

| SDC Pacing for Block Schedule | | | | |
|--------------------------------------------------|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| | Suggested Time | Learning Objective Covered in Class | Learning Objective Addressed Outside of Class | OpenStax Chapter |
| 1/4/23 | Day 1 | Syllabus, Course Schedule and Safety | | N/A |
| 1/5/23 | Day 2 | | | N/A |
| Topic 13: Career Paths, Tracks and Planning | | | | |
| | | <i>I assign these 2 standards outside of class when students have an extended break, but not during the first week of classes.</i> | 5.CAREER.A Identify and demonstrate the key skills (e.g., interpersonal, analytical, technical, conceptual) needed for a career in business | 17 |
| | | <i>I assign these 2 standards outside of class when students have an extended break, but not during the first week of classes.</i> | 5.CAREER.B Learn how to research careers in various business disciplines including management, administration, accounting, finance, marketing, operations, etc. | 17 |
| Topic 14: Small Business & Entrepreneurship | | | | |
| 1/6/23 | Day 3 | 5.ENTR.A Define entrepreneur and entrepreneurship. | | 5 |
| 1/9/23 | Day 4 | 5.ENTR.B Understand the pros and cons of entrepreneurship or small business ownership. | | 5.1 |
| 1/10/23 | Day 5 | 5.ENTR.C Define and describe a business plan and its role in launching a new business. | | 5.6 & 4.1 |
| 1/11/23 | Day 6 | 5.ENTR.D Define and differentiate between lifestyle and growth businesses. | | 5.3 |
| 1/12/23 | Day 7 | Business Structure (sole proprietor, partnership, corporation) - not a LO - 2 days | | 4.7 |
| 1/13/23 | Day 8 | Business Structure (sole proprietor, partnership, corporation) - not a LO - 2 days | | 4.1-4.5 |
| 1/17/23 | Day 9 | Review & Assessment or Project | | 4.1-4.5 |
| Topic 7: Economics | | | | |
| 1/18/23 | Day 10 | Define & explain Economics - Include opportunity cost, trade offs, choices - not a LO | | 1 |
| 1/19/23 | Day 11 | 2.ECON.B Describe the practical importance of economic thinking in everyday life. | | Briefly in 1.1-1.3 |
| 1/20/23 | Day 12 | PPF & Economic Systems (Command, Market, Mixed) - not a LO | | 1.1 & 1.3 |
| 1/21/23 | Day 13 | 2.ECON.A Identify and describe the key economic theories and policies. | | 1.3 |
| 1/22/23 | Day 14 | 2.ECON.C Describe and apply the interconnected relationship between supply, demand, and price and how that relationship impacts consumers. - 3 days | | 1.4 |
| 1/23/23 | Day 15 | 2.ECON.C Describe and apply the interconnected relationship between supply, demand, and price and how that relationship impacts consumers. - 3 days | | 1.6 |
| 1/24/23 | Day 16 | 2.ECON.C Describe and apply the interconnected relationship between supply, demand, and price and how that relationship impacts consumers. - 3 days | | 1.6 |
| 1/25/23 | Day 17 | 2.ECON.D Describe and apply the various consequences of price elasticity levels (i.e., low, medium, high) on products. | | Not in book |
| 1/26/23 | Day 18 | 2.ECON.E Understand and describe the concept of monetary theory. | | 1.5 |
| 1/27/23 | Day 19 | Review | | |
| 1/30/23 | Day 20 | Assessment | | |
| Topic 8: Marketing | | | | |
| 1/31/23 | Day 21 | 3.MKTG.A Understand and describe the objectives, the process, and the scope of marketing. - 2 days | | 11 & 12 |
| 2/1/23 | Day 22 | 3.MKTG.A Understand and describe the objectives, the process, and the scope of marketing. - 2 days | 3.MKTG.F Understand and describe key concepts related to product retailing (e.g., wholesale, retail, in-store, eCommerce, etc. | 11.1 |
| 2/2/23 | Day 23 | 3.MKTG.B Understand and describe the concept of "product" and product classifications | | 11.1 |
| 2/3/23 | Day 24 | 3.MKTG.C Understand and describe the key elements of marketing strategy and research. | | 11.2, 11.3 & 11.6 |
