

# BUSINESS

Course Title	Grade 8	Grade 9	Grade 10	Grade 11	Grade 12
<b>Required Courses:</b>					
21st Century Technology	X				
Personal Finance				X	
<b>Electives:</b>					
Computer Science		X	X	X	X
Game Programming		X	X	X	X
Intro to Business	X	X	X	X	X
Accounting I			X	X	X
Accounting II			X	X	X
Intro to Marketing		X	X	X	X
Sports & Entertainment Marketing			X	X	X
Marketing I / DECA			X	X	X
Marketing II / Adv. DECA				X	X
Entrepreneurship			X	X	X
Westonka Tech Intern (Application Required)			X	X	X



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## 21st Century Technology

**Course #:** 0258 – Semester Required Course

**Grade Levels:** 8

**Prerequisites:** None

**Course Description:** Students will learn applications of the Microsoft Office suite and technologies that will prepare them to learn and work in the 21st century. Specifically, students will work in Microsoft Word, Excel, and PowerPoint. Other topics will include the use and safety issues of the Internet, search engines, email etiquette, blogs, social networking, bookmarking, infographics, video, coding, augmented and virtual reality, and other Web 2.0 tools. The Google Apps experience will include Docs, Slides, Sheets, Forms, Drawing, Calendar, Maps, Email, and Sites inside of our 277apps.org Google domain. Increasing keyboarding speed and accuracy will also be an emphasis of this course.

**Instructional Methods and Assessments:** Instructional methods include: interactive discussions and lectures, collaborative group projects, simulation activities, quizzes, and independent daily work.

**Basis for Student Success:** Students need the ability to follow written instructions and to work independently. Good listening skills and completing work on time are also an essential skill.

## Computer Science

**Course #:** 0259 – Semester Elective

**Grade Levels:** 9 - 12

**Prerequisites:** Successful completion of 21st Century Technology or instructor approval

**Course Description:** Computer Science is a course designed for those students who show an interest in computer programming and problem solving. The PC computer and Python language are studied. If-Then, Loops, and other commonly used programming statements are learned. Students will develop Windows-based computer programs. In learning to write programs and better understand how computers function, students will be challenged with programming problems that lead them to understanding subroutines, block-structured language, decision structures, and loops.

**Instructional Methods / Assessments:** Instructional methods include: interactive discussions and lectures, computer-based lessons, assigned projects and readings, and one-on-one coaching will be used to teach the course. Students will be assessed on programming projects, homework, and chapter tests.

**Basis for Student Success:** Students should have a strong interest in problem solving.

## Game Programming

**Course #:** 0260 – Semester Elective

**Grade Levels:** 9 - 12

**Prerequisites:** Successful completion of 21st Century Technology or instructor approval



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**Course Description:** Game Programming will expose students to a wide range of concepts and technical skills in five separate areas that will greatly help them succeed in the future.

1. Technical skills related to software development, computer programming, & graphic design.
2. Creative, innovative, & critical thinking.
3. Communication and collaboration as an individual and part of a team.
4. Using appropriate and accessible digital tools for research and learning.

Games will be developed using Blitz Basic 3D programming language. Students will eventually have the foundation necessary to allow them to design and program their own games from scratch.

**Instructional Methods and Assessments:** Instructional methods include: interactive discussions and lectures, computer-based lessons, assigned projects and readings, and one-on-one coaching will be used to teach the course. Students will be assessed on programming projects, homework, and chapter tests. The final will consist of a collaborative group original game created using the techniques and functions learned throughout the course.

**Basis for Student Success:** Students should have an interest and ability in problem solving and game development.

## Personal Finance

**Course #:** 0265 – Semester Required Course

**Grade Levels:** taken sometime grades 10 - 12

**Prerequisites:** None

**Course Description:** Students will learn about five areas of personal finance: 1) Earning and Income, 2) Financial Systems, 3) Credit and Debit Management, 4) Risk Management and 5) Budgeting and Investing. This course covers the various ways to effectively use one's personal finances and to plan for future expenditures. Topics include: types of personal income, budgeting, checking & savings accounts, using credit, insurance (life, health, homeowners, auto, and renters), stock/bond investments, housing, personal income taxes, and retirement. This course will meet the graduation requirement for personal finance for students graduating in 2028 and beyond.

**Instructional Methods and Assessments:** Instructional methods include: interactive discussions and lectures, individual assignments, and several hands-on exercises to learn the material.

Assessments include: daily work, tests, and projects.

