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2018 - 2019 Curriculum Catalog  
Career and Technical Education Series  
Small Business Entrepreneurship

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## Small Business Entrepreneurship Course Overview

This semester-long course is designed to provide the skills needed to effectively organize, develop, create, and manage your own business, while exposing you to the challenges, problems, and issues faced by entrepreneurs. Throughout this course, you will be given the chance to see what kinds of opportunities exist for small business entrepreneurs and become aware of the necessary skills for running a business. You will become familiar with the traits and characteristics that are found in successful entrepreneurs, and you will see how research, planning, operations, and regulations can affect small businesses. You will learn how to develop plans for having effective business management and marketing strategies.

Small Business Entrepreneurship will teach you basic principles of entrepreneurship and business ethics. You'll look at the major steps relevant to starting a new business. These steps include financing, marketing, and managing. Knowing how to analyze a business plan will help you develop one, while at the same time making it easier for you to understand the reasons businesses have to write one. Small Business Entrepreneurship is designed to give you an overview on running a business from start to finish.

### Objectives

- Understand the basic aspects of entrepreneurship.
- Recognize the legal environment of a small business.
- Describe basic economic principles.
- Understand scarcity and forecasting.
- Identify different kinds of costs.
- Explain the principles of financing.
- Identify kinds of financial records.
- Know the sources of financing.
- Explain target markets.
- Analyze market research and competition.
- Describe marketing mix.
- Recognize the roles of management.
- Construct a business plan.

Students must be computer literate and have Internet access. Students should have basic research skills, as well as the ability to conduct online searches and access recommended websites. Word processing and presentation software may be required to produce projects.

Unit 1: Overview of Small Business Entrepreneurship	
Assignments	
Small Business Entrepreneurship	1. Course Overview
	2. What Is Entrepreneurship?
	3. Entrepreneurial Traits
	4. Project: Characteristics of Successful Entrepreneurs
	5. Education, Aptitudes, and Skills
	6. Goals
	7. Personal Interests
	8. Quiz 1: Basic Aspects of Entrepreneurship
	9. Alternate Quiz 1 - Form A: Basic Aspects of Entrepreneurship*
	10. Alternate Quiz 1 - Form B: Basic Aspects of Entrepreneurship*
	11. Ethics
	12. Project: Ethics
	13. Legal Forms of Business Ownership
14. Business Risks	
15. Project: Business Risks	
16. Sources of Assistance	
17. Roles of Government	
18. Quiz 2: Legal Environment of a Small Business	
19. Alternate Quiz 2 - Form A: Legal Environment of a Small Business*	
20. Alternate Quiz 2 - Form B: Legal Environment of a Small Business*	
21. Unit Project: Business Ventures - Part 1	
22. Special Project*	
23. Review	
24. Test	
25. Alternate Test - Form A*	
26. Alternate Test - Form B*	
27. Glossary and Credits	

Unit 2: Economics	
Assignments	
Small Business Entrepreneurship	1. What Is the Role and Importance of Small Business Entrepreneurship in the Economy?
	2. Project: How Entrepreneurs Improve the Economy
	3. Supply and Demand
	4. Pricing and Production
	5. Project: Supply and Demand Graph
	6. Equilibrium
	7. Project: Equilibrium Graph
	8. Quiz 1: Basic Economic Principles
	9. Alternate Quiz 1 - Form A: Basic Economic Principles*
	10. Alternate Quiz 1 - Form B: Basic Economic Principles*
	11. Scarcity
	12. Economic Measurement
	13. Project: Economic Forecast
	14. Quiz 2: Scarcity and Forecasting
	15. Alternate Quiz 2 - Form A: Scarcity and Forecasting*
	16. Alternate Quiz 2 - Form B: Scarcity and Forecasting*
	17. Fixed and Variable Costs
	18. Opportunity Costs
	19. Project: Opportunity Costs
	20. Profit Motive
	21. Quiz 3: Costs
	22. Alternate Quiz 3 - Form A: Costs*
	23. Alternate Quiz 3 - Form B: Costs*
	24. Unit Project: Business Ventures - Part 2
	25. Special Project*
	26. Review
	27. Test
	28. Alternate Test - Form A*
	29. Alternate Test - Form B*
	30. Glossary and Credits

