

WARREN COUNTY SCHOOL DISTRICT
PLANNED INSTRUCTION

COURSE DESCRIPTION

Course Title: Small Business Entrepreneurship

Course Number: _____

Course Prerequisites: None

Course Description: (Include “no final exam” or “final exam required”)

Small Business Entrepreneurship teaches students the business and academic skills they need to build and manage a successful 21st century business. The development of a business plan is emphasized including product/service development, promotion, management and operation, and financing. Internet businesses and web page design will also be explored. Marketing projects, teamwork, leadership activities through Skills USA competitions provide many opportunities for application of instructional competencies.

Final Exam is required.

Suggested Grade Level: 10-12

Length of Course: _____ One Semester X Two Semesters _____ Other

(Describe)

Units of Credit: 1 (Insert NONE if appropriate.)

PDE Certification and Staffing Policies and Guidelines (CSPG) Required Teacher Certification(s)

(Insert certificate title and CSPG#) Marketing/Distributive Education Teacher/Coordinator and/or Business

Certification verified by WCSD Human Resources Department:

X Yes _____ No

Board Approved Textbooks, Software, Materials:

Title: Entrepreneurship Building a Business

Publisher: Glencoe

ISBN #: 978-0-07-889766-5

Copyright Date: 2011

Date of WCSD Board Approval:

BOARD APPROVAL:

Date Written: _____ November, 2009

Date Approved: _____

Implementation Year: _____ 2010

Suggested Supplemental Materials: (List or insert **None**)

Student Workbook 978-0-07-894325-6
Current Microsoft Office 2007 software
REAL Curriculum & CD

Course Standards

PA Academic Standards: (List by Number and Description)

13.1.11 Career Awareness and Preparation D, F
13.2.11 Career Acquisition (Getting a Job) A, C, E,
13.3.11 Career Retention and Advancement A, B, D, G
13.4.11 Entrepreneurship A, B, C

SEE TASK GRID

WCSD Academic Standards: (List or **None**)

None

Industry or Other Standards: (List, Identify Source or **None**)

NOCTI

SPECIAL EDUCATION AND GIFTED REQUIREMENTS

The teacher shall make appropriate modifications to instruction and assessment based on a student's Individual Education Plan (IEP) or Gifted Individual Education Plan (GIEP).

SPECIFIC EDUCATIONAL OBJECTIVES/CORRESPONDING STANDARDS AND ELIGIBLE CONTENT WHERE APPLICABLE

(List Objectives, PA Standards #'s, Other Standards (see samples at end))

SEE TASK GRID

PA Standard: 13.1.11 Career Awareness and Preparation D, F

X – performance assessed during that semester

	Performance Indicators	1	2	Assessment
D.	Evaluate school-based opportunities for career awareness/preparation.			<ul style="list-style-type: none"> • Projects/Performance • Quizzes • Tests • Teacher Observation
F.	Analyze the relationship between career choices and career preparation opportunities, such as, but not limited to: Associate degree, Baccalaureate degree, Certificate/licensure, Immediate part/full time employment, entrepreneurship			

PA Standard: 13.2.11 Career Retention (Getting a Job) A, C, E

X – performance assessed during that semester

	Performance Indicators	1	2	Assessment
A.	Apply effective speaking and listening skills used in a job interview.			<ul style="list-style-type: none"> • Projects/Performance • Quizzes • Tests • Teacher Observation
C.	Develop and assemble, for career portfolio placement, career acquisition documents, such as, but not limited to job application, letter of appreciation and application, resume			
E.	Demonstrate, in the career acquisition process, the application of essential workplace skills/knowledge.			

PA Standard: 13.3.11 Career Retention and Advancement A, B, D, G

X – performance assessed during that semester

	Performance Indicators	1	2	Assessment
A.	Evaluate personal attitudes and work habits that support career retention and advancement.			<ul style="list-style-type: none"> • Projects/Performance • Quizzes • Tests • Teacher Observation
B.	Evaluate team member roles to describe and illustrate active listening techniques.			
D.	Develop a personal budget abased on career choice.			
G.	Evaluate the impact of lifelong learning on career retention and advancement.			

PA Standard: 13.4.11 Entrepreneurship A, B, C

X – performance assessed during that semester

	Performance Indicators	1	2	Assessment
A.	Analyze entrepreneurship as it relates to personal career goals and corporate opportunities.			<ul style="list-style-type: none"> • Projects/Performance • Quizzes • Tests • Teacher Observation
B.	Analyze entrepreneurship as it relates to personal character traits.			
C.	Develop a business plan for an entrepreneurial concept of personal interest and identify available resources.			

ASSESSMENTS

PSSA Assessment Anchors Addressed: The teacher must be knowledgeable of the PDE Assessment Anchors and/or Eligible Content and incorporate them into this planned instruction. Current assessment anchors can be found at pde@state.pa.us.

Formative Assessments: The teacher will develop and use standards-based assessments throughout the course.

Portfolio Assessment: _____ Yes X No

District-wide Final Examination Required: X Yes _____ No

Course Challenge Assessment (Describe):
Performance Assessments

REQUIRED COURSE SEQUENCE AND TIMELINE

(Content must be tied to objectives)

Content Sequence	Dates
Introduction to Business Planning	20 days
Generating New Business Ideas	20 days
Analyzing Markets and Competitors	20 days
Introduction to Financials	15 days
Planning a New Enterprise	15 days
Marketing the Product and/or Service	30 days
Business Management and Operations	25 days
Financing the Business	25 days
Executive Summary	5 days
Presenting the Business Plan	5 days
	180 days

Objectives:

See Task Grid

WRITING TEAM: Claudia Solinko

WCSD STUDENT DATA SYSTEM INFORMATION

1. Is there a required final examination? X Yes No
2. Does this course issue a mark/grade for the report card? X Yes No
3. Does this course issue a Pass/Fail mark? Yes X No
4. Is the course mark/grade part of the GPA calculation? X Yes No
5. Is the course eligible for Honor Roll calculation? X Yes No
6. What is the academic weight of the course?
 No weight/Non credit X Standard weight
 Enhanced weight (Describe)