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**Entrepreneurship
 Course Syllabus
 2019-2020**



Pathway: Entrepreneurship

Course Description: Entrepreneurial Ventures is the third course in the Small Business Development Career Pathway. This course concentrates on the management skills necessary for successful business operation. Students will study management strategies for developing and implementing business plans; structuring the organization; financing the organization; and managing information, operations, marketing and human resources. International business principles are infused in the standards for Entrepreneurial Ventures. An integral component of the Entrepreneurial Ventures course is a school-based or community based entrepreneurial venture that will engage students in the creation and management of a business and the challenges of being a small business owner. Mastery of these standards through project-based learning and leadership development activities of Future Business Leaders of America (FBLA) will help prepare students with a competitive edge for the global marketplace.

Course of Study:

Topic:	Standards:
Employability Skills	BMA-ENT-1 Demonstrate employability skills required by business and industry.
Operations Management	BMA-ENT-2 Relate concepts and processes associated with entrepreneurial success and the personal traits and behaviors associated with successful entrepreneurial performance.
Human Resource Management	BMA-ENT-3 Use and model concepts, strategies, and systems needed to interact and present effectively to others. BMA-ENT-11 Understand the concepts, systems, and strategies needed to acquire, motivate, develop, and terminate employees.
Functions of Management	BMA-ENT-4 Apply fundamental business concepts that affect business decision making. BMA-ENT-9 Manage and operate a business (or simulate the management and operation) through daily tasks and activities of a small business.
Organizational Structures	BMA-ENT-5 Explain and detail legal form of business ownership and the impact of government's role on business.
Economics	BMA-ENT-6 Understand and apply the basic economic principles and concepts fundamental to entrepreneurship.
Marketing Management	BMA-ENT-7 Develop a marketing plan to identify, reach, and retain customers in a specific target market.
Financial Management	BMA-ENT-8 Analyze financial issues relating to successful business ownership.
Bus Plan Dev. and Implementation	BMA-ENT-10 Research, develop, and present a business plan.
Student Organizations (FBLA)	BMA-ENT-12 Explore how related student organizations are integral parts of career and technology education courses through leadership development, school and community service projects, entrepreneurship development, and competitive events.

In addition to content standards, students will be responsible for showing mastery of the Common Core literacy standards. These standards will be taught using reading and writing activities related to the content area. Reading materials may include novels, technical manuals, articles or other appropriate materials as determined by the instructor.

Classroom Rules/Conduct:

As part of the P.R.E.P. Academy, the Business Education Department focuses on professionalism, accountability, responsibility, self-discipline and similar work ethics that are expected behaviors in a business environment. Therefore, each student is expected to conduct himself/herself in a professional manner by avoiding the following infractions: (1) unnecessarily stopping the teacher from teaching, (2) hindering other students from learning, and (3) engaging in behavior that is not in the best interest of the class. To insure that an acceptable learning atmosphere is maintained, the teacher will enforce the discipline procedures outlined in the Thomas County Central High School *Parent/Student* handbook. In addition, the following classroom rules will be enforced.

- A. Be seated and ready to begin class when the tardy bell rings. Do not stand around outside the classroom.
- B. Stay awake and alert in class.
- C. Keep drinks/food/cell phone/electronic devices in book bag. Do not bring these down the hallway.
- D. Discard trash in trashcans.
- E. Keep book bag, purse, etc, out of the aisle. Keep purses on the floor beside your seat.
- F. Do not interrupt the teacher or another student unnecessarily during instruction.
- G. Be respectful of the teacher and students in the class.
- H. Remain seated until class is dismissed by teacher—no moving to visit with friends.
- I. Dress appropriately as documented in the *Parent/Student* handbook.
- J. Keep the computer settings established by the computer technician, and avoid touching the back of the computers.
- K. Students will not receive credit for an assignment that was obtained dishonestly and will be required to complete a more difficult alternative assignment. Any student involved in assisting or allowing the dishonest student to obtain the assignment must also complete an alternative assignment and will not be given credit for the previously-completed assignment. **Student directories will be checked periodically for individual completion of assignments.**
- L. All computer assignments must be completed at school.

