

DESE Model Curriculum

GRADE LEVEL/UNIT TITLE: 11-12/Financial Management

Course Code: 040005/034301

CIP Code: 52.0701/52.0101

COURSE INTRODUCTION:

An instructional program that generally describes the planning, organizing and controlling of a business, including organizational and human aspects, with emphasis on various theories of management, the knowledge and understanding necessary for managing people and functions, and decision making.

Business management prepares students for administrative and management occupations. Students learn to make decisions based on data, develop leadership skills, and select appropriate management styles for varying employment situations. Not only is this area of study vital to the development of all business students, it also provides skills and knowledge that can be used effectively on many occasions when professional management skills are needed.

This course is designed to help students develop an understanding of skills and resources needed to manage a business. Instruction includes a general overview of American business, forms of business ownership, personnel management, labor-management relations, public and human relations, taxation, and government regulations. The use of computers and software as tools in making business decisions in areas such as accounting, sales analysis, and inventory control is also introduced.

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UNIT DESCRIPTION: Students will learn how to analyze financial positions to make business decisions.		SUGGESTED UNIT TIMELINE: 1 WEEK CLASS PERIOD (min.): 50 MINUTES			
ESSENTIAL QUESTIONS: 1. How do companies use financial statements to make decisions? 2. What are strategies for minimizing organizational risk? 3. Why is it important for managers to understand financial measures?					
ESSENTIAL MEASURABLE LEARNING OBJECTIVES	CCSS LEARNING GOALS (Anchor Standards/Clusters)	CROSSWALK TO STANDARDS			
		National Business Education Standards	CCSS	MBA Research Standards	DOK
1. Identify sources of financing (capital)		Management X.B.3.1	SL.11-12.1.a SL.11-12.4	Understands the concepts, processes, and skills associated with identifying new ideas, opportunities, and methods and with creating or starting a new project or venture. Understands tools, strategies, and systems used to maintain, monitor, control, and	1

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				plan the use of financial resources.	
2. Describe and analyze financial statements (e.g. income statement, balance sheet, cash flow statements, and statement of net worth)		Management X.A.3.1-2 Management X.A.4.1	SL.11-12.1.a SL.11-12.4 L.11-12.1 L.11-12.3 L.11-12.5 L.11-12.6 RI.11-12.1 RI.11-12.3 RI.11-12.5 RST.11-12.9 S-MD.5.a S-MD.5.b S-MD.6 S-MD.7 N-Q.1 N-Q.2 N-Q.3	Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources.	3
3. Explain financial measures for decision making (e.g. ROI, ROA and cost-benefit analysis)		Management X.A.4.3	SL.11-12.1.a SL.11-12.4 L.11-12.1 L.11-12.3 L.11-12.5 L.11-12.6 RI.11-12.1 RI.11-12.2 RI.11-12.3 RI.11-12.5 RST.11-12.9 S-MD.5.a S-MD.5.b S-MD.6 S-MD.7 S-IC.1 S-IC.2	Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources. Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning.	2

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			N-Q.1 N-Q.2 N-Q.3		
4. Describe how to benchmark a firm's position against industry standards		Management X.A.4.2	SL.11-12.1.a SL.11-12.4 L.11-12.1 L.11-12.3 L.11-12.5 L.11-12.6 S-MD.5.a S-MD.5.b S-MD.6 S-MD.7 S-IC.1 S-IC.2 N-Q.1 N-Q.2 N-Q.3	Understands tools, techniques, and systems that affect a business's ability to plan, control, and organize an organization/department. Understands the concepts, systems, and tools needed to gather, access, synthesize, evaluate, and disseminate information for use in making business decisions.	2
5. Define risk management and identify risks to businesses		Management X.C.3.1 Management X.C.4.1	SL.11-12.1.a SL.11-12.4 L.11-12.1 L.11-12.3 L.11-12.5 L.11-12.6 S-MD.5.a S-MD.5.b S-MD.6 S-MD.7 N-Q.1 N-Q.2 N-Q.3	Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources.	2
ASSESSMENT DESCRIPTIONS*: (Write a brief overview here. Identify Formative/Summative. Actual assessments will be accessed by a link to PDF file or Word doc.)					

