

Florida's Career & Technical Education Curriculum Frameworks

Correlation to

Virtual Business – Retailing 2.0 (VBR2.0)

&

Virtual Business – Management 2.0 (VBM2.0) Lessons

| Florida Courses | Virtual Business Retailing 2.0 | Virtual Business Management 2.0 |
|---|-----------------------------------|------------------------------------|
| Practical Entrepreneurship Skills (8800310) | ✓✓✓ | ✓✓✓ |
| Orientation to Marketing Occupation (8800110) | ✓✓✓ | ✓✓ |
| Marketing Essentials (8827110) | ✓✓✓ | ✓✓ |
| Marketing Applications (8827120) | ✓✓✓ | ✓✓ |
| Marketing Management (8827130) | ✓✓ | ✓✓ |
| Retail Food Marketing (8821110) | ✓✓✓ | ✓ |
| Principles of Entrepreneurship (8812110) | ✓✓✓ | ✓✓✓ |
| Business Management and Law (8812120) | ✓✓ | ✓✓✓ |
| Business Ownership (8812000) | ✓✓✓ | ✓✓✓ |
| Finance & Business Technology (8815150) | ✓✓✓ | ✓✓✓ |
| Financial Computing (8815150) | ✓✓ | ✓✓ |
| Accounting Operations (8203310) | ✓✓✓ | ✓✓✓ |
| Financial Operations (8815110) | ✓ | ✓ |
| Financial Planning (8815120) | ✓ | ✓ |
| International Marketing I (8839110) | N/A | ✓✓ |
| International Marketing 2 (8839120) | ✓ | ✓✓ |
| International Marketing 3 (8839130) | ✓✓ | ✓✓ |
| Business Leadership Skills (8200120) | ✓✓✓ | ✓✓✓ |
| Computer Applications in Business 1 (8200220) | ✓✓✓ | ✓✓✓ |
| Computer Applications in Business 2 (8200210) | ✓✓ | ✓✓ |
| Keyboarding and Business Skills (8200320) | ✓✓ | ✓✓ |
| Computer and Business Skills (8200330) | ✓✓ | ✓✓ |
| Emerging Technology in Business (8207010) | ✓✓ | ✓✓✓ |
| Business Education Directed Study (8200100) | ✓✓ | ✓✓ |
| Business Systems and Technology 1 (8209020) | ✓✓ | ✓✓ |
| Introduction to Information Technology (8207310) | ✓ | ✓ |
| Accounting Applications 1 (8203310) | ✓✓✓ | ✓✓ |
| Accounting Applications 2 (8203320) | ✓✓ | ✓✓ |
| Accounting Applications 3 (8203330) | ✓✓✓ | ✓✓✓ |

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| Accounting Applications 4 (8203340) | ✓✓ | ✓✓ |
| Accounting Applications 5 (8203350) | ✓✓✓ | ✓✓✓ |
| Business and Entrepreneurial Principles (8215120) | ✓✓✓ | ✓✓✓ |
| Business Supervision 1 (8215140) | ✓✓ | ✓✓ |
| Business Supervision 2 (8215150) | ✓✓ | ✓✓ |
| Business Supervision 3 (8215160) | ✓✓ | ✓✓ |

Legend ✓ Some correlation to Framework ✓✓ High correlation to Framework ✓✓✓ Very high correlation to Framework
The information for this correlation was found at the following web address during 02/2007:
<http://www.firn.edu/doe/programs/business.htm>

Practical Entrepreneurship Skills - 8800310

| Framework | Virtual Business Lesson |
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| Explain the concept and importance of entrepreneurship. | New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Determine advantages and disadvantages of becoming an entrepreneur. | All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business and to determine the risks involved within each area. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Describe the five major fields of business activity that are available for the potential entrepreneur. Extractive enterprise, manufacturing businesses, wholesalers, retailers, and service businesses. | VBR2.0 & VBM2.0 lessons provide students with examples involved with the distribution and retail businesses. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Compare and contrast the primary methods of becoming an entrepreneur. | All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business and to determine the risks involved within each area. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Compare and contrast the legal forms of business ownership. | <u>VBM2.0 Lessons:</u> Forms of Business Ownership: Capital Forms of Business Ownership: Liability Forms of Business Ownership: Taxes New Business Project Multiplayer Competition |
| Demonstrate an understanding of basic economic principles that affect the operation of a small business. | <u>VBR2.0 Lessons:</u> Supply & Demand Pricing Basic Operations Multiplayer Competitions New Store Project |
| Discuss entrepreneurship as a career choice. | All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |

Orientation to Marketing Occupation – 8800110

| Framework | Virtual Business Lesson |
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| Identify general marketing activities. | <p><u>VBR2.0 Lessons:</u> Pricing Promotion Merchandising Market Research Targeted Marketing Advanced Promotion</p> |
| Identify career opportunities available in marketing. | <p>VBR2.0 & VBM2.0 lessons allow students to evaluate the functions involved in operating retail and distribution businesses.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify employment requirements for marketing careers. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify work values and goal-setting tools. | <p>All VBR2.0 & VBM2.0 lessons allow students to set personal goals for themselves and to keep working on the lessons until they are able to meet these goals.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify programs instrumental in developing career choices. | |
| Identify human-relations skills that will enable students to succeed in their career goals. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify advantages of DECA and DEX, Associations of Marketing Students. | <p>The VBR2.0 software is utilized in an official DECA competitive event</p> |
| Identify foundation skills required in marketing careers. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different business and marketing functions involved with operating a business.</p> |

