

New York City's Applied Learning Performance Standards
Correlation to
Virtual Business – Retailing2.0 (VBR2.0)
&
Virtual Business – Management (VBM) Lessons

Performance Standard	Virtual Business Retailing 2.0	Virtual Business Management
<i>A1 Problem Solving</i>	✓✓✓	✓✓✓
<i>A2 Communication Tools & Techniques</i>	✓✓✓	✓✓✓
<i>A3 Information Tools & Techniques</i>	✓✓	✓✓
<i>A4 Learning & Self-management Tools & Techniques</i>	✓✓✓	✓✓✓
<i>A5 Tools & Techniques for Working With Others</i>	✓	✓

Legend ✓ Some correlation to Performance Standard ✓✓ High correlation to Performance Standard ✓✓✓ Very High correlation to Performance Standard

The information for this correlation was found at the following web address during 12/2004:
<http://www.nycenet.edu/dis/standards/applied/hs/126overview.html>

A1 Problem Solving

Performance Standard	Virtual Business Lesson
<i>Design a Product, Service, or System:</i> Identify needs that could be met by new products, services or systems and create solutions for meeting them.	E-Commerce Systems (VBM), Geographic Info Systems (VBM), Telecommuting (VBM), A Practice Business (VBM), Start a Business (VBM), Intro to Int'l Business (VBM), Organization (VBM), Recruiting & Hiring (VBM), Warehouse Layout (VBM), Fleet Management (VBM), Basic Staffing (VBM), Merchandising (VBR2.0), Turnaround (VBR2.0), New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
<i>Improve a System:</i> Develop an understanding of the way systems of people, machines, and processes work; troubleshoot problems in their operation and devise strategies for improving their effectiveness.	All VBR2.0 & VBM Lessons require students to evaluate the current business situation and to utilize decision-making as well as problem-solving capabilities to improve upon that situation, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
<i>Plan and Organize an Event or an Activity.</i> Take responsibility for all aspects of planning and organizing an event or an activity from concept to completion, making good use of the resources of people, time and materials and facilities.	All VBR2.0 & VBM Lessons may be completed within an individual or group environment, All VBR2.0 & VBM Lessons must be completed within the time period allotted by the instructor, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)

A2 Communication Tools and Techniques

Performance Standard	Virtual Business Lesson
Make an oral presentation of project plans or findings to an audience with expertise in the relevant subject matter.	All VBR2.0 & VBM Lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be calculated, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
Prepare a formal written proposal or report to an organization beyond the school.	All VBR2.0 & VBM Lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be calculated, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
Develop a multi-media presentation.	All VBR2.0 & VBM Lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be calculated, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)

A3 Information Tools and Techniques

Performance Standard	Virtual Business Lesson
Gather information to assist in completing project work.	Market Research (VBR2.0), Targeted Marketing (VBR2.0), Pricing (VBR2.0), Purchasing (VBR2.0), Staffing (VBR2.0), Promotion (VBR2.0), Merchandising (VBR2.0), Advanced Promotion (VBR2.0), Security (VBR2.0), Turnaround (VBR2.0), A Practice Business (VBM), Basic Staffing (VBM), Basic Operations (VBM), Basic Financing (VBM), Start a Business (VBM), E-Commerce Systems (VBM), Geographic Info Systems (VBM), Telecommuting (VBM), Intro to Int'l Business (VBM), Exchange Rates (VBM), Country Selection (VBM), Tariffs & Protectionism (VBM), Organization (VBM), Training (VBM), Recruiting & Hiring (VBM), Employee Evaluation (VBM), Wages & Employment (VBM), Fleet Management (VBM), Warehouse Layout (VBM), New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
Use on-line sources to exchange information for specific purposes.	
Use word-processing software to produce a multi-page document.	All VBR2.0 & VBM Lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be generated, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
Write, add content to, and analyze a relational data base.	
Create, edit, and analyze a spreadsheet.	All VBR2.0 & VBM Lessons allow students to view the current business' product and financial information which is exportable to Excel where analysis, calculations, reports and presentations may be generated, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)

A4 Learning and Self-management Tools and Techniques

Performance Standard	Virtual Business Lesson
Learn from models.	A Practice Business (VBM), Start a Business (VBM), Intro to Int'l Business (VBM), New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
Review one's progress in completing work activities and adjust priorities.	All VBR2.0 & VBM Lessons allow students to monitor their progress towards attaining the lesson goals and objectives, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)

Evaluates one's performance.	All VBR2.0 & VBM Lessons allow students to see the direct impact that their decisions had on the current business and to implement changes if they are not satisfied with the outcome, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
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A5 Tools and Techniques for Working With Others

Performance Standard	Virtual Business Lesson
Participate in the establishment and operation of self-directed work teams.	All VBR2.0 & VBM Lessons may be completed within an individual or team environment, New Store Project (VBR2.0), Multiplayer Competitions (VBR2.0)
Plan and carry out a strategy for including at least one new member in a work program.	
Complete a task in response to a commission from a client.	