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*Attach Unit Summative Assessment, including Scoring Guides/Scoring Keys/Alignment Codes and DOK Levels for all items. Label each assessment according to the unit descriptions above (i.e., Grade Level/Course Title/Course Code, Unit #.)	
Obj. #	INSTRUCTIONAL STRATEGIES (research-based): (Teacher Methods)
2	1. Teacher led instruction
1, 2, 3, 4, 5	2. Student Research, Cooperative learning
4, 5	3. Guest Presenter
Obj. #	INSTRUCTIONAL ACTIVITIES: (What Students Do)
2	1. Explain use of financial statements and provide sample statements to students. Have students revise statements to correct inaccurate or misleading information. Reports from selected companies: http://www.annualreports.com/ provides links to many well-known corporations.
1, 2, 3, 4, 5	2. Research 3 different types of financing and measures for decision making then create a report on the findings. Can use DECA, Financial Team Decision Making Event - Students work in teams to develop a solution to a financial situation for a business.
4, 5	3. Invite business owners to share benchmarking firms against industry standards and various business risks. Businesses can be found through the local Chamber of Commerce.
UNIT RESOURCES: (include internet addresses for linking) http://www.annualreports.com/ provides links to many well-known corporations Local Chamber of Commerce Resources @ MCCE: BE DVD ROM 13 - Business Basics: Ups & Downs of Stocks Sunburst Visual Media PLAINVIEW, NY, SUNBURST VISUAL MEDIA, 2004. DVD ROM — Learn how stock markets work, how they promote economic growth, and how investors analyze the numbers. Grades 9-12. 24	

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minutes.

BE DVD ROM 30.1 - Financing Your Future

National Council on Economic Education

NEW YORK, NY, NATIONAL COUNCIL ON ECONOMIC EDUCATION, 2007.

DVD ROM — This personal finance program is for high school teachers and their students. Contains five videos that cover topics such as investing in one's own human capital, developing a banking relationship, understanding credit and debt, and creating a budget. Each segment is complemented with three standards-based classroom lesson plans that teachers, parents and mentors can use to reinforce the concepts demonstrated in the program. The DVD has both video clips and teaching resources. Place the DVD in your DVD player to view the video clips. Place the DVD in your computer to view the teaching resources.

BE DVD ROM 31.1 - Credit Basics: Simple Strategies for Smart Credit

Linx Educational

JACKSONVILLE, FL, LINX EDUCATIONAL, 2009.

DVD ROM — This program explains that credit can be a valuable financial tool, but it can also be trouble. Discusses credit and why you need it, how to build it and what it can do for you (both good and bad.) Also learn about credit card use and the different credit card options available. Grades 9 - Adult. 27 minutes.

BE VIDEO 184 - Finance, The Basics

Cerebellum Corporation

FALLS CHURCH, VA, CEREBELLUM CORPORATION, 2002.

VIDEO — The Standard Deviants School learn how to maximize stockholder wealth, choose your corporate structure, and explore different kinds of markets. 26 minutes.

BE VIDEO 185 - Finance, Investing

Cerebellum Corporation

FALLS CHURCH, VA, CEREBELLUM CORPORATION, 2002.

VIDEO — The Standard Deviants School. Excitement. Adventure. Surprises galore! Does this sound like a pulp fiction cliffhanger? No! It's even better. It's risk, the chance you take when you invest in a company. Students learn to take their chances and roll the dice, the smart way. 26 minutes.

BE VIDEO 186 - Finance, Important Concepts

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FALLS CHURCH, VA, CEREBELLUM CORPORATION, 2002.

VIDEO — The Standard Deviants explore new financial concepts, seek out stocks and diversifications, and boldly split infinitives. 26 minutes.

BE VIDEO 188 - Finance, Raising Capital

Cerebellum Corporation

FALLS CHURCH, VA, CEREBELLUM CORPORATION, 2002.