Consequences for Misconduct:

- **1st Offense: Verbal Warning. Documented.**
- **2nd Offense: Written Warning. Copy sent home for parent signature. Documented.**
- **3rd Offense: Disciplinary write-up to Mrs. Adams, CTAE Director and Assistant Principal.**

Grading Policy:

Daily Grades/In Class Assignments.....	20%
Tests	20%
Projects/Lab Work	40%
Benchmark/SLO	20%

System Grading Scale

A 90-100

B 80-89

C 70-79

Below 70 (Failing)

Make-Up Tests/Assignments:

Students can make up class work and tests or receive help from the teacher before or after school. On days when administrators schedule meetings after school, the lab will not be available for students. Please check with the teacher before you plan to stay to make sure she is available. If a student is absent for any reason, it is his/her responsibility to find out the assignments missed and then make up the work.

Late Assignment Policy:

Ten points will be deducted from the graded work for each day late beyond the due date.

Computer Use:

Students will be required to access the Internet for some assignments and projects. Each student must have an Acceptable Use Policy (AUP) on file at the school. All policies in the AUP will be followed.

Students should only use the Internet when instructed for classroom purposes. Students who are caught downloading/streaming music, on inappropriate websites, attempting to bypass the server, or participating in other questionable activities will receive a referral and their computer privileges may be revoked.

Future Business Leaders of America (FBLA):

A quarter of a million high school and middle school students, college and university students, faculty, educators, administrators, and business professionals have chosen to be members of the premier business education association preparing students for careers in business.

Why is FBLA-PBL so popular? It's simple. We have developed a unique value program that excites students, faculty and administrators, and business professionals to join our organization. If you are interested in developing leadership, communication, and team skills, or simply looking for an organization to meet and network with others at the local, state and national levels, then FBLA-PBL is the organization for you.

EOPA Statement (Test given is the NOCTI General Management Assessment)

Students are encouraged to select a pathway beginning in ninth grade that is connected to their college and career goals. This course is one of three courses in the name of pathway in the CTAE department. At the conclusion of the third pathway course, students will be required to take an End of Pathway Assessment. This assessment provides students an opportunity to demonstrate what they have learned by completing an on-line, nationally recognized exam. Students who complete a pathway and earn an industry credential by passing the assessment will receive a graduation cord to signify their achievement.

Entrepreneurship Career Pathway Completers - Industry credentialing for high school students upon completion of sequenced courses in the Entrepreneurship Career Pathway, students are eligible to complete the Industry-Recognized student credential for fulfillment of the End of Pathway Assessment. Secondary students completing the Entrepreneurship pathway will be able to sit for the National Industry Credentialed assessment offered on-line from NOCTI and OKCareerTech. Once mastery is reached, students will receive recognition for completion and use this credential in conjunction with their job or continuing training. For specific assessment information, refer to: <http://bit.ly/BMA-EOPA>

Career Opportunities

The Business Education Department at Thomas County Central High School goes through an in depth process to ensure that we are offering courses that are relevant to local business needs, student interest, and relevancy to their pursuit of future degrees. Below is a list of degrees directly related to this class and other occupations which overlap into this skill area.

Sample High Demand Careers in Georgia				
Occupation Specialties	Level of Education Needed	Georgia Average Salary	Annual Average Openings in Georgia	2014 – 2024 Employment Outlook
General and Operations Managers	Associate's Degree	\$116,076	2983	High Demand, High Skill
Marketing Research Analysis & Marketing Specialists	Bachelor's Degree	\$63,503	519	High Demand, High Skill
Personal Financial Advisors	Bachelor's Degree	\$119,425	410	High Demand, High Skill

Since there are not specific occupations representing this pathway, the following are resources for small business developers:

FIRST STOP - www.sos.georgia.gov/firststop

Georgia Entrepreneur & Small Business Programs –

www.georgia.org/smallbusiness

SCORE provides free, one-on-one counseling to potential entrepreneurs And mentoring to those who decide to start their own business. www.score.org.

Georgia Trends Small Business Guide

[http://lscpagepro.mydigitalpublication.com/publication/?i=448376#{"issue_id":448376,"page":0}](http://lscpagepro.mydigitalpublication.com/publication/?i=448376#{)