

Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: September/Business in the Global Economic Environment	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Needs and Wants Goods and Services The Basic Economic Problem The Decision-Making Process Three Economic Problems Types of Economic Systems & the U.S. Economic System Supply & Demand	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Explain the difference between needs and wants. Distinguish between good and services. Describe the basic economic problem. Explain the steps in the decision-making process. Identify the three economic questions. Differentiate among the main types of economic systems. Describe the economic system of the United States. Participating in a Market Economy/Determining Price	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.6.2.A 15.6.2.B 15.6.8.B 15.6.12.A 15.6.12.B 15.6.12.G	
Technology/Supplemental Materials/Resources	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	

Teacher: Steve Walter		Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: October/Economic Activity		
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Gross Domestic Product (GDP) Labor Activities Consumer Spending The Business Cycle Consumer Prices & Interest Rates Investment Activities Borrowing Economic Challenges and Adapting to Current Markets.		
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Define gross domestic product. Describe economic measures of labor. Identify economic indicators for consumer spending. Describe the four phases of the business cycle. Explain causes of inflation. Identify the importance of interest rates. Discuss investment activities that promote economic growth Explain borrowing activities by government, business, and consumers.		
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities		
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments		
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.8.8.A 15.8.12.A 15.7.8.F 15.7.5.H 15.7.12.G 15.7.12.I		
<b>Technology/Supplemental Materials/Resources</b>	Smartboard 15.6.5.Bard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations		

Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: October/Business in the Global Economy	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Trading Among Nations Measuring Trade Relations International Currency International Business Environment International Trade Barriers Multinational Companies/Global Market International Trade Organizations	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Describe importing and exporting activities. Compare balance of trade and balance of payments. List factors that affect the value of global currencies. Describe the components of the international business environment. Identify examples of formal trade. Explain actions to encourage international trade. Discuss activities of multinational organizations. Describe activities of international trade organizations and agencies.	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.7.5.A 15.7.5.B 15.7.2.B 15.7.8.A 15.7.8.D 15.7.8.E 15.7.12.A/15.7.12.B/15.7.12.D/15.7.12.E	
<b>Technology/Supplemental Materials/Resources</b>	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	

Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: November/Social Responsibility of Business and Gov't.	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Social Responsibility Issues & Evaluation Business Ethics Government in Society & Government Protection Activities Regulatory Activities Government Assists Business Government Raises Money	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Describe social responsibility issues. Identify benefits and costs of social responsibility. Explain the purpose of a code of ethics. Identify the roles and levels of government. Explain the role of government protection and the legal system in business. Explain actions by government to regulate business. Discuss efforts of government to raise money. Identify methods used by government to raise money.	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.7.12.D 15.7.8.D 15.7.8.F15 15.7.8.H 15.7.8.K 15.7.12.F/15.7.12.G/15.7.12.H/15.7.12.I	
Technology/Supplemental Materials/Resources	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	

Teacher: Steve Walter	Course: Introduction to Business      Grade Levels : 10-12
	Month/Topic: November/Business Organization
<b>Content/Big Ideas</b> (What the students should know and be able to do)	U.S. Job Market Business and the Economy Types of Businesses Business Ownership Choosing a Form of Business Ownership/Other forms of ownership Designing an Effective Business Organization Types of Organizational Structures
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Describe the changing status of U.S. employment Discuss the role of business in the U.S. economy Describe three major types of businesses. Understand the three major forms of business ownership. Determine when each form of business ownership is most appropriate Recognize other specialized business ownership forms.
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.8.2.A 15.8.5.B 15.8.8.A 15.8.8.B 15.8.12.A 15.8.12.B/15.8.12.E
<b>Technology/Supplemental Materials/Resources</b>	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations



Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: December/Entrepreneurship and Small Business Mgmt.	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Characteristics of Entrepreneurs Entrepreneurship and the Economy Opportunities and Risks Small Business Ownership Small Business Advantages Common Small Business Problems The Business Decision Developing a Business Plan Financing the Small Business	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Identify characteristics of successful entrepreneurs. Recognize the importance of entrepreneurship in the economy. Describe opportunities and risks of entrepreneurship. Identify important characteristics of small businesses. Recognize the competitive advantage of small businesses. Identify problems faced by many small businesses. Recognize important factors to be considered when starting a business. Describe the elements of a business plan. Identify types and sources of financing for a small business.	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.5.2.A 15.5.2.D 15.5.5.A 15.5.5.B 15.5.5.C/15.5.12.E 15.5.5.D/15.5.8.A/15.5.8.B/15.5.12.A/15.5.12.A/15.5.12.C/15.5.12.D	