**Basis for Student Success:** Students must be motivated and willing to participate in group learning activities.

## Introduction to Business

**Course #:** 0257 – Semester Elective

**Grade Levels:** 8-12

**Prerequisites:** None

**Course Description:** This is a basic business course designed to acquaint students with the major activities associated with operating a business. Students will examine economics, marketing,



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finance, management, and entrepreneurial aspects of business. Career exploration will also be emphasized in this course. Overall, the course gives students a broad exposure to business operations and a solid background for enrolling in additional business courses.

**Instructional Methods and Assessments:** Instructional methods include: both small and large group discussions, case studies of individual businesses and franchises, and analysis of current business trends and how they affect the direction of the business world. Assessments include: daily work, tests, and completion of a business plan for the final project. This class is a self-paced class for a majority of the semester.

**Basis for Student Success:** Students should have basic grammar skills, technology skills, and the ability to complete projects in a timely manner.

## Accounting I

**Course #:** 0266 – Semester Elective

**Grade Levels:** 10 - 12

**Prerequisites:** None.

**Course Description:** *Accounting is the language of business* and many post-secondary institutions REQUIRE this knowledge prior to attendance into business degree programs. This course will prepare students who need a foundation to continue studying business and accounting at the postsecondary level. Accounting will teach students how to apply accounting theory to typical business transactions. Accounting I covers basic accounting concepts such as the accounting cycle for a sole proprietorship: business transactions, general journal entries, posting to the general ledger, worksheet preparation, financial statements, and closing entries using Google Sheets.

**Instructional Methods and Assessments:** Instructional methods include interactive discussion and lectures followed by substantial hands-on practice using the computer lab and Microsoft Excel. Assessments include daily work, tests, participation, and group projects. The final will consist of a collaborative group project where the student will do all the accounting work for a month for a sole proprietor type of business.

**Basis for Student Success:** Students should have basic math and problem solving skills.

## Accounting II

**Course #:** 0267 – Semester Elective

**Grade Levels:** 10 - 12

**Prerequisites:** Accounting I

**Course Description:** *Accounting is the language of business* and many post-secondary institutions REQUIRE this knowledge prior to attendance into business degree programs. This course will prepare students who need a foundation to continue studying business and accounting at the postsecondary level. Accounting will teach students how to apply accounting theory to typical business transactions. Accounting II will cover accounting methods and procedures for a



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merchandising corporation. Other topics include payroll accounting, cost allocation, ratio analysis, and depreciation.

**Instructional Methods and Assessments:** Instructional methods include interactive discussion and lectures followed by substantial hands-on practice using the computer lab and Microsoft Excel. Assessments include daily work, tests, participation, and group projects. The final will consist of a collaborative group project where the student will do all the accounting work for a month for a sole proprietor type of business.

**Basis for Student Success:** Students should have basic math and problem solving skills.

## Introduction to Marketing

**Course #:** 0272 – Semester Elective

**Grade Levels:** 9 - 12

**Prerequisites:** None

**Course Description:** A must for students planning on studying business in college & highly suggested for those participating in DECA. Introduction to Marketing allows students to explore the activities involved in the foundations and functions of the marketing process. Few companies or individuals can be successful without employing sound marketing strategies. Throughout the course students will learn how to successfully market both themselves and the companies they will one day own or work for. DECA is an internationally recognized marketing club and a pathway to business and marketing endeavors. Not only is it the largest organization at WHS, but it allows students to utilize their knowledge learned in, Introduction to Marketing, to gain a competitive advantage.

**Instructional Methods and Assessments:** Classroom instruction will introduce marketing and business topics. The class utilizes a significant amount of hands-on learning through simulated business situations. Individual and team projects will be completed throughout the semester. Assessments include: daily work, projects, presentations, quizzes, and tests.

**Basis for Student Success:** Students should have basic business interest, a willingness to be creative, and the ability to work within a team.

## Sports & Entertainment Marketing

**Course #:** 0273 – Semester Elective

**Grade Levels:** 10 - 12

**Prerequisites:** Intro to Marketing

**Course Description:** This course focuses on sales strategies, personal marketing, and other topics related to marketing in the sports and entertainment industry, one of the fastest growing industries in the nation. The class allows students an opportunity to merge their love for sports and entertainment with their business expertise. Students are encouraged to participate in DECA, an internationally recognized marketing club, to enhance course content.

**Instructional Methods and Assessments:** Classroom instruction will introduce the basic foundations of sports and entertainment marketing. The class utilizes a significant amount of



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hands-on learning through simulated business situations. Individual and team projects will be completed throughout the semester. Assessments include: daily work, continuing projects, presentations, quizzes, and tests.

**Basis for Student Success:** Students should have basic business knowledge, creative problem-solving skills, an interest in sports and entertainment, and a willingness to turn ideas into reality.

