

	Quarter 1/3					Quarter 2/4			
	August/January		September/February			October/March		November/ April	December/ May
Topic	All about Entrepreneurship	Entrepreneurs in a Market Economy	Identify and Meet a Market Need	Select a Type of Ownership	Market Your Business	Develop a Business Plan	Distribution, Promotion, and Selling	Plan and Track Your Finances	Management
Essential Question	Should you become an Entrepreneur?	How do entrepreneurs make economic decisions?	How do entrepreneurs identify and research their market?	What legal for of business should an entrepreneur choose?	How will you market your business?	Why is a business plan important?	How will your business distribute, sell and promote their products and/or services?	How does a business obtain financing and track their finances?	
Standards/Outcomes	<p>2.01 Demonstrate use of the concepts, strategies, and systems for obtaining and conveying ideas and information to enhance communication in the workplace.</p> <p>- 2.01.01 Explain and demonstrate the nature of effective communications</p> <p>- 2.01.02 Describe methods in dealing with conflict as it relates with entrepreneurship/small business ownership.</p> <p>4.01 Assess entrepreneurship/small-business management-career information to enhance opportunities for career success.</p> <p>- 4.01.01 Analyze and define entrepreneurship.</p> <p>- 4.01.03 Explain characteristics of an entrepreneur as it</p>	<p>1.02 Examine and employ business and economic principles and concepts in making informed business decisions to continue business operations.</p> <p>- 1.02.01 Demonstrate an understanding of how basic economic concepts are utilized by an entrepreneur/small business owner.</p> <p>- 1.02.02 Explain and describe cost/benefit analysis as it explains cost-profit relationships.</p>	<p>4.01 Assess entrepreneurship/small-business management-career information to enhance opportunities for career success.</p> <p>- 4.01.02 Expound on the importance of entrepreneurship on market economies</p> <p>5.01.03 Explain tools used by entrepreneurs for venture planning</p> <p>8.01 The student conducts a needs assessment for a business</p>	<p>2.01.02 Describe methods in dealing with conflict as it relates with entrepreneurship/small business ownership.</p> <p>3.01 Describe an entrepreneur's responsibility to know and abide by laws and regulations that affect all individuals involved in the business operations.</p> <p>- 3.01.01 Describe the relationship between principled entrepreneurship versus personal responsibility</p> <p>- 3.01.02 Describe the relationship between government and business</p> <p>- 3.01.03 Identify types of business ownership</p> <p>- 3.01.04 Demonstrate understanding of managerial</p>	<p>5.01.02 Give explanation on how entrepreneurs recognize marketplace opportunities.</p> <p>6.01.02 Describe the impact of the Internet on entrepreneurship/small business ownership</p> <p>7.01 Manage marketing activities to facilitate business development and growth.</p> <p>- 7.01.01 Understand marketing's role and function in business to facilitate economic exchanges with customers</p> <p>- 7.01.02 Analyze the role of</p>	<p>5.01 Examine and describe the entrepreneurial business creation process</p> <p>- 5.01.01 Identify successful methods in developing and assessing innovative business ideas.</p> <p>- 5.01.02 Give explanation on how entrepreneurs recognize marketplace opportunities.</p> <p>- 5.01.03 Explain tools used by entrepreneurs for venture planning</p> <p>8.01 The student conducts a needs assessment for a business</p> <p>- 8.01.02 Examine and explain the components and purpose of a financial plan for a business.</p> <p>- 8.01.03 Identify and evaluate a local entrepreneurial</p>	<p>5.01.02 Give explanation on how entrepreneurs recognize marketplace opportunities.</p> <p>7.01.01 Understand marketing's role and function in business to facilitate economic exchanges with customers</p> <p>7.01.04 Describe marketing functions and related activities</p>	<p>1.01 Solve mathematical problems and use the information as it relates with entrepreneurship/small business ownership.</p> <p>- 1.01.01 Solve mathematical problems using numbers and operations.</p> <p>- 1.01.02 Incorporate algebraic skills to make business decisions.</p> <p>5.01.02 Give explanation on how entrepreneurs recognize marketplace opportunities.