

Course: Business Career Pathways 62024

Instructor: Tom Sousa Room 321
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Materials: BUSN 11th Edition
Chuck Williams, Butler University
Marcela Kelly, Santa Monica College

Supplemental Materials: Personal Development Plan
MindTools.com

Course Description:

Where do you see yourself in five years? This is a common interview question and most students won't have an answer. Further the landscape of the American Economy is changing at a furious pace and we're educating students for careers that aren't even invented yet. No matter what path our students choose they will require skills and knowledge to survive. In this course we will investigate various industries and careers within those industries through research, speakers and field trips. We will gain a general understanding of business in the 21st century, such as US and Global Business Environments, Entrepreneurship, and Personal and Business Finance, through the use of hands-on, enjoyable, and challenging activities. Lastly, students will develop skills essential to success no matter the career they choose such as time management, communication, leadership, social media etiquette, public speaking and accountability.

Introduces students to the world of business. Topics include basic economic ideas that explain domestic and global business activity, business ownership, management, marketing, financial institutions, personnel, labor relations and the interaction of business and society.

Essential Questions:

1. Can I identify occupations and the necessary skills required for possible career choices?
2. Do I understand the general principles of our economic system?
3. Do I understand the general principles of banking and credit and properly budget my money?
4. Do I have a general understanding of what is required to live independently?

Knowledge, Skills and Goals:

This semester course introduces basic functions and how organizations (*businesses*) are owned, managed, and controlled. The managerial roles of planning, leading,

organizing and controlling provide the framework that course materials will be built around. Areas of concentration include legal and ethical considerations in management, decision-making and communication skill development, and leadership principles.

Course Objectives:

- Characteristics of Business
- Ethics and Social Responsibility
- Business, Workers, and the Law
- The Business Cycle
- Decision Making Skills
- Communication Skills
- Planning and Strategic Management
- Organizational Structure
- Motivation and Leadership
- Managing Conflict and Stress
- Managing Change

Resulting in the students successfully being able to answer these questions:

1. Does the student understand and demonstrate the higher-level thinking skills required to successfully manage people and therefore organizations?
2. Does the student understand and appreciate the importance of ethical and corporate responsibility?
3. Can the student recognize how the role of management has changed over time and why?
4. Does the student understand the necessity of incorporating global perspectives in business today?

Instructional Methods:

The material is presented in class discussions guided by chapter outline notes (provided to the student during the discussion and on the Google Classroom as well). The class discussions aim to apply the concepts to the student's lives so they can relate to the material and understand the concepts. The use of videos, computer simulations, case studies and current events articles will also help to reinforce the material. Student learning will be assessed through tests, the computer simulation, and projects. Projects and presentations will be done individually and in groups.

Sequence of Topics:

- I. Introduction to Management
 - a. Message to Garcia

- II. Ethics and Social Responsibility
 - a. Code Breakers Movie
- III. Planning and Decision Making
 - a. Holland Hardware Case Study
- IV. Organizational Strategy
 - a. My Lai Incident Case Study
- V. Managing Human Resource Systems
- VI. Motivation
 - a. Wooden and The Pyramid of Success
- VII. Leadership
 - a. Army Crew Team Case Study

Grading Standards and Weighting:

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| • Chapter Tests | 30% |
| • Projects | 40% |
| • Homework/In Class Assignments | 15% |
| • Class Professionalism | 15% |

All assignments are to be submitted to the Google Classroom. Assignments are expected on the due date; late work will be accepted but not for full credit.

Each topic will have a chapter test at the conclusion

All Chelmsford High School rules related to attendance, academic honesty and grading are detailed in the student handbook.

Attendance

Massachusetts has a Compulsory Attendance Law. It is the responsibility of a parent or guardian to ensure his/her child attends school regularly in order to obtain the maximum benefits from the educational program.

Academic Integrity

Academic Integrity is Chelmsford Public Schools' commitment to responsibility, honesty, trust, and respect. Academic Integrity essentially means being responsible for one's own work, it is held in high regard in our schools. Students can take pride in work they have produced from their own efforts; they have worked honestly and fairly.