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| | New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Identify functions of marketing. | <u>VBR2.0 Lessons:</u> Pricing Purchasing Promotion Advanced Promotion Market Research Targeted Marketing Financing New Store Project Multiplayer Competitions |

Marketing Essentials – 8827110

| Framework | Virtual Business Lesson |
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| <p>Demonstrate employability skills.</p> <p>Demonstrate human relations skills necessary for success in marketing occupations.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment, All VBR2.0 & VBM2.0 lessons allow students to demonstrate problem solving, decision-making, and critical thinking strategies based on the solutions they implement for current business situations.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate proficiency in applying communication and technology skills.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated, All VBR2.0 & VBM2.0 lessons allow students to view customer comments in order to determine what business and marketing changes may need to be implemented.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate proficiency in applying math skills unique to marketing.</p> | <p><u>VBR2.0 Lessons:</u> Pricing Purchasing Staffing Promotion Financing Advanced Promotion Targeted Marketing Supply & Demand Turnaround New Store Project</p> |
| <p>Identify economic principles.</p> | <p><u>VBR2.0 Lessons:</u> Supply & Demand New Store Project Multiplayer Competitions</p> |
| <p>Identify marketing and business fundamentals.</p> | <p><u>VBR2.0 Lessons:</u> Pricing Purchasing Staffing Promotion</p> |

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| | Market Research Targeted Marketing Turnaround New Store Project <u>VBM2.0Lessons:</u> New Business Project Multiplayer Competition |
| Identify effective selling techniques and procedures. | <u>VBM2.0Lessons:</u> Sales & Logistics New Business Project Multiplayer Competition |

Marketing Applications – 8827120

| Framework | Virtual Business Lesson |
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| Select a marketing industry for career planning. | |
| Demonstrate applications of distribution to the selected marketing industry. | All VBM2.0 lessons deal with activities involved with operating a distribution center |
| Demonstrate applications of financing to the selected marketing industry. | All VBR2.0 & VBM2.0 lessons allow students to view the financial statements of the current business and to export this information to Excel where analysis, written reports and presentations may be generated. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) <u>Specific VBR2.0 Lessons:</u> Financing Financial Statements Basic Financing |
| Demonstrate applications of product/service planning to the selected marketing industry. | <u>VBR2.0 Lessons:</u> Market Research New Store Project Multiplayer Competition |
| Demonstrate applications of marketing-information management to the selected marketing industry. | <u>VBR2.0 Lessons:</u> Purchasing Market Research Targeted Marketing New Store Project Multiplayer Competition |
| Demonstrate pricing applications for the selected marketing industry. | <u>VBR2.0 Lessons:</u> Pricing Advanced Promotion New Store Project Multiplayer Competition |
| Demonstrate promotion applications for the selected marketing industry. | <u>VBR2.0 Lessons:</u> Promotion Advanced Promotion New Store Project Multiplayer Competition |
| Demonstrate purchasing applications to the selected marketing industry. | <u>VBR2.0 Lessons:</u> Purchasing New Store Project Multiplayer Competition |
| Demonstrate applications of safety and risk management to the selected marketing industry. | <u>VBR2.0 Lessons:</u> Security New Store Project Multiplayer Competition |

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| | <p><u>VBM2.0 Lessons:</u> Risk Management & Insurance New Business Project Multiplayer Competition</p> |
| Demonstrate applications of selling to the selected marketing industry. | <p><u>VBR2.0 Lessons:</u> Market Research Targeted Marketing New Store Project Multiplayer Competition</p> |
| Demonstrate an understanding of entrepreneurship. | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved in operating your own business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify the uses of technology in marketing. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Marketing Management - 8827130

| Framework | Virtual Business Lesson |
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| Apply economic principles to marketing. | <p>All VBR2.0 & VBM2.0 lessons encourage students to meet certain profit levels while operating the current business.</p> <p>Supply & Demand (VBR2.0) New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply product and service technology. | <p><u>VBR2.0 Lessons:</u> Pricing Merchandising Promotion Advanced Promotion Targeted Marketing Market Research New Store Project Multiplayer Competitions</p> |
| Demonstrate merchandising skills appropriate for marketing. | <p><u>VBR2.0 Lessons:</u> Merchandising Promotion Advanced Promotion New Store Project Multiplayer Competitions</p> |
| Implement marketing operational techniques. | <p><u>VBR2.0 Lessons:</u> Security Promotion Advanced Promotion New Store Project Multiplayer Competitions</p> |
| Demonstrate proficiency in applying higher level mathematical skills unique to marketing. | <p><u>VBR2.0 Lessons:</u> Pricing Supply & Demand New Store Project Multiplayer Competitions</p> |
| Apply promotional planning techniques and procedures to product marketing. | <p><u>VBR2.0 Lessons:</u> Promotion Advanced Promotion New Store Project Multiplayer Competitions</p> |
| Apply entrepreneurial concepts to marketing. | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different aspects involved in operating your own business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0)</p> |

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| | New Business Project (VBM2.0) |
| Apply marketing management principles to a business. | <p><u>VBR2.0 Lessons:</u> Pricing Purchasing Promotion Targeted Marketing Merchandising New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection New Business Project Multiplayer Competition</p> |
| Analyze global trends in marketing. | |
| Demonstrate applications of technology to marketing. | |
| Apply a career plan to marketing | |

