

North Carolina Vocational Course Blueprints

Correlation to Virtual Business – Retailing 3.0

| Blueprint | Virtual Business Retailing 3.0 |
|--|-----------------------------------|
| Marketing 6621 | ✓✓✓ |
| Marketing Management 6622 | ✓✓✓ |
| Principles of Business & Personal Finance 6200/6600 | ✓✓ |
| Exploring Business Technologies: Business and Marketing 6208 | ✓✓✓ |
| Marketing Technology & Media 6665 | ✓✓ |
| Business Management and Applications 6225 | ✓✓✓ |
| Computerized Accounting I 6311 | ✓✓ |
| Computerized Accounting II 6312 | ✓✓ |
| Business Computer Technology 6400 | ✓✓✓ |
| Small Business Entrepreneurship BE6235/ME6615 | ✓✓✓ |
| Keyboarding 6511 | ✓✓✓ |

Legend:

- ✓ Some correlation to Blueprints
- ✓✓ High correlation to Blueprints
- ✓✓✓ Very High correlation to Blueprints

The information for this correlation was found at the following web address during 07/2009:

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http://www.ncpublicschools.org/workforce_development/vocats/blueprints/index.html

Marketing 6621

| Course Blueprint | Virtual Business Lesson |
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| MA01.00. Understand the components of the Marketing course. | The VBR 3.0 software is used in a formal competitive event sponsored by DECA and Knowledge Matters, Inc. |
| MA02.00. Understand marketing foundations Ex: The importance of marketing, marketing mix, and ways to reach markets. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Pricing • Purchasing • Promotion • Market Research • Targeted Marketing • Merchandising • Advanced Promotion • Advanced Merchandising • New Store Project • Multiplayer Competitions |
| MA03.00. Understand the economic principles and concepts fundamental to marketing. Ex. Technology, supply & demand, measurements/economic cycle, free enterprise, forms of business ownership | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Pricing • Supply & Demand • Advanced Promotion • New Store Project • Multiplayer Competitions |
| MA04.00. Understand communication skills and the impact on human relationships. Ex. Verbal & non-verbal communication, managing emotional reactions in HR, technology used in communication. | <p>All VBR 3.0 lessons are able to be completed within an individual or team environment, which would allow students to explore communication, teamwork, and leadership skills.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| MA05.00. Apply effective selling techniques. Ex. Importance of selling, summary of sales process, and execute sales transactions. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Market Research • Targeted Marketing • Promotion • Merchandising • Advanced Merchandising • Advanced Promotion • Analyzing the Competition • Business Plan Analysis • New Store Project • Multiplayer Competitions |
| MA06.00. Apply promotional strategies. Ex. Promotion, promotional mix, advertising, visual merchandising, sales promotions, public relations, promotional techniques. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Promotion • Advanced Promotion • New Store Project • Multiplayer Competitions |
| MA07.00. Understand distribution of products. | |

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| Ex. Channels of distribution, activities of physical distribution. | |
| MA08.00. Analyze career options in marketing. | |
| MA09.00 Create strategies for job attainment. | |
| Ex. Obtain a job, create career portfolio | |

Marketing Management 6622

| Course Blueprint | Virtual Business Lesson |
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| <p>MRO1.00 Understand the concept of leadership.</p> <p>Ex. Personal traits/skills, leadership styles, steps in decision making.</p> | <p>All VBR 3.0 lessons are able to be completed within an individual or team environment, which would allow students to explore communication, teamwork, and leadership skills.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MRO2.00 Understand the management process.</p> <p>Ex. Four functions of mgmt, responsibilities at various levels mgmt, company objectives vs. mgmt process</p> | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MRO3.00 Understand the importance of recruiting, retaining, interviewing, selecting, orienting, and training employees.</p> | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Staffing • Security • Turnaround • New Store Project • Multiplayer Competitions |
| <p>MRO4.00 Understand the roles of law, regulations, communication and evaluation in human resource management (and productivity)</p> | |
| <p>MR05.00 Understand the economic foundations of marketing management.</p> <p>Ex. Stages in business cycle, econ measurement vs. growth, organized labor, global marketing, and international trade.</p> | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Supply & Demand • New Store Project • Multiplayer Competitions |
| <p>MR06.00 Understand the role of financing in marketing management</p> <p>Ex. Business records, budgets</p> | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financing • New Store Project • Multiplayer Competitions |
| <p>MR07.00 Analyze the importance of information management and critical business decisions.</p> <p>Ex. Marketing information and making</p> | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and</p> |