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Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: January/Management and Leadership	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Role and Work of Managers Management Levels Management Styles What is Leadership? Importance of Human Relations Influencing People Importance of Ethical Behavior/Increasing Ethics Through Leadership	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Define the five functions of management Describe the levels of management in business and organizations Discuss how and when to use the two management styles Describe the need for leadership skills and the characteristics of an effective leader Recognize four types of leadership influence Justify the need for ethical management/Role of leaders in ethics	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.8.12.C 15.8.8.C 15.8.8.E 15.8.12.G 15.8.12.H 15.8.8.H/15.8.8.G	
Technology/Supplemental Materials/Resources	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	

Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: January/Human Resources, Culture, Diversity	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	The Changing Workforce Human Resources Overview Human Resources Planning and Staffing Compensation and Benefits Performance Management Developing an Effective Culture Workforce Diversity	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Describe the nature of today's workforce Identify important goals and activities of human resources Identify important planning and staffing activities Describe compensation and benefits plans Recognize the goals of performance management Recognize factors that contribute to an effective organizational culture Describe the benefits of diversity	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.8.5.H 15.8.5.I 15.8.5.J 15.8.8.F 15.8.8.I 15.8.12.H	
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Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: February/Career Planning and Development	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	The Career Planning Process Career Information Sources Growth Career Areas Personal Assessment Employment Experience Sources of Available Jobs Application Activities – Resume, Cover Letter, References, Application	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Describe the steps in the career planning process. Identify the main sources of career information. Discuss career fields with the most growth potential Describe factors of a personal assessment for career planning Discuss methods for obtaining career experience Identify information sources for available jobs Prepare application materials	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities Create and Format Application Materials	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.2.8.A 15.2.8.B 15.2.12.A 15.2.12.C 15.2.12.G 15.2.12.H	
Technology/Supplemental Materials/Resources	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	

Teacher: Steve Walter		Course: Introduction to Business		Grade Levels : 10-12	
		Month/Topic: March/Business Operations and Technology-Marketing			
<b>Content/Big Ideas</b> (What the students should know and be able to do)		Understand Marketing Marketing Strategy Understand Customers Create and Improve Products Product Planning Services Value and Price Channels of Distribution			
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)		Define important marketing concepts Identify the steps in a marketing strategy Describe the consumer decision-making process Justify the importance of marketing research Identify the components of a product Describe how services differ from products Discuss how the selling price of a product is calculated Differentiate between a direct and an indirect channel of distribution			
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)		Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities			
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)		Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments			
<b>Standards/Benchmarks</b> (PA Academic Standards)		BCIT PDE STANDARDS 15.9.8.A 15.9.12.B 15.9.12.C 15.9.12.E			
<b>Technology/Supplemental Materials/Resources</b>		Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations			

Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: April/Business and Technology	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Computers in Society Input and Processing Memory and Output MIS Technology in Service Industries E-commerce Workplace Technology Home/Personal/Social concerns of Technology	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Identify the main elements of a computer system Describe input devices and processing activities Explain computer storage and output types Describe the components of a management information system Identify computer application in service industries Discuss e-commerce activities Explain workplace uses of technology Identify home/personal applications and social concerns	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.4.12.A 15.4.12.B 15.4.12.C 15.4.12.D 15.4.12.E 15.4.8.A	
<b>Technology/Supplemental Materials/Resources</b>	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	

Teacher: Steve Walter	Course: Introduction to Business	Grade Levels : 10-12
	Month/Topic: May/Financial Management	
<b>Content/Big Ideas</b> (What the students should know and be able to do)	Financial Planning Developing Business Budgets Types of Budgets Financial Records Financial Statements Checkbook records	
<b>Essential Questions</b> (These are important questions that build on the content that students MUST be able to answer after a unit or lesson)	Recognize important financial questions that must be answered in business List the steps in budget preparation Describe three types of business budgets Identify several types of financial records needed by business Describe the differences between income/balance sheets Create and maintain a checkbook for a month	
<b>Skills</b> (What the students will use in order to work with and learn the content and answer the essential questions)	Chapter Checkpoints Key Concepts Making Academic Connections Enrichment Activities	
<b>Activities &amp; Assessments</b> (How you will hold the students accountable for their learning)	Quiz/Test: Matching, multiple choice, short answer, and problem Class participation: Daily assignments and class demonstration/discussion Class Observation Quick Assessments	
<b>Standards/Benchmarks</b> (PA Academic Standards)	BCIT PDE STANDARDS 15.6.12.A 15.6.12.B 15.6.12.G 15.6.12.A	
Technology/Supplemental Materials/Resources	Smartboard Overhead projector Computer/Calculator Textbook – Southwestern Principles of Business 8e Working papers – Southwestern Activities & Study Guides Simulations	