

CTE Course Description and Standards Crosswalk

Course Information

Course Name	Entrepreneurship
Course Number	83700
Number of High School Credits	.5
Sequence or CTEPS (You must first have the Sequence or CTEPS entered into the EED-CTE system.)	Accounting, Automotive Technology, Culinary Arts/Food Service, Early Childhood & Services, Entrepreneurship, Office Specialist, Support Technician, Web Design/Graphic Artist
Date of district Course Revision	February 2014

Career & Technical Student Organization (CTSO)

CTSO embedded in this sequence	BPA
--------------------------------	-----

Occupational Standards

Source of Occupational Standards	National Business Educators Association (NBEA)
Names/Numbers of Occupational Standards	Management (M), Entrepreneurship (EN), Information Technology (IT), Career Development (CD)

Registration Information

Course Description (brief paragraph – as shown in your student handbook or course list)	Entrepreneurship is designed for students who plan to form, manage, and/or operate a small business enterprise. Students will explore and prepare for work as an entrepreneur, small business planner and/or manager. Course elements will cover a general overview of the legal issues of owning, managing and starting a small business. Students will develop skills and abilities to run a small business, learn and use marketing skills and participate in the actual operations of a small business. This course will enhance a student's skill and ability to use technical communication and writing skills.
Instructional Topic Headings (please separate each heading by a semi-colon)	Characteristics of Entrepreneurship, Role of Employer vs. Employee, Business Plan, Forms of Business Ownership, Accounting Records Business Ethics, Career Exploration, Encourage Career and Technical Student Organization (CTSO) Involvement, Safety

Summative Assessments and Standards

Technical Skills Assessment (TSA)	None
Course addresses:	
New Alaska ELA and Math Standards	Yes
Alaska Cultural Standards	Yes
All Aspects of Industry (AAI)	Yes
Core Technical Standards	Yes
Employability Standards	Yes

Employability Standards

Source of Employability Standards	State of Alaska
-----------------------------------	-----------------

Tech Prep

Current Tech Prep Articulation Agreement? (Y/N)	Yes
Date of Current Agreement	May 2013
Postsecondary Institution Name	UAA- Mat-Su college
Postsecondary Course Name	Introduction to Business
Postsecondary Course Number	BA A151
# of Postsecondary Credits	3

DISTRICT NAME: Mat-Su Borough School District

Source of Occupational Skills Standards

Source/Organization /Agency	Acronym	Website or Location of Information	Section, Chapters, etc. referenced in Performance Standards	Date of Edition or Version
National Business Education Assn.	NBEA	http://www.nbea.org	Career Development, Computation, Entrepreneurship, Information Technology, Marketing,	2013

Additional CTE Course Information

Author	
Course developed by	Revised by Sandra Yocom
Course adapted from	Entrepreneurship
Date of previous course revision	May 2008
Course Delivery Model	
Is the course brokered through another institution or agency? (Y/N)	No

Standards Alignment

Student Performance Standards (Learner Outcomes or Knowledge & Skill Statements)	Specific Occupational Skills Standard	Common Technical Core Standards	New Alaska ENG/LA Standards	New Alaska Math Standards	Alaska Cultural Standards	Employability/ Career Readiness Standards	All Aspects of Industry/ Systems	Assessment
Understand business organizational structures.	M.III	BM3,4,5,6 BM-BIM4,5 BM-MGT1,2,4,6,7,8	L.9-12.6 RST.9-10.10 RST.11-12.2&4		B2	A2,5	Planning Management Labor Technical Skills	BPA-Small Business Management Team, Financial Analyst Team
Research, development, and presentation of a business plan.	EN.IX & IV	BM1,2,3,4,5,6	SL.11-12.4.6.1.a-b,2a-c,3a L.11-12.1.a-b RST.11-12.9 WHST.9-10.7	N-Q.1-3 A.SSE.3,4 S.ID.1-3 S-IC.1-6	B2, 4 C4	A2,5	Technical Skills Planning Management	BPA-Small Business Management Team, Financial Analyst Team
Evaluate characteristics of successful entrepreneurs.	EN.I	BM1,2,3,4,5,6	L.9-12.6 RST.9-10.10 RST.11-		B2, 4 D6	A1,2,3,4,5,7 B1,2,3,4,5	Technical Skills Planning Management	BPA-Small Business Management Team,