Retail Food Marketing – 8821110

| Framework | Virtual Business Lesson |
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| Apply economic principles to retail food marketing. | <u>VBR2.0 Lessons:</u> Supply & Demand Pricing Advanced Promotion New Store Project Multiplayer Competitions |
| Apply retail food product and service technology. | <u>VBR2.0 Lessons:</u> Merchandising Purchasing New Store Project Multiplayer Competitions |
| Demonstrate merchandising skills appropriate for retail food marketing. | <u>VBR2.0 Lessons:</u> Merchandising Purchasing Advanced Promotion New Store Project Multiplayer Competitions |
| Implement retail food marketing operational techniques. | Security (VBR2.0) |
| Demonstrate proficiency in applying higher level mathematical skills unique to retail food marketing. | All VBR2.0 & VBM2.0 lessons allow students to view the current business' product information which may be used for mathematical analysis. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Apply promotional planning techniques and procedures to retail food marketing. | <u>VBR2.0 Lessons:</u> Promotion Advanced Promotion Targeted Marketing New Store Project Multiplayer Competitions |
| Apply entrepreneurial concepts to retail food marketing. | All VBR2.0 lessons allow students to experience the different functions involved with operating a retail convenience store. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0) |
| Apply marketing management principles to a retail food marketing related business. | All VBR2.0 lessons allow students to experience the different functions involved with operating a retail convenience store. New Store Project (VBR2.0) |

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| | Multiplayer Competitions (VBR2.0) |
| Analyze global trends in retail food marketing. | |
| Demonstrate applications of technology to retail food marketing. | <u>VBR2.0 Lessons:</u> Purchasing New Store Project Multiplayer Competitions |
| Apply a career plan to retail food marketing | |

Principles of Entrepreneurship – 8812110

| Framework | Virtual Business Lesson |
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| Discuss role of the entrepreneur. | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different aspects involved in operating your own business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Discuss entrepreneurship as a career choice. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating your own business and the advantages and disadvantages of the different areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify basic economic principles of entrepreneurship. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating your own business.</p> <p><u>VBR2.0 Lessons:</u> Supply & Demand Price Advanced Promotion New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0)</p> <p><u>VBM2.0 Lessons:</u> New Business Project Multiplayer Competitions</p> |
| Discuss the importance of ethics in business. | |
| Identify strategies and methods for generating a business idea. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment which is ideal for sharing ideas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Outline steps in planning a new business. | <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify principles of marketing. | <p><u>VBR2.0 Lessons:</u> Market Research Targeted Marketing Pricing Promotion</p> |

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| | <p>Advanced Promotion Purchasing Financing Merchandising New Store Project Multiplayer Competitions</p> |
| Identify principles of selling. | <p>All VBR2.0 & VBM2.0 lessons allow students to monitor customer comments which may allow them to alter current situations in order to improve upon the business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify principles of financing. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p><u>VBR2.0 Lessons:</u> Basic Financing Financing Financial Statements New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u> New Business Project Multiplayer Competitions</p> |
| Identify principles of pricing. | <p><u>VBR2.0 Lessons:</u> Pricing Advanced Pricing Supply & Demand New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u> Sales & Logistics Turnaround New Business Project Multiplayer Competitions</p> |
| Identify types and sources of government regulations and taxation that may affect a business. | <p><u>VBM2.0 Lessons:</u> Forms of Ownership: Taxes New Business Project Multiplayer Competitions</p> |
| Identify communication and technology skills used in entrepreneurship. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial and product information which is exportable to Excel where analysis, written reports and presentations may be generated.</p> |

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| | <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Identify and demonstrate employability and human relations skills.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Turnaround New Business Project Multiplayer Competitions</p> |
| <p>Identify and demonstrate personal financial skills.</p> | <p><u>VBR2.0 Lessons:</u> Basic Financing Financing Financial Statements New Store Project Multiplayer Competitions</p> |

Business Management and Law – 8812120

| Framework | Virtual Business Lesson |
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| Identify principles of management. | <p>All VBR2.0 & VBM2.0 lessons allow students to exercise their problem solving and decision making skills based on the information provided about the current business situation.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Demonstrate an understanding of entrepreneurship and the free enterprise system. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the advantages and disadvantages of owning your own business.</p> <p>Supply & Demand (VBR2.0) New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Demonstrate knowledge of the global economy. | |
| Demonstrate knowledge of the importance of the business plan. | <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Investigate and analyze components of financial management. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p><u>VBR2.0 Lessons:</u> Financing Financial Statements Basic Financing New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u> New Business Project Multiplayer Competition</p> |
| Demonstrate the knowledge of merchandising and inventory. | <p><u>VBR2.0 Lessons:</u> Purchasing Basic Operations Merchandising Financing New Store Project Multiplayer Competitions</p> |
| Identify the elements of manufacturing and | |

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| production. | |
| Demonstrate knowledge of management of customer credit and collection. | |
| Describe risk/shrinkage management. | <u>VBR2.0 Lessons:</u> Security New Store Project Multiplayer Competitions |
| Demonstrate knowledge of government regulation of business. | |
| Demonstrate knowledge of business law. | |
| Investigate and analyze components of human resources management. | <u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Turnaround New Business Project Multiplayer Competitions |