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| <p>decisions, marketing plans</p> | <p>dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MR08.00 Understand product/service management</p> <p>Ex. Product assortments, QA, product positioning</p> | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MR09.00 Analyze pricing</p> <p>Ex. Foundations, objectives, policies & strategies</p> | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Pricing • Analyzing the Competition • Turnaround • New Store Project • Multiplayer Competitions |
| <p>MR10.00 Analyze the management of distribution, promotion, and selling</p> <p>Ex. Channel member relationships, mgmt of distribution process, promotional activities, sales mgmt.</p> | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Promotion • Advanced Promotion • New Store Project • Multiplayer Competitions |

Principles of Business and Personal Finance 6200/6600

| Course Blueprint | Virtual Business Lesson |
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| PB01.00. Explain the key characteristics of the private enterprise system. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| PB02.00. Analyze the role of the consumer as a responsible citizen. | |
| PB03.00. Demonstrate effective leadership/communication skills. | <p>All VBR 3.0 lessons are able to be completed within an individual or team environment, which would allow students to explore communication, teamwork, and leadership skills.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| PB04.00. Explain the effect and importance of taxes. | |
| PB05.00. Identify the key characteristics of government spending. | |
| PB06.00. Explain the importance of money management among government, business, and the consumer. | |
| PB07.00. Explain the importance of banking among government, business, and the consumer. | |
| PB08.00. Explain the concept of credit and its effect on the individual and the total economy. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Financing • New Store Project • Multiplayer Competitions |
| PB09.00. Explain the theory of savings and investments in our economy. | |
| PB10.00. Explain the various types of insurance and explain how each provides protection against possible loss. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Security • Risks & Surprises • New Store Project |

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| | <ul style="list-style-type: none"> • Multiplayer Competitions |
| PB11.00. Analyze and develop an individualized career plan. | <p>All VBR 3.0 lessons allow students to experience the different functions involved with operating a business and to determine their strengths and weaknesses, likes and dislikes within these areas.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| PB12.00. Demonstrate proper procedures for obtaining a job. | |

Exploring Business Technologies: Business and Marketing 6208

| Course Blueprint | Virtual Business Lesson |
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| 001. Describe economic systems and the nature of business. | <u>VBR 3.0 Lessons:</u> <ul style="list-style-type: none"> • Supply & Demand • New Store Project • Multiplayer Competition |
| 002. Examine education requirements, job responsibilities, employment trends and opportunities for careers in Information Systems. | |
| 003. Examine education requirements, job responsibilities, employment trends and opportunities for careers in Accounting and Finance. | <p>All VBR 3.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, calculations, forms and templates may be generated.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competition |
| 004. Examine education requirements, job responsibilities, employment trends and opportunities for careers in Office Systems Technology. | |
| 005. Examine education requirements, job responsibilities, employment trends and opportunities for careers in Business Administration/Management. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| 006. Examine education requirements, job responsibilities, employment trends and opportunities for careers in Marketing. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle, including all marketing responsibilities.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| 007. Examine education requirements, job responsibilities, employment trends and opportunities for entrepreneurs. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple</p> |

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| | <p>aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>008. Summarize exploration experiences for Business and Marketing careers and create/update a career development plan.</p> | <p>All VBR 3.0 lessons allow students to experience the different functions involved in operating a business and to determine individual strengths and weaknesses, likes and dislikes within these areas.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |

Marketing Technology & Media 6665

| Course Blueprint | Virtual Business Lesson |
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| MT01.00 Understand the principles of marketing technologies. | |
| MT02.00 Apply the concepts of marketing research. | <u>VBR 3.0 Lessons:</u> <ul style="list-style-type: none"> • Market Research • Targeted Marketing • New Store Project • Multiplayer Competitions |
| MT03.00 Understand the impact of marketing information management. | <u>VBR 3.0 Lessons:</u> <ul style="list-style-type: none"> • Market Research • Targeted Marketing • New Store Project • Multiplayer Competitions |
| MT04.00 Analyze consumer behavior and buying motives | <u>VBR 3.0 Lessons:</u> <ul style="list-style-type: none"> • Market Research • Targeted Marketing • New Store Project • Multiplayer Competitions |
| MT05.00 Understand positioning & branding | <u>VBR 3.0 Lessons:</u> <ul style="list-style-type: none"> • Merchandising • Advanced Merchandising • New Store Project • Multiplayer Competitions |
| MT06.00 Analyze the impact of marketing technologies on the marketing mix | |
| MT07.00 Analyze pricing strategies | <u>VBR 3.0 Lessons:</u> <ul style="list-style-type: none"> • Pricing • Analyzing the Competition • Turnaround • New Store Project • Multiplayer Competitions |
| MT08.00 Understand technology's role in the distribution of products. | |
| MT09.00 Understand the role of technology in developing and maintaining customer relationships. Ex. Customer service vs. e-marketing, personalization, permission marketing. | |

