

Middlesex High School 2014-2015 Curriculum Pacing Guide: Career & Technical Education
 Course: Principles of Business & Marketing (Business Education)

Time Frame	Topic	Related SOL Number	Competency/Essential Knowledge	Textbook Correlation	Formative Assessments
Weeks 1, 2, & 3	Workplace Readiness Student Organizations FBLA Internet Safety Teambuilding Communication Skills Professional Knowledge Global Awareness Career Readiness for the 21 st Century	CE 0.1,0.3, 0.4,0.11,0.12,0.14 VUS 0.14,0.15 Govt. 0.3, 0.15, 0.16, 0.17 English 6.2, 6.6, 6.7, 6.8, 7.1,7.2,7.6,7.7,7.8,8.2,8.6,8.7 ,8.8,9.1,9.5,9.6,9.7, 10.1,10.5,10.6,10.7,11.1,11. 5,11.6,11.7,12.1,12.5,12.6,1 2.7 Business, Technology, and Marketing Education Standards	001-0021,030-033 <ul style="list-style-type: none"> Personal Qualities and People Skills Professional Knowledge and Skills Technology Knowledge and Skills Addressing Elements of Student Life Technology and Knowledge Skills 	Workplace Readiness Skills & Microsoft IT Academy	Create a FBLA Movie Workplace Readiness Quiz
Weeks 4 & 5	Economic Decisions and Systems	English 9.5, 10.5 Govt. 0.14,0.15, 0.16 Business, Technology, and Marketing Education Standards	034-041 <ul style="list-style-type: none"> Identify the difference between needs and wants. Explain the three basic economic questions answered by any economy. Distinguish among the factors of production. Explain the relevance of scarcity to economics. Describe the decision-making process. Identify characteristics of free enterprise. Explain supply, Law of Supply, demand, Law of Demand, and economic equilibrium. Describe the impact of supply and demand on a free enterprise system. 	Chapter 1	Supply & Demand Group Activity Comprehensive Quiz
Weeks 6 & 7	Economic Activity	English 9.5, 10.5	042-046	Chapter 2	Business Cycle Activity

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		Govt. 0.12, 0.13, 0.14,0.15				Comprehensive Quiz
		WHII 0.16				
		Business, Technology, and Marketing Education Standards				
			<ul style="list-style-type: none"> Compare the American economic system to other economic systems. Explain the positive and negative economic impacts of emerging economies on the global market. Define the phases of the business cycle. Identify the measures/indicators of economic activity. Describe possible outcomes and other important aspects of world trade. 			
Weeks 8 & 9	Business & The Global Economy	English 9.5,9.8, 10.5,10.8	042,046,058-060,070	Chapter 3	Branding International Project	
		Govt. 0.12 0.13, 0.14,0.15				
		VUS 0.15				
		Business, Technology, and Marketing Education Standards				
			<ul style="list-style-type: none"> Compare the American economic system to other economic systems. Describe the steps of the selling process. Explain the impacts of technology on employment, business operations, and global activities. Explain the impacts of electronic commerce on business and marketing. Describe possible outcomes and other important aspects of world trade. Identify the steps in the process of resolving consumer complaints. 			