Unit 3: Financing	
Assignments	
Small Business Entrepreneurship	1. Start-Up Costs
	2. Costs of Goods Sold
	3. Operating Expenses
	4. Gross Income, Net Income, and Break-Even Point
	5. Quiz 1: Principles of Financing
	6. Alternate Quiz 1 - Form A: Principles of Financing*
	7. Alternate Quiz 1 - Form B: Principles of Financing*
	8. Income Statement
	9. Project: Income Statement
	10. Balance Sheet
	11. Project: Balance Sheet
	12. Profitability and Projecting Cash Flow
	13. Project: Financial Records
	14. Quiz 2: Financial Records
	15. Alternate Quiz 2 - Form A: Financial Records*
	16. Alternate Quiz 2 - Form B: Financial Records*
	17. Sources of Financing
	18. Assess Collateral
	19. Project: Financing Sources
	20. Interest Rate and Monthly Payments
	21. Quiz 3: Sources of Financing
	22. Alternate Quiz 3 - Form A: Sources of Financing*
	23. Alternate Quiz 3 - Form B: Sources of Financing*
	24. Unit Project: Business Ventures - Part 3
	25. Special Project*
	26. Review
	27. Test
	28. Alternate Test - Form A*
	29. Alternate Test - Form B*
	30. Glossary and Credits

Unit 4: Marketing		
Assignments		
Small Business Entrepreneurship	1. Analyze a Market's Customers	15. Marketing Terminology
	2. Target Market	16. Marketing Functions
	3. Project: Target Market	17. 4P's and 7P's
	4. Quiz 1: Target Markets	18. Project: Marketing Mix
	5. Alternate Quiz 1 - Form A: Target Markets*	19. Project: Promotion
	6. Alternate Quiz 1 - Form B: Target Markets*	20. Marketing Plan
	7. Steps of Market Research	21. Quiz 3: Marketing Mix
	8. Uses for Market Research	22. Alternate Quiz 3 - Form A: Marketing Mix*
	9. Project: Current Event - Market Research	23. Alternate Quiz 3 - Form B: Marketing Mix*
	10. Project: Assessing Competitors' Strengths and Weaknesses	24. Unit Project: Business Ventures - Part 4
	11. Industry Characteristics	25. Special Project*
	12. Quiz 2: Market Research and Competition	26. Review
	13. Alternate Quiz 2 - Form A: Market Research and Competition*	27. Test
	14. Alternate Quiz 2 - Form B: Market Research and Competition*	28. Alternate Test - Form A*
	29. Alternate Test - Form B*	
	30. Glossary and Credits	

Unit 5: Management and Business Plans		
Assignments		
Small Business Entrepreneurship	1. Functions of Management	14. Project: Analyze a Business Plan - Part 3
	2. Project: Leadership Styles	15. Project: Analyze a Business Plan - Part 4
	3. Organization Structure	16. Quiz 2: Business Plan
	4. Project: Organizational Chart	17. Alternate Quiz 2 - Form A: Business Plan*
	5. Regulations to Protect Employees	18. Alternate Quiz 2 - Form B: Business Plan*
	6. Quiz 1: Management	19. Unit Project: Business Ventures - Part 5
	7. Alternate Quiz 1 - Form A: Management*	20. Special Project*
	8. Alternate Quiz 1 - Form B: Management*	21. Review
	9. Business Plan	22. Test
	10. Project: Business Plan	23. Alternate Test - Form A*
	11. Project: Business Plan Sources	24. Alternate Test - Form B*
	12. Project: Analyze a Business Plan - Part 1	25. Glossary and Credits
	13. Project: Analyze a Business Plan - Part 2	

Unit 6: Course Review, and Exam		
Assignments		
SBE	1. Review	3. Alternate Exam - Form A*
	2. Exam	4. Alternate Exam - Form B*

(\* ) Indicates alternative assignment