



Business Management I Syllabus 2016 – 2017

Instructor: Mrs. Lynne Palleria
lpalleria@waterbury.k12.ct.us

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Core Values and Beliefs:

The students, faculty, staff, and administration of Wilby High School will work cooperatively with families, members of the community, and the Board of Education to create a safe, welcoming, and academic environment which embraces, challenges, and nurtures the diverse talents, interests, and learning styles of all its students. All students will leave Wilby High School with the self-respect, respect for others, knowledge, and skills necessary to become independent, intellectually curious, and self-fulfilled members of society.

Course Description:

This course is intended to serve all students, particularly the college-bound planning on majoring in business. Students will receive an introduction to management concepts, theory, and practice. Units of study will include managing a business, understanding economic principles, and exploring business careers. They will also study recognizing a business opportunity, starting a business based on the recognized opportunity, and operating and maintaining the business. As a result of this course, students will acquire the knowledge and skills necessary to begin their journey into the world of work, business, and post-secondary education.

Course Outline:

- 1) Management and leadership styles
- 2) Careers in Management
- 3) Effective Communication Styles
- 4) Business Ethics
- 5) Economics systems
- 6) Economic institutions
- 7) Characteristics of an entrepreneur
- 8) Opportunity recognition
- 9) Marketing mix
- 10) Developing a business plan

Learning Objectives:

At the successful completion of the course, students will be able to:

- Discuss the characteristics of effective and ineffective leaders.
- Define business ethics and social responsibility.
- Identify and define financial statements.
- Define scarcity and why it requires individuals, governments, and societies to make choices.
- Compare and contrast the different types of economic systems such as market and command.

- Explain and give illustrations of the law of demand, law of supply, and equilibrium price.
- Identify the characteristics of a successful entrepreneur.
- Compare and contrast the advantages and disadvantages of the various forms of business ownership.
- Identify the information to be included in each component of a business plan.

Course Requirements and Evaluation:

Assignments: It is your responsibility to read the assigned chapter and complete the assigned work. You will be given a “Pink Slip” for work not turned in on time.

Class Participation: Be an active participant in class – contribute your thoughts and ideas.

Projects: Several projects will be required during the year: i.e. *Marketing Plan, sales presentation, etc.* Projects are expected to be turned in on time unless you make other arrangements with me. Points will be taken off for projects turned in late.

Attendance: Class attendance is very important! Class participation is graded, so that if you are not in class 100% of time you can't contribute 100%. Please see me if you know you are going to be absent. **You are responsible to make-up all your missed work. Follow the procedures for missed assignments.**

Class Requirements:

- You must come to class on time – everyday.
- You must bring your notebook to class every day.
- You are responsible to bring a pencil or pen to every class.

Grading: Based on the Board of Education approved city-wide policy as follows: 80% for academic elements and 20% for non-academic elements as defined below:

60% Assessments: i.e. meets expectations through standards based assessments, meets expectations through summative assessments, meets expectations through teacher made test, quizzes, text driven assessments, projects curriculum based and completed with accuracy.

20% Classwork i.e. daily assignments completed, with accuracy, extended assignments completed on time and with accuracy, formative assessments curriculum based.

10% Disposition toward learning i.e. actively engages in class, participates in group, displays perseverance, integrity and social and civic expectations.

10% Homework i.e. assignments independently completed outside of the classroom.

Academic Honesty:

It is important that you are aware that engaging in any form of plagiarism is considered academic misconduct by the Waterbury School District. Plagiarism is defined as the

appropriation of and use of another person's writing (word processing documents) and passing it off as the product of one's own efforts. If you copy someone's work and submit it as your own, it is plagiarism.

Academic Honesty, doing one's own work in course assignments and on tests, is one of the most important values in higher education. It is unacceptable for you to copy or submit another person's work as your own, allow another person to complete your work for you, complete work for another student, or use unauthorized resources for tests, class work, projects and or assignments.

Internet Usage Regulations:

The operation of the Internet relies heavily on the proper conduct of the users, who must adhere to strict guidelines. Internet access is a privilege, not a right. If a student violates any of the acceptable use provisions outlined in the *Board of Education Policy*, his/her access privilege may be terminated and future access may be denied. Violations may also result in disciplinary action from school officials.

***If at any time you need extra help, please see me – I will be happy to arrange a time to meet with you. If you have any special needs or concerns that would help your class experience be more positive – please share these with me.

Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing or learning to do."

-Pele, Brazilian Footballer