

Business, Marketing, and Finance Course Descriptions

Principles of Business, Marketing and Finance TEA # 13011200 Course # 0534

Grade Placement: 9-12

Credit: 1

In Principles of Business, Marketing, and Finance, students gain knowledge and skills in economies and private enterprise systems, the impact of global business, the marketing of goods and services, advertising, and product pricing. Students analyze the sales process and financial management principles. This course allows students to reinforce, apply, and transfer academic knowledge and skills to a variety of interesting and relevant activities, problems, and settings in business, marketing, and finance.

Accounting I TEA # 13016600 Course # 0536

Grade Placement: 10–12

Credit: 1

Recommended Prerequisites: Principles of Business, Marketing, and Finance

In Accounting I, students will investigate the field of accounting, including how it is impacted by industry standards as well as economic, financial, technological, international, social, legal, and ethical factors. Students will reflect on this knowledge as they engage in the process of recording, classifying, summarizing, analyzing, and communicating accounting information. Students will formulate and interpret financial information for use in management decision making. Accounting includes such activities as bookkeeping, systems design, analysis, and interpretation of accounting information.

Accounting II Honors TEA # 13016700 Course # 0535

Grade Placement: 11–12

Credit: 1

Prerequisites: Accounting I

In Accounting II, students will continue the investigation of the field of accounting, including how it is impacted by industry standards as well as economic, financial, technological, international, social, legal, and ethical factors. Students will reflect on this knowledge as they engage in various managerial, financial, and operational accounting activities. Students will formulate, interpret, and communicate financial information for use in management decision making. Students will use equations, graphical representations, accounting tools, spreadsheet software, and accounting systems in real-world situations to maintain, monitor, control, and plan the use of financial resources.

Note: This course can satisfy a math credit requirement for students on the Foundation High School Program. Students are encouraged to meet with their Academic Counselor to ensure they are following the appropriate mathematics course sequence and can apply this course to their math graduation requirements.

Business Information Management I TEA # 13011400 Course # 0532

Grade Placement: 9-12

Credit: 1

In Business Information Management I, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce and postsecondary education. Students apply technical skills to address business applications of emerging technologies, create word- processing documents, develop a spreadsheet, formulate a database, and make an electronic presentation using appropriate software.

Business Information Management II TEA # 13011500 Course # 0550

Grade Placement: 10-12

Credit: 1

Prerequisite: Business Information Management I

In Business Information Management II, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies, create complex word-processing documents, develop sophisticated spreadsheets using charts and graphs, and make an electronic presentation using appropriate multimedia software.

Business Law

TEA # 13011700

Course # 0544

Grade Placement: 11-12

Credit: 1

Business Law is designed for students to analyze various aspects of the legal environment, including ethics, the judicial system, contracts, personal property, sales, negotiable instruments, agency and employment, business organization, risk management, and real property.

Business Management

TEA # 13012100

Course # 0537

Grade Placement: 10-12

Credit: 1

Business Management is designed to familiarize students with the concepts related to business management as well as the functions of management, including planning, organizing, staffing, leading, and controlling. Students will also demonstrate interpersonal and project-management skills.

Career Preparation I

TEA # 12701300

Course # 0531 & 2531

Grade Placement: 11-12

Credit: 2

Career Preparation I provides opportunities for students to participate in a work-based learning experience that combines classroom instruction with business and industry employment experiences. The goal is to prepare students with a variety of skills for a changing workplace. Career preparation is relevant and rigorous, supports student attainment of academic standards, and effectively prepares students for college and career success.

Note: This course requires a Course Interest Form to be submitted and requires students to have either paid or unpaid employment. The employment site is typically selected by each individual student to ensure it correlates to their specific career interest area. Most employment sites are located out in our surrounding community.

Entrepreneurship

TEA # 13034400

Course # 0538P

Grade Placement: 10-12

Credit: 1

Recommended Prerequisites: Principles of Business, Marketing, and Finance

Students will learn the principles necessary to begin and operate a business. The primary focus of the course is to help students understand the process of analyzing a business opportunity, preparing a business plan, determining feasibility of an idea using research, and developing a plan to organize and promote the business and its products and services.

Note: This course has a competition requirement.

Global Business

TEA # 13011800

Course # 0541

Grade Placement: 10-12

Credit: 0.5

Global Business is designed for students to analyze global trade theories, international monetary systems, trade policies, politics, and laws relating to global business as well as cultural issues, logistics, and international human resource management.

Human Resources Management

TEA # 13011900

Course # 0545

Grade Placement: 11-12

Credit: 0.5

Human Resources Management is designed to familiarize students with the concepts related to human resource management, including legal requirements, recruitment, and employee selection methods, and employee development and evaluation.

Students will also become familiar with compensation and benefits programs as well as workplace safety, employee-management relations, and the impact of global events on human resources management.

Insurance Operations

Pending Board Approval

Course # TBD

Grade Placement: 11-12

Credit: 2 Prerequisite: None

Recommended Prerequisites: Principles of Business, Marketing, and Finance

In Insurance Operations, students will understand the laws and regulations to manage business operations and transactions in the insurance industry.

Note: This course has a competition requirement.

Money Matters

TEA # 13016200

Course # 0546P

Grade Placement: 9-12

Credit: 1

Recommended Prerequisites: Principles of Business, Marketing, and Finance

In Money Matters, students will investigate money management from a personal financial perspective. Students will apply critical-thinking skills to analyze financial options based on current and projected economic factors. Students will gain knowledge and skills necessary to establish short-term and long-term financial goals. Students will examine various methods of achieving short-term and long-term financial goals through various methods such as investing, tax planning, asset allocating, risk management, retirement planning, and estate planning.

Note: This course has a competition requirement.

STC Introduction to Computing Dual Credit

TEA # 13011500

Course # 0995

Grade Placement: 11-12

Credit: 0.5

Prerequisite: Meet South Texas College acceptance criteria

STC COSC 1301 Introduction to Computing - This is a dual credit course giving students the opportunity to obtain a Business Information Management II high school credit and a South Texas College (STC) COSC 1301 Introduction to Computing college credit. The STC Introduction to Computing course is an overview of computer systems-hardware, operating systems, the internet, and application software including word processing, spreadsheets, presentation graphics, and databases. Current topics such as the effect of computers on society, and the history and use of computers in business, educational, and other interdisciplinary settings are also studied. This course is not intended to count toward a student's major field of study in Business or Computer Science.

Note: This course meets the Sharyland ISD district-required Technology Applications credit.

STC Dual Enrollment Business Administration Academy (DEBAA)

Course # 1016 & 2016

Grade Placement: 11-12

Credit: 1 per course

Prerequisite: Meet South Texas College acceptance criteria; 2-Year Commitment

This Academy encourages students to consider a Business Administration profession by providing college coursework and opportunities that motivate, educate and prepare them for higher education in the field. Students can do this while completing an Associate of Arts (AS) degree in Business Administration by the end of their senior year in high school. **Note: This program has an STC application process in place.**