Business Ownership – 8812000

| Framework | Virtual Business Lesson |
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| Analyze changing role of entrepreneurship in the global marketplace. | |
| Compare and contrast management theories. | |
| Explain role of management in operation of an enterprise. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Productivity & Efficiency Sales & Logistics Risk Management & Insurance Forms of Ownership: Capital, Liability & Taxes Surprise Turnaround New Business Project Multiplayer Competition</p> |
| List components of a business plan and explain how such a plan contributes to small business success. | <p>New Store Project (VBR2.0) New Business Project (VBM2.0)</p> |
| Prepare an introduction for a business plan. | <p>New Store Project (VBR2.0) New Business Project (VBM2.0)</p> |
| Prepare a self-analysis. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved in operating a business and to determine their strengths and weaknesses within these areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Prepare an analysis of the trading area. | <p><u>VBR2.0 Lessons:</u> Market Research New Store Project Multiplayer Competitions</p> |
| Prepare a market segment analysis. | <p><u>VBR2.0 Lessons:</u> Targeted Marketing Market Research New Store Project Multiplayer Competitions</p> |
| Prepare an analysis of potential location. | <p><u>VBR2.0 Lessons:</u> Targeted Marketing Market Research New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u></p> |

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| | <p>Surprise New Business Project Multiplayer Competition</p> |
| Prepare a description of proposed organization. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision New Business Project Multiplayer Competition</p> |
| Prepare a description of proposed product/service. | |
| Prepare a proposed pricing policy. | <p><u>VBR2.0 Lessons:</u> Pricing Advanced Promotion New Store Project Multiplayer Competition</p> |
| Prepare a marketing strategy. | <p><u>VBR2.0 Lessons:</u> Merchandising Promotion Advanced Promotion Pricing Targeted Marketing Market Research Purchasing New Store Project Multiplayer Competition</p> |
| Develop a financial plan for a small business. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial statements which are exportable to Excel where analysis, written reports and presentations may be generated.</p> <p><u>VBR2.0 Lessons:</u> Financing Basic Financing Financial Statements New Store Project</p> <p><u>VBM2.0 Lessons:</u> New Business Project Multiplayer Competitions</p> |
| Demonstrate uses of marketing related software. | <p><u>VBR2.0 Lessons:</u> Market Research New Store Project Multiplayer Competitions</p> |
| Apply a career plan to entrepreneurship. | |

Finance & Business Technology– 8815150

| Framework | Virtual Business Lesson |
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| 1.0 Demonstrate Comprehension and communication skills. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information - which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| 2.0 Demonstrate effective customer service skills. | |
| 3.0 Demonstrate human relations skills necessary for workplace success. | <p>All VBR2.0 & VBM2.0 lessons may be completed individually or in a team format.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| 4.0 Demonstrate proficiency in using microcomputer and electronic skills to perform job functions. | <p>All VBR2.0 & VBM2.0 lessons are completed using a computer and allow students to view the current business' product and financial information - which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| 5.0 Perform general organizational workplace competencies. | <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| 6.0 Demonstrate sales and marketing fundamentals | <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| 7.0 Demonstrate employability skills. | <p>All VBR2.0 & VBM2.0 lessons allow students to exercise their problem solving and decision making skills based on the information provided about the current business situation. Lessons may be completed individually or as part of a team.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| 8.0 Manage career development. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience all of the aspects of running a business, where they can explore their likes & dislikes.</p> |

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| | <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>9.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace performance. Apply ergonomic principles to computer workstations.</p> | |
| <p>10.0 Use technology to apply and enhance communication skills in technical reading, writing.</p> | <p>All VBR2.0 & VBM2.0 lessons are completed using a computer and allow students to view the current business' product and financial information - which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>11.0 Develop an awareness of management functions and organization structures as they relate to today's workplace and employer/employee roles. Demonstrate initiative, courtesy, honesty, cooperation and punctuality as a team leader.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to exercise their problem solving and decision making skills based on the information provided about the current business situation. Lessons may be completed individually or as part of a team.</p> <p><u>VBR2.0 Lessons:</u> New Store Project Multiplayer Competition</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision New Business Project Multiplayer Competition</p> |
| <p>12.0 Practice quality performance in the learning environment and workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons require students to monitor their business/financials which allow them to alter current situations in order to improve upon the business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>13.0 Incorporate appropriate leadership and supervision techniques to customer service strategies, and standards of personal ethics to accomplish objectives and enhance workplace performance.</p> | |
| <p>14.0 Apply mathematical operations and process as well as financial planning strategies to commonly occurring situations in the workplace and to accomplish job objectives and enhance</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Strikes, Unions & Collective Bargaining Sales & Logistics</p> |

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| workplace performance. | Risk Management & Insurance Forms of Ownership: Capital Forms of Ownership: Taxes Surprise Turnaround New Business Project Multiplayer Competition |
| 15.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and lifelong goals. | All VBR2.0 & VBM2.0 lessons allow students to experience all of the aspects of running a business, where they can explore their likes, dislikes, strengths and weaknesses. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| 16.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning and personal and professional goals. Experience work-based learning through job shadowing, mentoring, e-coaching, etc. | |
| 17.0 Perform office functions and responsibilities to accomplish job objectives and enhance workplace performance. | |