Business Management and Applications 6225

| Course Blueprint | Virtual Business Lesson |
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| BM001. Develop personal management skills needed to function effectively and efficiently in a business environment. | <p>All VBR 3.0 lessons may be completed within an individual or team environment, allowing them to work on communication, teamwork, and leadership skills. All VBR 3.0 lessons allow students to experience the different functions involved in operating a business and to determine individual strengths and weaknesses within these areas.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| BM002. Analyze the management functions and their implementation and integration within the business environment. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| BM003. Examine the role of ethics and social responsibility in business decision making. | |
| BM004. Explain human resource functions and their importance to an organization's successful operation. | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Staffing • Security • Turnaround • New Store Project • Multiplayer Competitions |
| BM005. Develop communication skills needed to function effectively and efficiently in a business environment. | <p>All VBR 3.0 lessons may be completed within an individual or team environment, allowing them to work on communication, teamwork, and leadership skills.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| BM006. Utilize information and technology tools needed to conduct business effectively and efficiently. | <p>All VBR 3.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and</p> |

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| | <p>presentations may be generated.</p> <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>BM007. Analyze financial data in order to make short-term and long-term decisions.</p> | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>BM008. Discuss the development, manufacturing, and marketing of products/services.</p> | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Promotion • Market Research • Targeted Marketing • Merchandising • Advanced Promotion • Advanced Merchandising • New Store Project • Multiplayer Competitions |

Computerized Accounting I 6311

| Course Blueprint | Virtual Business Lesson |
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| CA001. Analyze and journalize transactions and prepare appropriate financial statements for a service business organized as a sole proprietorship using manual and electronic methods. | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financial Statements • New Store Project • Multiplayer Competitions |
| CA002. Post journal transactions and complete the accounting cycle for a service business using manual and electronic methods. | |
| CA003. Analyze and journalize transactions and prepare appropriate financial statements for a merchandising business or corporation using manual and electronic methods. | <p>All VBR 3.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financing • Financial Statements • New Store Project • Multiplayer Competitions |
| CA004. Analyze transactions and apply procedures related to basic banking activities using manual and electronic methods. | |
| CA005. Compute and journalize payroll data using manual and electronic methods. | |
| CA006. Record and apply special accounting principles and procedures related to an accounting system using manual and electronic methods. | <p>All VBR 3.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financing • Financial Statements • New Store Project • Multiplayer Competitions |
| CA007. Demonstrate necessary skills and techniques to be used in seeking employment in the field of accounting. | |

Computerized Accounting II 6312

| Course Blueprint | Virtual Business Lesson |
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| CX001. Journalize and post business transactions in journals and ledgers and prepare appropriate financial statements using manual and electronic methods. | <p>All VBR 3.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financing • Financial Statements • New Store Project • Multiplayer Competitions |
| CX002. Journalize and post transactions relating to basic banking activities using manual and electronic methods. | |
| CX003. Perform activities used in a payroll system using manual and electronic methods. | |
| CX004. Apply accounting concepts, practices, and procedures for departmentalized merchandising business organized as a partnership using manual and electronic methods. | |
| CX005. Apply accounting concepts, practices, and procedures for a corporation using manual and electronic methods. | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financing • Financial Statements • New Store Project • Multiplayer Competitions |
| CX006. Apply accounting concepts, practices, and procedures for accounting adjustments using manual and electronic methods. | <p>All VBR 3.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financing • Financial Statements • New Store Project • Multiplayer Competitions |
| CX007. Apply accounting concepts, practices, and procedures for inventory control procedures. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Purchasing • New Store Project • Multiplayer Competitions |
| CX008. Apply accounting concepts, practices, and procedures related to cost accounting using manual and electronic methods. | <p>All VBR 3.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> |

