



**Mountain Range High School**  
 12500 Huron Street • Westminster, CO 80234  
 Office: (720) 972-6300 • Fax: (720) 972-6529  
<http://www.mountainrange.adams12.org>



<b>School Year</b>	2018-2019	<b>Teacher</b>	Lori Valdez
<b>Office</b>	North Side	<b>Website</b>	<a href="https://sites.google.com/adams12.org/mrhs-marketing/home">https://sites.google.com/adams12.org/mrhs-marketing/home</a>
<b>Phone</b>	720-972-6383	<b>Access Room</b>	B214
<b>Email Address</b>	Lori.a.Valdez@adams12.org		
<b>Course Name</b>	Entrepreneurship/Business Management		
<b>Course Description</b>	The class is taught by a certified CU Instructor. Students will need to register for the course through CU Denver.		
	See CU instructor course syllabi.		
	This year long course is designed for students interested in business management and/or starting and operating a small business. This course prepares students with the research skills needed in management today. Students will learn how to develop a mini-business plan for a hypothetical business, learn principles of management, and study effective management practices. Students will manage a company using computer simulations and use the DECA competitive event as a guide to the entrepreneurship project or marketing research project. The use of small business resource people and computer simulations will add to the practicality of the course. Second semester will focus on planning, organizing, controlling, directing, and communicating. Upon completion, students should be able to work as contributing members of a team utilizing these functions of management. Marketing students are strongly encouraged to participate in the many DECA activities provided throughout the year.		

Grade Reporting Criteria/Weights	
<b>CU Grade</b>	<b>90%</b>
<b>Mountain Range Practice</b>	<b>10%</b>
Grades are based on achievement of Content Standards and Grade Level Expectations. *Weekly progress grades are posted at <a href="https://ic.adasm12.org/campus/portal/adams12.isp">https://ic.adasm12.org/campus/portal/adams12.isp</a>	

Unit of Study	Content Standards/Grade Level Expectations	Targeted Date of Assessment
Presentations/DECA Role Play	Communication Skills	Ongoing Assessment
Introduction of Business Concept	Analytical Skills	September 2018 - Ongoing Assessment
Descriptions/ Analysis of the Business Situation	Marketing/ Analytical Skills	October 2018- Ongoing Assessment
Planned Operation of the Proposed Business/Product/ Service	Information Management	November 2018 - Ongoing Assessment
Planned Financing	Financial Analysis	December 2018 - Ongoing Assessment
Business Plan Conclusion	Strategic/Financial Management	December 2018 – Jan. 2019 Ongoing Assessment



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Business Ethics	Business Law-Ethics	Assessed Quarterly
Management Functions/Theories	Business Management	February 2019 and ongoing throughout course
Business Organization	Analyze the organization of a business	March 2019
Personal Management Skills	Develop personal management skills to function effectively and efficiently in a business environment.	March 2019
Human Resource Management	Human Resource Management Functions	April 2019
Organized Labor	Describe the role of organized labor and its influence on government and business	April 2019
Global Perspective	Examine the issues of corporate culture and managing in the global environment.	May 2019

Assessment/Practice Proficiency Levels	
4	Advanced Understanding of the Standard
3	Meets the Standard
2	Approaches the Standard
1	Does not Meet the Standard

Course Grade Scale	
A	89.5 - 100
B	79.5 – 89.4
C	69.5 – 79.4
D	59.5 – 69.4
F	0 – 59.4

### General Expectations

- Grades are based upon the demonstration of proficiency on units associated within specific grade reporting criteria.
- **Assessment: 90%** Assessments are a means to determine a student’s mastery and understanding of information, skills, concepts, or processes.
- **Practice: 10%** Practice includes opportunities for students to receive clear, specific, and timely feedback as they are developing knowledge and skills, prior to Assessments.
- Assessments will be graded based on teacher/district/state rubrics.

### Class Expectations

**Missing or incomplete assignments/assessments for this course:** Superintendent Policies 6280 Homework and 6281 Make-Up Work will be followed for this course. They state that it is the student’s responsibility to request and obtain missing work. When a student has an excused absence, the student has the same number of days they were absent plus one day to make up assignments. Students who are unexcused may not be able to receive feedback from Practice prior to required assessments.