Financial Operations – 8815110

| Framework | Virtual Business Reports |
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| Compare the differences between the various economic systems. | |
| Explain the nature of American Capitalism through its various concepts. | <u>VBR2.0 Lessons:</u> Supply & Demand New Store Project Multiplayer Competitions |
| Explain the profit motive in our economic system | All VBR2.0 & VBM2.0 lessons allow students to set certain profit goals for the current business and to monitor the effects on profit that their decision-making has created. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Demonstrate by examples capital markets and the role securities have within these markets. | |
| Develop skill in interpreting the financial section of the daily newspaper. | |
| Demonstrate an understanding of the different types of business organization. | <u>VBM2.0 Lessons:</u> Forms of Ownership: Capital Forms of Ownership: Liability Forms of Ownership: Taxes New Business Project Multiplayer Competition |
| Outline the role the Federal Reserve System plays in our money, credit, and banking processes. | |
| Summarize how economic growth and stability impact the business cycle. | <u>VBR2.0 Lessons:</u> Supply & Demand New Store Project Multiplayer Competitions |
| State the banking concept as used in America. | <u>VBR2.0 Lessons:</u> Financing Basic Financing New Store Project Multiplayer Competitions |
| Outline the historical transition the banking system in America has taken from its early years to its current position. | |
| Define banking operations. | |
| Analyze the types of investments used by banks. | |
| Evaluate the effectiveness of bank regulation and examination. | |
| Identify terminology unique to the finance and finance-related industries. | All VBR2.0 & VBM2.0 lessons define commonly used financial terms such as income, expense, and profit, New Store |

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| | <p>Project (VBR2.0), Multiplayer Competitions (VBR2.0)</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Describe the role of consumer credit in today's society. | <p><u>VBR2.0 Lessons:</u> Financing New Store Project Multiplayer Competition</p> |
| Identify the principles of saving and borrowing. | <p><u>VBR2.0 Lessons:</u> Financing New Store Project Multiplayer Competition</p> |
| Identify career opportunities available in the consumer credit field. | |
| Describe consumer credit products. | |
| Define risk and consumer lending. | |
| Outline the procedures utilized in processing a credit application. | |
| Demonstrate the procedures utilized in gathering credit information. | |
| Outline the procedures used in evaluating a loan. | |
| Identify the documents and procedures utilized in closing a loan. | |
| Outline the methods utilized in servicing a loan. | |
| Evaluate the role automation plays in the buying and selling of securities. | |
| Analyze home financing options. | |
| Evaluate the impact fluctuating stock prices might have upon the community. | |
| Analyze the reasons for the purchase of bonds. | |
| Identify the laws and regulations for consumer protection. | |
| Demonstrate employability skills. | <p>All VBR2.0 & VBM2.0 lessons allow students to exercise their problem solving and decision making skills based on the information provided about the current business situation. Lessons may be completed individually or as part of a team.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Personal Financial Planning – 8815120

| Framework | Virtual Business Lesson |
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| Identify and apply the processes used in personal financial planning. | |
| Describe the role of a financial planner. | |
| Outline the components of a financial plan. | |
| Define the concept of risk management and insurance products. | <u>VBM2.0 Lessons:</u> Risk Management & Insurance New Business Project Multiplayer Competition |
| Outline investment opportunities available in today's financial market. | |
| Identify retirement planning strategies. | |
| Identify estate planning strategies. | |
| Select a financial industry career for research. | |
| Generate a comprehensive financial plan. | |
| Understand the six elements of contracts and distinguish between the different types of contracts. | |

International Marketing 1 – 8839110

| Framework | Virtual Business Lesson |
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| Demonstrate an understanding of global marketing. | |
| Define global trade. | |
| Demonstrate an understanding of global economics. | |
| Demonstrate an understanding of import and export basics. | |
| Demonstrate an understanding of trade documentation. | |
| Develop knowledge of government agencies administering trade regulations. | |

International Marketing 2 – 8839120

| Framework | Virtual Business Lesson |
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| Analyze global and economic issues. | |
| Demonstrate an understanding of global marketing and transportation. | |
| Demonstrate an understanding of global finance. | |
| Demonstrate an understanding of laws and regulations relating to global marketing. | |
| Discuss global marketing strategies. | |
| Demonstrate an understanding of global advertising and promotion. | |
| Demonstrate effective communication skills specific to global marketing. | |
| Explain concept and importance of entrepreneurship. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the disadvantages and advantages of operating your own business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

International Marketing 3 – 8839130

| Framework | Virtual Business Lesson |
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| List components of a business plan and understand how such a plan contributes to an import/export business success. | All VBR2.0 & VBM2.0 lessons allow students to view charts and graphs reflecting the current business' financial and product situation. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Prepare an introduction for a business plan for an import/export business. | |
| Prepare an analysis of trading country. | |
| Prepare a market segment analysis. | |
| Prepare an analysis of potential location. | |
| Prepare a description of proposed organization. | <u>VBM2.0 Lessons:</u> Resumes & Employee Selection Productivity & Efficiency New Business Project Multiplayer Competition |
| Prepare a description of proposed product/service. | |
| Prepare a proposed pricing policy. | <u>VBR2.0 Lessons:</u> Pricing Advanced Promotion New Store Project Multiplayer Competitions |
| Prepare a marketing strategy. | <u>VBR2.0 Lessons:</u> Promotion Advanced Promotion Merchandising Pricing Market Research Targeted Marketing New Store Project Multiplayer Competitions |
| Develop a financial plan for an import/export business. | |
| Demonstrate uses of marketing related software. | All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Apply a career plan to international marketing. | |