## Marketing I / DECA

**Course #:** 0274 – Semester Elective

**Grade Levels:** 10 - 12

**Prerequisites:** Intro to Marketing

**Course Description:** Marketing I / DECA is an exciting, interactive class that promotes student creativity and forward thinking. Students will explore advanced sales, marketing, market research, entrepreneurship and advertising topics. This class truly takes, Introduction to Marketing, to the next level as students are encouraged to think on their feet and establish unique ideas. Throughout the semester students will explore business and marketing topics including role plays, sales demonstrations, radio and television advertisement development, and prepared events including advertising campaigns, business plans, research papers, and/or fashion merchandising plans. Students are encouraged to participate in DECA, an internationally recognized marketing club, to enhance course content. Not only is it the largest organization at WHS but it allows students to utilize their knowledge learned in Marketing I to gain a competitive advantage.

**Instructional Methods and Assessments:** Classroom instruction will focus on a variety of marketing and business topics. The class utilizes a significant amount of hands-on learning through simulated business situations. Assessments include a final project (topic to be determined by the student) to be completed on an individual or team basis, daily work, projects, presentations, quizzes, and tests.

**Basis for Student Success:** Students should have basic business knowledge, a willingness to be creative, and the ability to work within a team.

## Marketing II / Advanced DECA

**Course #:** 0275 – Semester Elective

**Grade Levels:** 11 - 12

**Prerequisites:** Marketing I / DECA

**Course Description:** Marketing II / Advanced DECA allows students to explore advanced topics in business and marketing including: marketing and promotion, business ownership and management, marketing research, and international business. Throughout the semester students will discuss current business trends, business risk, and opportunities in the business world. The class also provides students the opportunity to work with business mentors in an effort to create connections in the business world. Career and educational opportunities will also be explored to better prepare



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students for life after high school. Students will develop the advanced level DECA prepared events for their final semester project. The course is a must for students who are applying to business school, planning to explore a career in the business world, or who are interested in business ownership. Students are encouraged to participate in DECA, an internationally recognized marketing club, to enhance course content. Not only is DECA the largest organization at WHS, but it allows students to utilize their knowledge learned in Marketing II to gain a competitive advantage.

**Instructional Methods and Assessments:** Classroom instruction will focus on advanced business and marketing topics. The class utilizes a significant amount of hands-on learning through simulated business situations. Assessments include: a final project (topic to be determined by the student) to be completed on an individual or team basis, daily work, continuing projects, presentations, participation, quizzes, and tests.

**Basis for Student Success:** Students must have a fundamental understanding of basic business topics, have a basic understanding of personal and business finance, be willing to explore secondary sources for business information, and must have strong organizational skills. Marketing II/Advanced DECA topics tap into student creativity and motivation. Students must be willing to “think outside the box”.

## Entrepreneurship

**Course #:** 0278 – Semester Elective

**Grade Levels:** 10 - 12

**Prerequisites:** Intro to Business or Intro to Marketing

**Course Description:** A dynamic course studying how students can create their own futures by starting their own company. Emphasis is placed on innovation and the creation of an idea for a business, how to market and brand that business (using web and social media tools) and how to put together a business plan. An interactive simulation will be used throughout the semester in order to further enhance topics discussed in class.

**Instructional Methods and Assessments:** Classroom instruction will introduce the basic foundations of entrepreneurship. The class utilizes a significant amount of hands-on learning through simulated business practices including brainstorming a business idea, developing a brand concept, and pitching to an investor. Individual and team projects will be completed throughout the semester. Assessments include: daily work, continuing projects, presentations, quizzes, and tests.

**Basis for Student Success:** Students should have basic business knowledge, creative problem-solving skills, an interest in entrepreneurship, and a willingness to turn ideas into a real world business.



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## Westonka Tech Intern

**Course #:** 0280 – Semester Elective

**Grade Levels:** 10 - 12

**Prerequisites:** Teacher Approval – Please complete this [APPLICATION!](https://goo.gl/KyLJ9n) Use this shortened URL if necessary: <https://goo.gl/KyLJ9n>

**Course Description:** The Westonka Tech Intern (WTI) class prepares students to interact with users providing first-line technical support resolving general device problems. Students are trained to support end users to ensure that all chromebook repairs are dealt with quickly and effectively. Troubleshooting hardware, basic network concepts, supporting new technologies, and repairing chromebook devices are taught in a hands-on class atmosphere. Students gain an understanding of how a help desk functions and the role of customer service in today's world of technology. Students wishing to take this course must request an application from a business teacher. **Students may take this course multiple times.**