| 2/6/23 | Day 25 | 3.MKTG.D Understand and describe product pricing including pricing objectives and strategies | | 11.2 & 11.5 |
| 2/7/23 | Day 26 | 3.MKTG.E Define and discuss product promotion including integrated marketing, promotional mix, and promotional tools. | | 11.3 & 11.9 |
| 2/8/23 | Day 27 | 3.MKTG.G Understand and describe key concepts related to product distribution (e.g., channels of distribution, physical, online, etc.) | | 12.5 - 12.8 |
| 2/9/23 | Day 28 | 3.MKTG.H Define digital marketing and the use of digital tools and platforms (e.g., internet, social media, search engines, etc.) to promote brands and product awareness. - 2 days | | 12.1 |
| 2/10/23 | Day 29 | 3.MKTG.H Define digital marketing and the use of digital tools and platforms (e.g., internet, social media, search engines, etc.) to promote brands and product awareness. - 2 days | | 12.6, 12.10 & 12.11 |
| 2/13/23 | Day 30 | 3.MKTG.I Explain the roles of social responsibility in marketing + Review | | 12.6, 12.10, & 12.11 |
| 2/14/23 | Day 31 | Assessment or Project | | 12.9 |
| Topic 6: Accounting and Finance | | | | |
| 2/15/23 | Day 32 | 2.ACCT.FIN.A Describe the roles of both financial accounting and managerial accounting in business, non-profit, and government operations. | | 14 & 16 |
| 2/16/23 | Day 33 | 2.ACCT.FIN.B Identify and describe the primary accounting reports organizations use to communicate results of their operations | | 14.1 |
| 2/21/23 | Day 34 | 2.ACCT.FIN.C Identify and describe the key analytical calculations organizations include in accounting activities and how they are used in decision-making. | | 14.3 - 14.6 |
| 2/22/23 | Day 35 | 2.ACCT.FIN.F Identify and describe the key analytical calculations organizations include in financial management and how they are used in decision-making. | | 14.7 |
| 2/23/23 | Day 36 | 2.ACCT.FIN.D Identify and describe the primary steps and activities of the accounting cycle. | | 14.7 & 16.3 - 16.7 |
| 2/24/23 | Day 37 | 2.ACCT.FIN.G Describe how organizational leaders and managers use financial reports for decision-making purposes. | | 14.3 |
| 2/27/23 | Day 38 | Review / Assessment | | 14.7 |
| Topic 1. Human Resources and Topic 5: Law (1 LO) | | | | |
| 2/28/23 | Day 39 | 1.HR.B Identify the steps involved in human resource planning. | | 8 & Appendix |
| 3/1/23 | Day 40 | 1.HR.A Describe current issues of human resource management. - 2 days | | 8.1 |
| 3/2/23 | Day 41 | 1.HR.A Describe current issues of human resource management. - 2 days | | 8.9, 1.4 & 1.8 |
| 3/3/23 | Day 42 | 1.HR.C Identify the set of methods used in human resource management to select, train, develop, appraise, and compensate the labor force. - 2 days | | 8.9, 1.4 & 1.8 |
| 3/6/23 | Day 43 | 1.HR.C Identify the set of methods used in human resource management to select, train, develop, appraise, and compensate the labor force. - 2 days | | 5.5 |
| 3/7/23 | Day 44 | 1.LAW.C Identify and define key federal laws related to workforce management | | 5.5 |
| 3/8/23 | Day 45 | Assessment | | 8.7 - 8.8 & Appendix |
| Topic 2: Management | | | | |
| 3/9/23 | Day 46 | 1.MGMT.A Discuss the importance of management. (Levels of Management - no a LO) | | 6 |
| 3/10/23 | Day 47 | 1.MGMT.B Identify the four basic management functions (i.e., planning, leading, organizing, and controlling) to help managers increase organizational efficiency and effectiveness. - 2 days | | 6.1 & 6.3 |
| | | | | 6.1 - 6.5 |

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| 3/13/23 | Day 48 | 1.MGMT.B Identify the four basic management functions (i.e., planning, leading, organizing, and controlling) to help managers increase organizational efficiency and effectiveness. - 2 days | | 6.1 - 6.5 |