Business Technology Education

Business Leadership Skills – 8200120

| Framework | Virtual Business Lesson |
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| Demonstrate knowledge of information systems. | <p>All VBR2.0 & VBM2.0 lessons require students to use the computer and the current business' product and financial information to make critical business decisions.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply communication skills. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or a team environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Explore emerging workplace trends and issues. | <p>Intro to Int'l Business (VBM), Country Selection (VBM), Exchange Rates (VBM), Tariffs & Protectionism (VBM), Supply & Demand (VBR2.0), Turnaround (VBR2.0), New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)</p> |
| Develop an awareness of business organizational structures. | <p>All VBR2.0 & VBM2.0 lessons allow students to evaluate their personal performance and to improve upon this performance evaluating decisions and through setting goals.</p> <p>Supply & Demand (VBR2.0) New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Demonstrate business leadership skills. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or a team environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply mathematical strategies to business applications. | <p><u>VBR2.0 Lessons:</u> Staffing Promotion Financing Targeted Marketing Supply & Demand</p> |

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| | <p>Turnaround New Business Project Multiplayer Competition</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Sales & Logistics Risk Management & Insurance Forms of Ownership: Capital Forms of Ownership: Taxes Turnaround New Business Project Multiplayer Competition</p> |
| <p>Assess personal strengths as they relate to business career exploration.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved with operating a business and determine their likes and dislikes for these areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Computer Applications in Business 1 – 8200220

| Framework | Virtual Business Lesson |
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| Develop and apply keyboarding skills utilizing current technology | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop and apply work processing skills utilizing current technology | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop and apply electronic presentation skills utilizing current technology | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify and understand computer hardware | |
| Perform activities using the worldwide web | |
| Develop and utilize business-related soft skills | <p>All VBR2.0 & VBM2.0 lessons allow students to view the information for a current business and challenge the students to use problem solving skills in order to improve upon the current business situation. All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop and apply spreadsheet skills | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Computer Applications in Business 2 – 8200210

| Framework | Virtual Business Lesson |
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| Develop Keyboarding skills utilizing current technology | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop and apply word processing skills utilizing current technology | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Identify and understand computer hardware | |
| Perform activities using the worldwide web | |
| Develop and utilize business-related soft skills | <p>All VBR2.0 & VBM2.0 lessons allow students to view the information for a current business and challenge the students to use problem solving skills in order to improve upon the current business situation. All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop and apply spreadsheet skills | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop and apply digital design skills | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Keyboarding and Business Skills – 8200320

| Framework | Virtual Business Lesson |
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| <p>Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace performance. Apply ergonomic principles applicable to the configuration of computer workstations.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created. All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to apply and enhance communication skills in technical reading, writing.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. Demonstrate initiative, courtesy, loyalty, honesty, cooperation and punctuality as a team member.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Practice quality performance in the learning environment and the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons should be completed within the time allotted by the instructor, All VBR2.0 & VBM2.0 lessons encourage students to set individual performance goals for themselves and to keep persisting until they meet those goals.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

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| <p>Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision New Business Project Multiplayer Competition</p> |
| <p>Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. Experience work-based learning through job shadowing, mentoring, e-coaching, etc.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved in operating a business and to realize their likes or dislikes for these individual areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate personal and interpersonal skills appropriate for the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Perform office functions and responsibilities to accomplish job objectives and enhance workplace performance.</p> | |

Computer and Business Skills – 8200330

| Framework | Virtual Business Lesson |
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| <p>Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace performance. Apply ergonomic principles applicable to the configuration of computer workstations.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment, All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where further analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where further analysis, reports and presentations may be generated</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to apply and enhance communication skills in technical reading and writing</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where further analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Practice quality performance in the learning environment and the workplace</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to set goals for themselves and to exercise their decision-making skills based on the current business information provided.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision New Business Project Multiplayer Competition</p> |
| <p>Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to</p> |

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| <p>to accomplish job objectives and enhance workplace performance.</p> | <p>Excel where analysis, reports and presentations may be created.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore all of the functions involved in operating a business and to determine which areas are of interest to them.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. Experience work-based learning through job shadowing, mentoring, e-coaching, etc.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore all of the functions involved in operating a business and to determine which areas are of interest to them.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate human relations/interpersonal skills appropriate for the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Perform office functions and responsibilities to accomplish job objectives and enhance workplace performance.</p> | |

Emerging Technology in Business – 8207010

| Framework | Virtual Business Lesson |
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| Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. | <p>All VBR2.0 & VBM2.0 lessons may be completed within a team or individual environment which would allow them to work on their interactive listening skills</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision New Business Project Multiplayer Competition</p> |
| Perform decision-making activities. | <p>All VBR2.0 & VBM2.0 lessons present students with the current business' information and allows students to apply decision-making techniques to improve upon that situation</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Business Education Directed Study - 8200100

| Framework | Virtual Business Lesson |
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| Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Use information to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons provide students with information regarding the current business and students must utilize this information to make critical decisions to improve upon the business' situation.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Practice quality performance in the learning environment and the workplace. | <p>All VBR2.0 & VBM2.0 lessons allow students to demonstrate their business/marketing knowledge when making decisions about the current business under operation.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | |
| Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. | <p><u>VBM2.0 Lessons:</u> Pricing Purchasing Staffing Promotion Targeted Marketing Advanced Promotion Supply & Demand Financial Statements Turnaround</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Supervision Productivity & Efficiency Risk Management & Insurance Forms of Ownership: Capital</p> |

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| | <p>Forms of Ownership: Taxes New Business Project Multiplayer Competition</p> |
| <p>Participate in work-based learning experiences.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved in operating a business and to increase learning experiences in those areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Business Systems and Technology 1 – 8209020

| Framework | Virtual Business Lesson |
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| <p>Demonstrate knowledge, skill and application of information systems to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to enhance the effectiveness of communication skills.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Productivity & Efficiency Turnaround New Business Project Multiplayer Competition</p> |
| <p>Practice quality performance in the learning environment and the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed in an individual or group environment – group environments help students to evaluate performance and abilities.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Incorporate appropriate leadership and supervision techniques, customer service</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection</p> |

