

Business Management - SDC

Pacing Guide

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QUARTER 1

SMALL BUSINESS AND ENTREPRENEURSHIP

- Starting a Small Business
- A Job defined: Entrepreneur
- Entrepreneurship 101
- Business Characteristics
- Organizational Structures

ECONOMICS

- Economic Process and Concepts
- Economic Systems
- Political and Economic Systems
- Consumer Economic Systems
- Supply and Demand

MARKETING

- Fundamentals of Marketing
- Marketing Concepts
- The 4 P's
- Marketing and Pricing Concepts
- Promotional Mix

QUARTER 2

ACCOUNTING

- Basic Accounting principles
- Primary Accounting Reports
- Key Analytical Calculations

HUMAN RESOURCES:

- Human Resource Management
- Recruitment
- Leadership Styles
- Managing People
- Coaching and Motivating Employees

WORKFORCE LAW

- Contract and Employment Law
- Government Role in Business
- Business Law Basics
- Product and Service Law
- Civil Law Procedures

QUARTER 3

ETHICS AND ETHICAL DECISION MAKING

- Business Ethics
- Ethics in Business/Decision Making

LOGISTICS AND SUPPLY CHAIN

- Product Planning and Development
- Inventory Management
- Distribution and Inventory Methods
- Evaluating the Competition

USING TECHNOLOGY

- Information and Support Services
- Network Systems
- Workplace Technology

QUARTER 4

OPERATIONS MANAGEMENT

- Successful Business Operations
- Management Functions
- Business and Management Concepts
- Business Cycle and Growth

WORLD/GLOBAL ISSUES

- Global Industry
- Risk and Strategies in International Business
- US and International Trade and Tariffs

CAREER EXPLORATION

- Business Management and Admin
- Marketing
- Finance