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| | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financial Statements • New Store Project • Multiplayer Competitions |
| <p>CX009. Apply accounting concepts, practices, and procedures related to budgeting using manual and electronic methods.</p> | <p>All VBR 3.0 lessons allow students to monitor the financial statements of the current business which allows them to realize the direct impact that their decisions had on the business.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Financial Statements • New Store Project • Multiplayer Competitions |
| <p>CX010. Demonstrate necessary skills and techniques to be used in seeking employment in the field of accounting using manual and electronic methods.</p> | |

Business Computer Technology 6400

| Course Blueprint | Virtual Business Lesson |
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| CT001. Examine the role of hardware and software. | <p>All VBR 3.0 lessons require the students to use a computer in order to complete the lesson objectives and goals of the business simulation. Financial data may be exported to Excel – where additional analysis, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| CT002. Analyze technology issues. | |
| CT003. Reinforce keyboarding technique and document processing skills. | <p>All VBR 3.0 lessons require students to complete exercises via computer simulation. Lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| CT004. Utilize word processing and desktop publishing software. | <p>All VBR 3.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| CT005. Utilize spreadsheet software. | <p>All VBR 3.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| CT006. Utilize database software. | |
| CT007. Utilize multimedia/presentation graphics software. | |

Small Business Entrepreneurship BE6235/ME6615

| Course Blueprint | Virtual Business Lesson |
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| SB01.00. Explain the components of Business, Marketing, and Information Technology Education. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| SB02.00. Explain the basic concepts leading to success in small business entrepreneurship. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| SB03.00. Explain the legal environment of small business. | |
| SB04.00. Explain the fundamentals of financing a small business. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Financing • New Store Project • Multiplayer Competitions |
| SB05.00. Explain the financial statements maintained in a small business. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Financial Statements • New Store Project • Multiplayer Competitions |
| SB06.00. Explain the fundamentals of marketing in a small business. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Promotion • Market Research • Targeted Marketing • Merchandising • Advanced Promotion • Advanced Merchandising • New Store Project • Multiplayer Competitions |
| SB07.00. Identify product decisions necessary for a small business. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Pricing • Purchasing • Merchandising |

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| | <ul style="list-style-type: none"> • Supply & Demand • Analyzing the Competition • New Store Project • Multiplayer Competitions |
| SB08.00. Identify place decisions faced by small business owners. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Location Selection • New Store Project • Multiplayer Competitions |
| SB09.00. Explain pricing strategies for making effective pricing decisions. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Pricing • Advanced Promotion • Analyzing the Competition • Turnaround • New Store Project • Multiplayer Competitions |
| SB10.00. Identify the function of promotion in small business. | <p><u>VBR 3.0 Lessons:</u></p> <ul style="list-style-type: none"> • Promotion • Targeted Marketing • Advanced Promotion • New Store Project • Multiplayer Competitions |
| SB11.00. Identify the concepts of management for a small business. | <p>All VBR 3.0 lessons allow the student to simulate owning and managing their own retail business. Students work with multiple aspects of the complete business cycle and are required to analyze multiple variables and dynamic financial data. Students make ongoing business decisions to maximize profitability.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| SB12.00. Explain human resources management in a small business. | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Staffing • Security • Turnaround • New Store Project • Multiplayer Competitions |
| SB13.00. Explain business risk. | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Security • Risks & Surprises • New Store Project • Multiplayer Competitions |
| SB14.00. Prepare a business plan. | <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • Business Plan Analysis • New Store Project • Multiplayer Competitions |

Keyboarding 6511

| Course Blueprint | Virtual Business Lesson |
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| <p>MK01.00. Apply the touch method in operating the keyboard and numeric keypad.</p> | <p>All VBR 3.0 lessons allow students to complete exercises via computer simulations. Current businesses financial statements are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MK01.00. Understand computer fundamentals.</p> <p>Ex. Computer components, care of computer environment</p> | <p>All VBR 3.0 lessons allow students to complete exercises via computer simulations. Current businesses financial statements are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MK01.00. Apply proofreading skills in keyed documents.</p> | <p>All VBR 3.0 lessons allow students to complete exercises via computer simulations. Current businesses financial statements are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |
| <p>MK01.00. Apply formatting features in document processing.</p> <p>Ex. Format, editing, paragraphs, memo/letter, tables, reports.</p> | <p>All VBR 3.0 lessons allow students to view the current businesses financial statements which are exportable to Excel where analysis, calculations, reports and presentations may be generated.</p> <p><u>VBR 3.0 Lessons</u></p> <ul style="list-style-type: none"> • New Store Project • Multiplayer Competitions |