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| <p>strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.</p> | <p>Employee Opinions Employee Supervision Sales & Logistics Turnaround New Business Project Multiplayer Competition</p> |
| <p>Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.</p> | <p><u>VBM2.0 Lessons:</u> Pricing Purchasing Staffing Promotion Targeted Marketing Advanced Promotion Supply & Demand Financial Statements Turnaround</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Supervision Productivity & Efficiency Risk Management & Insurance Forms of Ownership: Capital Forms of Ownership: Taxes New Business Project Multiplayer Competition</p> |
| <p>Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved with operating a business and to assess their likes and dislikes, and strengths and weakness within the different areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved with operating a business and to assess their likes and dislikes, and strengths and weakness within the different areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate human relations/interpersonal skills appropriate for the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

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| <p>Perform functions and responsibilities to accomplish job objectives and enhance workplace performance.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Productivity & Efficiency New Business Project Multiplayer Competition</p> |
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Introduction to Information Technology – 8207310

| Framework | Virtual Business Lesson |
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| <p>Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and projects may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate comprehension and communication skills.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to enhance the effectiveness of communication skills.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and projects may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| <p>Practice quality performance in the learning environment and the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment – allowing for substantial group feedback.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments and to utilize those comments to improve upon their business.</p> <p>New Store Project (VBR2.0)</p> |

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| | Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. | All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial data and to make decisions according to this data in order to improve upon the business. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. | All VBR2.0 & VBM2.0 lessons allow students to assess their decision-making performance based on the financial and product information that results. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. | |
| Demonstrate human relations/interpersonal skills appropriate for the workplace. | All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Participate in work-based learning experiences. | |
| Perform e-mail activities. | |
| Demonstrate knowledge of different operating systems. | |
| Demonstrate proficiency navigating the Internet, Intranet, and the WWW. | |
| Demonstrate proficiency using HTML commands. | |
| Demonstrate proficiency in page design applicable to the WWW. | |
| Demonstrate proficiency using specialized web design software. | |
| Develop an awareness of the information technology industry. | |
| Develop an awareness of microprocessors and digital computers. | |
| Develop an awareness of programming languages. | |
| Develop an awareness of emerging technologies. | |
| Develop an awareness of application architecture. | |

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| Demonstrate an understanding of the seven layers of the open systems interface (OSI) model. | |
| Demonstrate proficiency using common software applications. | |
| Demonstrate proficiency using specialized software applications. | |

Accounting Applications 1 - 8203310

| Framework | Virtual Business Lesson |
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| Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial and product information which is exportable to Excel where analysis, reports and presentations may be generated. All VBR2.0 & VBM2.0 lessons may be completed in an individual or team environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Use technology to accomplish job objectives and enhance workplace performance. | <p><u>VBR2.0 Lessons:</u> Market Research Targeted Marketing New Store Project Multiplayer Competitions</p> |
| Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| Practice quality performance in the learning environment and the workplace. | <p>All VBR2.0 & VBM2.0 lessons should be completed within the time allotted by the instructor.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments and to utilize those comments to improve upon their business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where further analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0)</p> |

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| | New Business Project (VBM2.0) |
| Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. | All VBR2.0 & VBM2.0 lessons allow students to explore the different areas involved in operating a business and to determine their strengths and weaknesses within these areas. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Demonstrate human relations/interpersonal skills appropriate for the workplace. | All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Participate in work-based learning experiences. | All VBR2.0 & VBM2.0 lessons allow the student to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Apply accounting principles and concepts to the performance of accounting activities. | All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated. Financial Statements (VBR2.0) New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |
| Apply accounting principles and concepts using appropriate technology. | All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |

Accounting Applications 2 – 8203320

| Framework | Virtual Business Lesson |
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| Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments and to utilize those comments to improve upon their business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Participate in work-based learning experiences. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports, and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply accounting principles and concepts to the performance of accounting activities. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports, and presentations may be generated.</p> <p>Financial Statements (VBR2.0) New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply accounting principles and concepts using appropriate technology. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports, and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Accounting Applications 3 – 8203330

| Framework | Virtual Business Lesson |
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| Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. | <p>All VBR2.0 & VBM2.0 lessons allow students to click on accounting terms within the program for a detailed definition. All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports, and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Use technology to increase productivity and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| Practice quality performance in the learning environment and the workplace. | <p>All VBR2.0 & VBM2.0 lessons allow students to assess the current business situation, implement decisions to improve upon that situation, and see the direct impact that their decisions have on that business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments and to utilize those comments to improve upon their business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

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| <p>Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Demonstrate human relations/interpersonal skills appropriate for the workplace.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Participate in work-based learning experiences.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Apply accounting principles and concepts to the performance of accounting activities.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Apply accounting principles and concepts using appropriate technology.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Accounting Applications 4 – 8203340

| Framework | Virtual Business Lesson |
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| Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments and to utilize those comments to improve upon their business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Participate in work-based learning experiences. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply accounting principles and concepts to the performance of accounting activities. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply accounting principles and concepts using appropriate technology. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