| 3/14/23 | Day 49 | 1.MGMT.C Identify the five steps of the decision making process (define the problem, identify possible solutions, select one or more alternatives, put the plan into action, and follow up to see if the problem has been solved). - 2-3 days | | 6.6 |
| 3/15/23 | Day 50 | 1.MGMT.C Identify the five steps of the decision making process (define the problem, identify possible solutions, select one or more alternatives, put the plan into action, and follow up to see if the problem has been solved). - 2-3 days | | 6.6 |
| 3/16/23 | Day 51 | 1.MGMT.D Explain the primary roles (e.g., leaders, monitor, entrepreneur) managers take on within an organization - 1/2 day | | 6.6 |
| | Topic 3: Leadership | | | 6 |
| 3/17/23 | Day 52 | 1.LDRSHP.A Identify behaviors and actions of effective leaders. | 1.LDRSHP.A Identify behaviors and actions of effective leaders. | 6.4 |
| 3/20/23 | Day 53 | 1.LDRSHP.B Identify the three main leadership styles of managers and the effect on employee empowerment and corporate culture. | | 6.4 & 7.1 |
| 3/21/23 | Day 54 | 1.LDRSHP.C Determine the differences between managers and leaders. | | 6 |
| 3/22/23 | Day 54 | 1.LDRSHP.D Define the meaning of leadership empowerment and workforce motivation. | | 6.4 |
| 3/23/23 | Day 55 | Assessment of Leadership and Management Learning Objectives | | |
| | Topic 4: Ethics & Ethical Decision Making | | | 2 & Appendix |
| 3/24/23 | Day 56 | 1.ETHICS.A Define, describe, and analyze ethics and ethical decision-making. | | 2.1 |
| 4/3/23 | Day 57 | 1.ETHICS.B Identify and analyze ethical concerns and issues that impact multiple stakeholders. | | 2.2 |
| 4/4/23 | Day 58 | 1.ETHICS.C Identify and understand the factors that affect ethical behavior in organizations including the role of government, individual, and Corporate Social Responsibility - 2 days | | 2.3 - 2.5 |
| 4/5/23 | Day 59 | 1.ETHICS.C Identify and understand the factors that affect ethical behavior in organizations including the role of government, individual, and Corporate Social Responsibility - 2 days | | 2.3 - 2.5 |
| 4/6/23 | Day 60 | 1.ETHICS.D Describe the role of organizations to establish and facilitate ethical behavior including government, trade associations and private industry. | | Appendix |
| | Topic 5: Workforce Law | | | 8 & Appendix |
| 4/10/23 | Day 61 | 1.LAW.A Understand the effects of federal, state, and regional laws on business operations including workforce management, operations, liability, and consumer protection. | | Appendix |
| 4/11/23 | Day 62 | 1.LAW.B Understand, define, and differentiate key legal concepts and terms, including tort law, criminal law, and civil law, related to business operations. - 2 days | | Appendix |
| 4/12/23 | Day 63 | 1.LAW.B Understand, define, and differentiate key legal concepts and terms, including tort law, criminal law, and civil law, related to business operations. - 2 days | | Appendix |
| 4/13/23 | Day 64 | 1.LAW.C Identify and define key federal laws related to workforce management - review from HR unit | | Appendix |
| 4/14/23 | Day 65 | 1.LAW.D Identify and define key federal laws related to consumer protection, product liability, and warranty. | | Appendix |
| 4/17/23 | Day 66 | Review | | |
| 4/18/23 | Day 67 | Assessment on Ethics and Law | | |
| | Topic 10: Logistics & Supply Chain and Topic 12: Using Technology (1 LO) | | | 10 |
| 4/19/23 | Day 68 | 4.LOGSC.A Define and differentiate logistics and supply chain management. | | 10.3 |
| 4/20/23 | | 4.LOGSC.D Develop foundational knowledge in the discipline of logistics including terms, concepts, processes, and tools used to manage logistical operations. | | 10 |