VIDEO — Pretend you're a pirate in the Lesser Antilles and you want to raise capital to buy a new ship to raid along the Mexican coast. Does that sound difficult? Don't fret. Stick around for cash flows and more capital budgeting, and let your pirate dreams come true. 26 minutes.

BE VIDEO 199 - The Fed Today

Federal Reserve Bank of Philadelphia

PHILADELPHIA, PA, FEDERAL RESERVE BANK OF PHILADELPHIA.

VIDEO — This 13 minute video covers the Fed's history from its creation in 1914 to the technological innovations of 21st century banking. It explores the structure of the Fed as well as monetary policy, banking supervision, financial services, and more.

BE DVD ROM 13.1 - Profit & Loss Statement

Sunburst Visual Media

PLAINVIEW, NY, SUNBURST VISUAL MEDIA, 2001.

DVD ROM — Math is the basis for this BUSINESS BASICS (TM) program presenting important accounting analysis. Students are presented with information about revenues, cost of goods sold, gross profit, expenses, net profit and more. Grades 9 to 12. 30 minutes.

BE VIDEO 166 - Accounting: Applications

Cerebellum Corporation

FALLS CHURCH, VA, CEREBELLUM CORPORATION, 2002.

VIDEO — Learn more about Greta's Imaginary Friends shop, spend some time with the Expose gang - including Melissa Makeover and Petty Cash - and drop by Al's Hot Dog Stand, home of the best Polish sausages in the world. Oh Yeah! You'll also learn some great techniques to keep those books balanced.

BE VIDEO 183 - Checks and Balances: The Basics of Banking

Meridian Education Corporation

MONMOUTH JUNCTION, NJ, MERIDIAN EDUCATION CORPORATION, 2003.

VIDEO — This informative, practical, and entertaining video cover the fundamentals of checking and bank accounts, such as filling out a check correctly, maintaining a checkbook register, and reconciling a bank statement. Viewers will learn what factors to consider when choosing a bank,

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as well as how to identify different type of checking accounts. 26 minutes.

BE VIDEO 87 - On the Money: The ABCs of Accounting The Matching Concept and the Accounting Cycle

Cambridge Educational

LAWRENCEVILLE, NJ, CAMBRIDGE EDUCATIONAL, 2002.

VIDEO — This program divides its time between the matching concept and the accounting cycle. First, the cash basis of accounting is compared to the accrual basis of accounting. Next, the five main types of entry adjustments are defined and illustrated. And then, with suitable fanfare, the accounting cycle is described in detail. Its eight steps include analyzing and journalizing transactions, posting transactions to the ledger, preparing the unadjusted trial balance, assembling and recording adjustments, preparing the financial statements, journalizing and posting adjusted entries, journalizing and posting closing entries, and preparing the post-closing trial balance. 15 minutes.

C&E DVD ROM 80 - Money & Values

Learning Seed

CHICAGO, IL, LEARNING SEED, 2001.

DVD ROM — Use this program to help your students explore their attitudes about money and gain a balanced understanding of true wealth. Examine the nature of money, how money is confused with basic human needs, how money relates to happiness, the meaning of luxury fever, and the difference between being rich and being truly wealthy. Useful program for career planning, personal finance, consumer education or family living. 22 minutes.

C&E DVD ROM 82 - Succeeding On Your Own

A Film Ideas Production

WHEELING, IL, FILM IDEAS, INC., 2007.

DVD ROM — This program explores the need to learn to balance income and expenses when considering living independently. Student debt along with housing, clothing, food, insurance, automobile, savings and entertainment can combine to put a strain on an income. This program is part of a series providing assistance for dealing with job expectations and job interviews, from living at home to life on their own and finally, to enjoying basic needs or establishing a new personal lifestyle. Created for young adult viewers. Approximately 20 minutes

BE VIDEO 158 - Accounting Equation

Teacher's Video Company

SCOTTSDALE, AZ, TEACHER'S VIDEO COMPANY, 2001.

VIDEO — A thorough understanding of the accounting equation provides a solid foundation for your students' business studies. Clear explanations and interesting examples teach students about balance sheets, general ledgers, assets, liabilities, equities, and more. Grades 9-12. Approximately 22 minutes

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