an accelerated financial literacy course in which High School of Business™ students actively learn to manage and build personal wealth. Students develop an understanding of the relationship between economics and wealth management, set personal and financial goals, establish a personal budget, manage personal finances, explore methods of generating income, determine insurance needs, and acquire investing skills and knowledge. To demonstrate their mastery of such financial literacy skills and knowledge, students engage in an intensive project to educate those around them (e.g., fellow high school students, adult members of the community, etc.) about wealth management, its importance, and its impact upon a person's overall success in life. Suggested Pre-requisite: Leadership for Business.	½ <i>Max credit = ½</i>	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04312-High School of Business-Wealth Management ♦ 5-12

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04313	HSB - Principles of Business	9-12	<i>Principles of Business</i> , a project-based business course, develops student understanding and skills in such areas as business law, economics, financial analysis, human resources management, information management, marketing, operations, and strategic management. Through the use of three projects, students acquire an understanding and appreciation of the business world. They develop a business analysis report, conduct an environmental scan of the local business community, and investigate business activities. Current technology will be used to acquire information and to complete the projects. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Formal reflection is an on-going component of the course. Suggested Pre-requisite: Leadership for Business and Wealth Management.	½ <i>Max credit = ½</i>	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04313-High School of Business-Principles of Business ♦ 5-12
04314	HSB - Business Economics	9-12	In <i>Business Economics</i> , a project-based business course, students expand their understanding that businesses are influenced by external factors that are often beyond their control. Consumer spending, government policies, economic conditions, legal issues, and global competition are addressed through practical, current applications to everyday societal and business life. Students develop their knowledge and skills in such areas as economics, entrepreneurship, and professional development.	½ <i>Max credit = ½</i>	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04314-High School of Business-Business Economics ♦ 5-12

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Course Code	Course Name	Recommended Grade Levels	Description	High School Credit Options*	License/credential Required**
04315	HSB - Principles of Marketing	10-12	<i>Principles of Marketing</i> is a project-based business course that develops student understanding and skills in the functional areas of channel management, marketing-information management, market planning, pricing, product/service management, promotion, and selling. Students acquire an understanding and appreciation of each of the marketing activities.	$\frac{1}{2}$ <i>Max credit = $\frac{1}{2}$</i>	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04315-High School of Business-Principles of Marketing ♦ 5-12
04316	HSB - Principles of Finance	10-12	<i>Principles of Finance</i> furthers student understanding of two specific business activities—accounting and finance—that were introduced in an earlier <i>High School of Business</i> course, <i>Principles of Business</i> . Through team activities and a semester-long corporate investment project, students make connections between accounting and finance. Students acquire an understanding of financial statements, calculate financial ratios, and make corporate financial management decisions based on their analysis of that financial data. In addition, students apply the concepts of operating and overhead costs, internal accounting controls, and budgets to their class business. Lastly, cost/benefit analysis is introduced as an element of financial planning and decision-making.	$\frac{1}{2}$ <i>Max credit = $\frac{1}{2}$</i>	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04316-High School of Business-Principles of Finance ♦ 5-12

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Course Code	Course Name	Grade Levels	Description	High School Credit Options*	License/credential Required**
04317	HSB - Principles of Management	11-12	<i>Principles of Management</i> furthers student understanding of management that was introduced in an earlier <i>High School of Business™</i> course, <i>Principles of Business</i> . Through individual and team activities and a semester-long project, students make connections between management and business success. Students acquire an understanding of legal and ethical issues associated with management; initiate, plan, implement and control, and close a project; motivate team members; delegate work; develop a chain of command; coordinate work efforts; and interpret statistical findings.	½ Max credit = ½	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04317-High School of Business-Principles of Management ♦ 5-12
04318	HSB - Business Strategies	12	<i>Business Strategies</i> , which is the capstone course for the <i>High School of Business™</i> program, develops student understanding and skills in such areas as business law, entrepreneurship, financial analysis, human resources management, and strategic management. By planning, organizing, staffing, directing, leading, and controlling business activities, students acquire a realistic understanding of what is required to open and successfully run a business. They conduct situational, market, and competitive analyses; select a target market; develop a business plan; recruit, interview, select, and hire staff; supervise staff; control use of resources; and evaluate the results of the business effort. Throughout the course, students make decisions and use problem-solving skills. Formal reflection is an on-going component of the course.	½ Max credit = ½	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 5-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 5-12, or 9-12 OR 04006-CTE Marketing Education ♦ 5-12 or 9-12 AND 04318-High School of Business-Business Strategies ♦ 5-12

* *High school curricular requirements are spelled out in NDCC 15.1-21-02 and High school unit - instructional time is NDCC 15.1-21-03. Maximum credit refers to the maximum units of credit a student may earn for a course over four years of high school. (Example: Band - a student may be enrolled in band all four years of high school -- earning a possible total of four units of credit.)*

** *Please refer to the second page of the teacher's North Dakota Educator's Professional license to verify which subject areas a teacher is qualified to teach. Licenses and endorsements are obtained on a teaching license from the Education Standards and Practices Board (ESPB).*

Credentials are obtained from the Department of Public Instruction (DPI) and are issued to individuals holding a current teaching license.