Accounting Applications 5 – 8203350

| Framework | Virtual Business Lesson |
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| Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. | <p>All VBR2.0 & VBM2.0 lessons allow students to click on accounting terms within the program for a detailed definition.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Practice quality performance in the learning environment and workplace. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and projects may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments and to utilize those comments to improve upon their business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and projects may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Demonstrate human relations/interpersonal skills appropriate for the workplace. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Participate in work-based learning experiences. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and projects may be generated, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)</p> |

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| <p>Apply accounting principles and concepts to the performance of accounting activities.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and projects may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Apply accounting principles and concepts using appropriate technology.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and projects may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to increase productivity and enhance workplace performance.</p> | |

Business and Entrepreneurial Principles – 8215120

| Framework | Virtual Business Lesson |
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| Apply communication skills (reading, writing, listening, speaking, and viewing) in a courteous, concise, and correct manner on personal and professional levels. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment, All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which are exportable to Excel where analysis, reports, and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports, and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Analyze current and emerging workplace trends and issues and determine potential impact on career and job objectives and workplace performance. | |
| Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| Practice quality performance in the learning environment and the workplace. | <p>All VBR2.0 & VBM2.0 lessons should be completed within the time allotted by the instructor.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons allow the student to make decisions regarding the current business based on the information provided and they are able to see the direct impact that those decisions have on their business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |

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| <p>Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>Financial Statements (VBR2.0) New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to explore the different functions involved in operating a business and to determine their strengths and weaknesses within those individual areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Participate in work-based learning experiences.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to learn from the business and marketing decisions they make and to improve upon their decisions based on the feedback that is generated from the lessons.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Justify the need to gain and maintain competitive advantage.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' market share.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Perform human resources management activities.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Turnaround New Business Project Multiplayer Competition</p> |
| <p>Analyze the impact and relationship of government regulations and community involvement on business management decisions.</p> | |
| <p>Perform supervisory/management functions.</p> | <p><u>VBR2.0 Lessons:</u> Pricing</p> |

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| | <p>Promotion Staffing Financing Targeted Marketing Merchandising Advanced Promotion Turnaround</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Productivity & Efficiency Sales & Logistics Surprise Turnaround New Business Project Multiplayer Competition</p> |
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Business Supervision 1 - 8215140

| Framework | Virtual Business Lesson |
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| <p>Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.</p> | <p>All VBR2.0 & VBM2.0 lessons may be completed in an individual or team environment, All VBR2.0 & VBM2.0 lessons present current business situations to the student and the student must use given information to try to improve upon that situation.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the risks that accompany owning your own business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' financial statements which are exportable to Excel where analysis, reports and presentations may be generated.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| <p>Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.</p> | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business and to determine their likes and dislikes within these areas.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0)</p> |

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| | New Business Project (VBM2.0) |
| Participate in work-based learning experiences. | All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business. New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0) |

Business Supervision 2 – 8215150

| Framework | Virtual Business Lesson |
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| Participate in work-based learning experience. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Justify the need to gain and maintain competitive advantage. | <p>All VBR2.0 & VBM2.0 lessons allow students to view the current business' market share.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Perform human resources management activities. | <p>VBM2.0 Lessons: Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Turnaround New Business Project Multiplayer Competition</p> |
| Analyze the impact and relationship of government regulations and community involvement on business management decision. | |
| Perform supervisory/management functions. | <p>VBM2.0 Lessons: Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Productivity & Efficiency Turnaround New Business Project Multiplayer Competition</p> |
| Apply operations management principles and procedures to an operations plan. | <p>Purchasing (VBR2.0), Basic Operations (VBM)</p> |
| Describe the role of organized labor and its influences on government and business. | <p>VBM2.0 Lessons: Strikes, Unions & Collective Bargaining New Business Project Multiplayer Competition</p> |
| Analyze the relationship among contract law, law of sales, consumer law, agency law, and environmental law. | |
| Analyze financial data to make long-term and short-term management decisions. | <p>All VBR2.0 & VBM2.0 lessons supply financial data for the student to make long</p> |

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| | <p>and short-term management decisions.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
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Business Supervision 3 – 8215160

| Framework | Virtual Business Lesson |
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| Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or team environment where ideas may be shared.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. | |
| Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. | <p>All VBR2.0 & VBM2.0 lessons may be completed within an individual or group environment where leadership responsibilities may be assumed.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. | |
| Participate in work-based learning experiences. | <p>All VBR2.0 & VBM2.0 lessons allow students to experience the different functions involved with operating a business.</p> <p>New Store Project (VBR2.0) Multiplayer Competitions (VBR2.0, VBM2.0) New Business Project (VBM2.0)</p> |
| Justify the need to gain and maintain competitive advantage. | <p>All VBR2.0 & VBM2.0 lessons allow students to view customer comments in order to see what possibly needs to change within the business.</p> <p><u>Specific VBR2.0 Lessons:</u> Market Research Targeted Marketing Pricing Advanced Promotion New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u> New Business Project Multiplayer Competitions</p> |

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| <p>Perform human resources management activities.</p> | <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Turnaround New Business Project Multiplayer Competition</p> |
| <p>Analyze the impact and relationship of government regulations and community involvement on business management decisions.</p> | |
| <p>Perform supervisory/management functions.</p> | <p><u>VBR2.0 Lessons:</u> Pricing Advanced Promotion New Store Project Multiplayer Competitions</p> <p><u>VBM2.0 Lessons:</u> Resumes & Employee Selection Employee Opinions Employee Supervision Strikes, Unions & Collective Bargaining Productivity & Efficiency Turnaround New Business Project Multiplayer Competition</p> |
| <p>Analyze the relationship among contract law, law of sales, consumer law, agency law, and environmental law.</p> | |