| 4/21/23 | Day 69 | 4.LOGSC.B Identify and understand the core activities of supply chain management including procurement/sourcing, inbound/outbound logistics, manufacturing /service, order management, outbound logistics, customer service, returns, etc. - 2 days | | 10.4 |
| 4/24/23 | Day 70 | 4.TECH.D Develop foundational knowledge in the discipline of logistics including terms, concepts, processes, and tools used to manage logistical operations. | | 10.4 |
| 4/25/23 | Day 71 | 4.LOGSC.C Understand and describe how contemporary integrated supply chain management contributes to an organization's ongoing competitive advantage. | | 10.4, 10.7 & 12.4 |
| 4/26/23 | Day 72 | Assessment | | |
| | Topic 11: Operations Management | | | 10 |
| 4/27/23 | Day 73 | 4.OPS.A Define operations management and describe its role in business. | | 10.1 |
| 4/28/23 | Day 74 | 4.OPS.B Identify processes and techniques used to ensure quality in production and service. - 2 days | | 10.6 |
| 5/1/23 | Day 75 | 4.OPS.B Identify processes and techniques used to ensure quality in production and service. - 2 days | | 10.6 |
| 5/2/23 | Day 76 | 4.OPS.C Describe the planning process of operations management. | | 10.1 - 10.2 |
| 5/3/23 | Day 77 | Project or Assessment | | |
| | Topic 9: World and Global Business | | | 3 |
| 5/4/23 | Day 78 | 3.GLOBL.A Analyze why and how businesses expand internationally. | | 3.1, 3.2, 3.6 - 3.8 |
| 5/5/23 | Day 79 | 3.GLOBL.B Understand and describe operational challenges for businesses related to international trade and international economic communities like World Bank and International Monetary Fund. | | 3.3 - 3.4 |
| 5/8/23 | Day 80 | 3.GLOBL.C Define and understand the concept of comparative advantage in a globalized economy. | | 3.2 |
| 5/9/23 | Day 81 | 3.GLOBL.D Identify and understand key concepts related to international importing and exporting as a part of the global trade of goods and services. | | 3.1, 3.5 - 3.6 |
| 5/10/23 | Day 82 | Assessment | | |
| | Topic 12: Using Technology | | | 13 |
| 5/11/23 | Day 83 | 4.TECH.A Understand the role of technology in supporting twenty-first century business operations. | | 13.1 |
| | | 4.TECH.B Identify and describe key technology resources (e.g., tablets, servers, supercomputers, spreadsheet software, database management programs, networks, cloud infrastructure, etc.) required to support twenty-first century operations. | | 13.2 - 13.3 |
| 5/12/23 | Day 84 | 4.TECH.C Understand the importance of information security and privacy for individuals and organizations. | | 13.3 - 13.4 |
| | | 4.TECH.D Develop foundational knowledge in the discipline of logistics including terms, concepts, processes, and tools used to manage logistical operations. | | 10 |
| 5/15/23 | Day 85 | Assessment | | |
| | CHALLENGE EXAM PREPARATION | | | |
| 5/16/23 | Day 86 | Review | | |
| 5/17/23 | Day 87 | Review | | |
| 5/18/23 | Day 88 | Challenge Exam | | |

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| | 13. Career Paths, Tracks & Planning | | | |
| | Day 89 | 5. CAREER.C Conduct a job market search in an identified business discipline and identify key requirements and attributes including educational requirements, certification, previous experience, salary, roles, and responsibilities. | | |
| | Day 90 | | | |
| | <i>This is a partial, non-exhaustive resource that has been compiled and/or created by college faculty members and statewide dual credit (SDC) teachers from across the state. The department and TBR do not endorse or promote any specific component of this resource, nor do we vet the resource. The department and TBR share this resource with districts and teachers for informational purposes only, and any decisions to use them will occur at the local, district level.</i> | | | |