</p> <p>5.01.03 Explain tools used by entrepreneurs for venture planning</p> <p>6.01 Maintain, monitor, plan, and control the use of financial resources to protect an entrepreneur and business's fiscal well-being</p> <p>- 6.01.01 The</p>	<p>4.01 Assess entrepreneurship/small-business management-career information to enhance opportunities for career success.</p> <p>- 4.01.03 Explain characteristics of an entrepreneur as it relates to personal assessment and management</p> <p>5.02.02 Describe the need for continuation planning as it relates with entrepreneurship/small business ownership.</p> <p>8.02.01 Develop organizational skills to improve efficiency</p> <p>9.01 Obtain and develop strategies for ensuring a successful career in entrepreneurship/small business ownership.</p> <p>- 9.01.01 Develop</p>

	<p>relates to personal assessment and management</p> <p>9.01 Obtain and develop strategies for ensuring a successful career in entrepreneurship/small business ownership.</p> <p>- 9.01.01 Develop personal traits and behaviors to foster career advancement.</p>			<p>and business ethics</p> <p>5.02 Student will identify and define the importance of managing risks in developing a business venture.</p> <p>- 5.02.01 Explain proper methods in assessing and calculating risk in developing a business venture.</p> <p>- 5.02.02 Describe the need for continuation planning as it relates with entrepreneurship/small business ownership.</p>	<p>marketing research in constructing a small business management model.</p> <p>- 7.01.04 Describe marketing functions and related activities</p>	<p>venture/business.</p> <p>8.02 Understand organizational and financial tools used in making business decisions as it relates to entrepreneurship/small business ownership.</p> <p>- 8.02.02 Identify and explain expense control strategies to enhance the financial well-being of a business.</p>		<p>student demonstrates an understanding of information management concepts and how they support effective business operations.</p> <p>8.01.01 Describe the components and purpose of a business plan.</p> <p>8.02 Understand organizational and financial tools used in making business decisions as it relates to entrepreneurship/small business ownership.</p> <p>- 8.02.02 Identify and explain expense control strategies to enhance the financial well-being of a business.</p> <p>- 8.02.03 Give explanation on how entrepreneurs incorporate accounting in making business decisions.</p> <p>- 8.02.04 Understand the need for proper financial and money management as it relates to an entrepreneur/small business owner.</p>	<p>personal traits and behaviors to foster career advancement.</p>
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Curriculum Materials	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e, South-Western Cengage - Guided Notes: Chapter 1 - Assignments: 1.2, 1.3 SMART Goals, 1.4 - Project-Based Learning: Research an Entrepreneur, 1.3 Business Opportunity 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: Chapter 2 - Assignments: 2.3 Law of Supply and Demand - Project-Based Learning: Needs vs. Wants Discussion Board, 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: Chapter 4 - Assignments: 4.1 Target Market, 4.3 Sweet Shop - Project-Based Learning: 4.2 Research the Market 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: Chapter 7 - Assignments: 7.2 Types of Ownership - Project-Based Learning: What will your business ownership look like? 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: Chapter 5 - Assignments: 5.1 Business Goals, 5.2 Naming a Business, 5.3 Pizza Pricing Strategies - Project-Based Learning: Design Business Logo/Business Name, Evolution of a Logo 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: - Assignments: - Project-Based Learning: - Business Plan: 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: - Assignments: - Project-Based Learning: - Business Plan: 	<ul style="list-style-type: none"> - Textbook: Entrepreneurship- Ideas in Action, 5e - Guided Notes: - Assignments: - Project-Based Learning: - Business Plan:
Supplemental Materials								
Connections	Local Entrepreneurship Speaker							
Assessments	1.1 Quiz Chapter 1 Test	2.2 Quiz Chapter 2 Test	Chapter 4 Test	7.1 Quiz Chapter 7 Test	Chapter 5 Test	Business Plan	Chapter 6 Test	Chapter 9 Test Chapter 10 & 11