CFISD Business Management Scope and Sequence

Course Description:

In Business Management, students analyze the primary functions of management and leadership in this rapidly evolvingglobal business environment. Students incorporate a broad base of knowledge that includes the legal, managerial, marketing, financial, ethical, and international dimensions of business to make appropriate management decisions. Thiscourse is strongly recommended for those who strive to be their own boss one day. Students taking this course should consider also taking courses in the Finance cluster. (1 credit)

- Grades 11-12
- Recommended prerequisite: at least one Business course (BIM I or II, Global Business, Human Resources Mgmt. or Virtual Business)
- Lab supplies or fee may be required

<u>TEKS</u>

Cluster: Business Management and Administration

Program of Study: Business Management

Endorsement: Business & Industry

- Meets advanced course requirement (Y/N): Y
- Meets foundation requirement for math, science, fine arts, English, LOTE (Y/N-area): N

Industry Certification/Credentials: N/A

Instructional Units	Pacing
1 st Semester	
 Business and Management Concepts 	1 st grading pd
Management Functions	
Organizational Structures	
 Business Characteristics & Operations 	
Business Ethics (Ethics in Business)	
Business Workflow	
Leadership Styles	
Teamwork and Collaboration	
 Human Resource Management (84 slides-may have to add) 	
Recruitment	
	2 nd grading pd
Employability Skills	
 Professional Communication – Styles & Written 	
Managing People	
 Multicultural Workplace (Managing Diversity videos) 	
Workplace Issues	
 Coaching and Motivating Employees 	
2 nd Semester	
Changing Nature of Business	3rd grading pd
 Global Industry/Risks & Strategies in Global Industry 	

Revised for Fall 2021

 Product Planning & Development 	
Inventory Methods	
 Inventory Management (Go Venture-Music Store & Ice Cream, not Sandwich) 	
 Strategies & Solutions: Keys to Solving Business Problems 	
Successful Business Operations	4 th grading pd
Successful Business Operations	
 Evaluating Competition 	
 Aspects of a Business Plan 	
Societal Impacts on Careers	
 Jobs, Careers & Education 	
Decision Making	
 Management – Tasks, Money, Energy 	
Skills for Real World Survival	
Importance of Work Ethic	

Primary Instructional Materials:

CEV Multimedia, Ltd. - Business Management: Cengage Brain ISBN: 978-16-1459212-9

Supplemental Instructional Materials (optional districtwide, but individual campuses should be

consistent in use):

The One Minute Manager-Kenneth Blanchard and Spencer Johnson

The One Minute Sales Manager- Kenneth Blanchard and Spencer

Johnson

The Present- Spencer Johnson

Who Moved My Cheese? - Spencer Johnson

7 Habits of Highly Effective Team- Sean Covey