DISTRICT NAME: Mat-Su Borough School District

Student Performance Standards (Learner Outcomes or Knowledge & Skill Statements)	Specific Occupational Skills Standard	Common Technical Core Standards	New Alaska ENG/LA Standards	New Alaska Math Standards	Alaska Cultural Standards	Employability/ Career Readiness Standards	All Aspects of Industry/ Systems	Assessment
			12.2&4				nt	Financial Analyst Team
Solve business management case problems.	EN.IX	BM3,4,5,6 BM-BIM4,5 BM-MGT1,2,4,6,7,8	SL.9-10.1.a-d	N-Q.1-3 A.SSE.3,4 S.ID.1-3 S-IC.1-6	B2,3,4	A2,5	Technical Skills Planning Management	BPA-Small Business Management Team, Financial Analyst Team
Perform calculations related to business operations.		BM1 BM-ADM3 BM-BIM2,4	L.9-12.6 RST.9-10.10 RST.11-12.2&4	L.9-12.6 RST.9-10.10 RST.11-12.2&4	B2,4	A2,5	Technical Skills Planning Management Finance	BPA-Small Business Management Team, Financial Analyst Team
Follow professional ethics including software licensing, copyright and intellectual property laws in producing and monitoring web pages and sites.	EN.I CD.III	BM2,5,6 IT 4	WHST.9-12.8 L.9-12.6		B2,3,4	A1,2,5,7	Technical Skills Technology Work Habits	Statement of Authenticity
Recognize entrepreneurship opportunities and the role of employer vs. employee.	EN.I & VII	BM3,5,6	L.9-12.6 SL.9-12.6	S-MD.6 S-IC.6	B2,4	A2,5	Technical Skills Labor	BPA-Small Business Management Team Work Keys
Encourage CTSO involvement.	CD.IV & V	BM3,5,6	L.9-12.6 SL.9-12.6 SL.9-12.1.a-d		B2,3,4 C4 D6 E7,8	A2,5	Technical Skills Technology Planning Labor Work Habits	BPA Competitions
Research career opportunities in the Business/IT career area.	CD.IV	BM3,5,6	L.9-12.6 SL.9-12.6	S-MD.6 S-IC.6	B2,3,4	A1,2,3,4,5,6,7	Technical Skills	AKcis Portfolio

DISTRICT NAME: Mat-Su Borough School District

Student Performance Standards (Learner Outcomes or Knowledge & Skill Statements)	Specific Occupational Skills Standard	Common Technical Core Standards	New Alaska ENG/LA Standards	New Alaska Math Standards	Alaska Cultural Standards	Employability/ Career Readiness Standards	All Aspects of Industry/ Systems	Assessment
			WHST.9-12.6			B1,2,3,4,5	Planning Technology	
Demonstrate safe use of tools and equipment, cyber safety and ergonomic safety in the workplace.	IT.XV CD.III	BM5,6 IT4	L.9-12.6 WHST.9-12.8		B2,4	A1,6	Technical Skills Health/Safety	AK EED Safety Manual Business & Information Systems
Practice and promote ethics and ethical behavior in the workplace	IT-I	BM2,5,6 IT4	WHST.9-12.8	S-MD.6 S-IC.6	B2,3,4	A,1,2,5	Technical Skills Work Habits Management	CTSO Participation Work Keys

Instructional Resources

List the major instructional resources used for this course: (websites, textbooks, essential equipment, reference materials, supplies)

Small Business Administration Business Plan Development packet

Business Professionals of America (BPA) Small Business Management Team & Financial Analyst Team, <http://www.bpa.org>