

# Grades 3, 4, 5

Adopted 2012

## Accounting

### Accounting as a Profession

- A. Explore various accounting careers. 15.1.5.A
  - B. Explain the need for ethics in the classroom and business. 15.1.5.B
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### Accounting Fundamentals

- C. Intentionally Blank 15.1.5.C
  - D. Intentionally Blank 15.1.5.D
  - E. Intentionally Blank 15.1.5.E
  - F. Identify family and business assets. 15.1.5.F
  - G. Identify family and business liabilities. 15.1.5.G
  - H. Intentionally Blank 15.1.5.H
  - I. Ask and answer questions about ownership in a business. 15.1.5.I
  - J. Discuss supplies needed to run a business. 15.1.5.J
  - K. Recognize and give examples of revenue. 15.1.5.K
  - L. Recognize and give examples of expenses. 15.1.5.L
  - M. Describe the different methods of how people are compensated. 15.1.5.M
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### Framework for Financial Reporting

- N. Discuss the different forms of business ownership in the community. 15.1.5.N
- O. Intentionally Blank 15.1.5.O

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### **Financial Reporting and Analysis**

- P. Intentionally Blank 15.1.5.P
- Q. Intentionally Blank 15.1.5.Q
- R. Intentionally Blank 15.1.5.R
- S. Intentionally Blank 15.1.5.S
- T. Intentionally Blank 15.1.5.T
- U. Intentionally Blank 15.1.5.U
- V. Intentionally Blank 15.1.5.V
- W. Discuss problems associated not having enough cash. 15.1.5.W
- X. Intentionally Blank 15.1.5.X

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### **Compliance**

- Y. Discuss the price of an item and the actual amount paid. 15.1.5.Y
- Z. Intentionally Blank 15.1.5.Z

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## **Career Management**

### **Knowledge/Planning**

- A. Identify personality and character traits about yourself as related to hobbies, activities, and interests. 15.2.5.A

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### **Organizing**

- B. Discuss career pathways and describe businesspeople in those pathways within the community. 15.2.5.B
- C. Identify and compare occupations within the global marketplace. 15.2.5.C
- D. Discuss traditional and virtual work environments. 15.2.5.D
- E. Intentionally Blank 15.2.5.E
- F. Discuss the costs associated with post-secondary education. 15.2.5.F
- G. With prompting and support, ask and answer questions about forms completed for school. 15.2.5.G
- H. Discuss interviewing as it relates to school and community. 15.2.5.H
- I. Explain why the U.S has employment laws. 15.2.5.I
- J. Describe the importance of career planning. 15.2.5.J
- K. Define personal networks and their functions. 15.2.5.K

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### **Leading/Directing**

- L. Describe personal qualities and behavior related to being a successful student. 15.2.5.L
- M. Explain the importance of adhering to expectations defined in the home, school, and community. 15.2.5.M

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## Evaluating & Controlling

- N. Intentionally Blank [15.2.5.N](#)
  - O. Explain the importance of accepting diverse populations. [15.2.5.O](#)
  - P. Explain how conflicts can be resolved. [15.2.5.P](#)
  - Q. Identify recent occupations emerging in the workplace. [15.2.5.Q](#)
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## Communication

### Foundations of Communication

- A. Create work product with a variety of formats including note taking, outlines, essays, correspondence, journals and presentations. [15.3.5.A](#)
  - B. Compose simple requests for information to respond to needs of audience. [15.3.5.B](#)
  - C. Apply strategies to understand directions. [15.3.5.C](#)
  - D. Explain and use vocabulary terms related to business and commerce. [15.3.5.D](#)
  - E. Distinguish between age appropriate and inappropriate print and electronic resources used for introductory research. [15.3.5.E](#)
  - F. Ask meaningful questions based upon a speaker's premise. [15.3.5.F](#)
  - G. Prepare appropriate information for impromptu and planned presentations. [15.3.5.G](#)
  - H. Present information as an individual or in a small group. [15.3.5.H](#)
  - I. Demonstrate note taking and questioning skills. [15.3.5.I](#)
  - J. Demonstrate active listening techniques. [15.3.5.J](#)
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### Etiquette

- K. Model appropriate verbal and non-verbal behaviors in various contexts. [15.3.5.K](#)
  - L. Identify traits (e.g., personal boundaries, confidence) that contribute to positive role models. [15.3.5.L](#)
  - M. Apply proper etiquette when using technology. [15.3.5.M](#)
  - N. Apply appropriate work ethic in the classroom. [15.3.5.N](#)
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### Organizational Communication

- O. Discuss appropriate communication skills within organizations. [15.3.5.O](#)
- P. Intentionally Blank [15.3.5.P](#)
- Q. Identify communication channels at school, home, and social events. [15.3.5.Q](#)
- R. Intentionally Blank [15.3.5.R](#)

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### **Electronic Communication**

- S. Explain electronic communication options (e.g., formal vs. informal, time constraints, geographic location) based on the intended message. 15.3.5.S
- T. Explain the importance of digital citizenship. 15.3.5.T
- U. Intentionally Blank 15.3.5.U
- V. Identify mobile communications used in various settings. 15.3.5.V
- W. Intentionally Blank 15.3.5.W

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### **Diversity**

- X. Identify diversity within groups and its effect on communications. 15.3.5.X

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## **Computer and Information Technologies**

### **Influence of Emerging Technologies**

- A. Identify emerging technologies used for educational and personal success. 15.4.5.A

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### **Digital Citizenship**

- B. Identify and demonstrate understanding of ethical, safe, and social online behavior and potential consequences of unethical, unsafe, and inappropriate behavior. 15.4.5.B

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### **Hardware**

- C. Describe the purpose, use, and care of peripheral devices of computer systems including input, processing, storage, and output devices. 15.4.5.C

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### **Input Technologies**

- D. Demonstrate the ergonomically correct use of more sophisticated input technologies. 15.4.5.D

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### **Operating Systems**

- E. Intentionally Blank 15.4.5.E

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### **Networking**

- F. Intentionally Blank 15.4.5.F

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### **Software/Applications**

- G. Create a digital project using appropriate software/application for an authentic task. 15.4.5.G

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### **Programming**

- H. Intentionally Blank 15.4.5.H
- I. Intentionally Blank 15.4.5.I
- J. Intentionally Blank 15.4.5.J

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### **Digital Media**

**K.** Use digital media to enhance a content-specific work product. 15.4.5.K

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### **Technology Research**

**L.** Discuss the characteristics of a credible website. 15.6.5.L

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### **Emerging Technologies in Careers**

**M.** Discuss the impact of emerging technologies on a variety of careers. 15.6.5.M

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## **Entrepreneurship**

### **The Entrepreneur**

**A.** Define the qualities of an entrepreneur. 15.5.5.A

**B.** Define the skill set of an entrepreneur. 15.5.5.B

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### **Entrepreneurs in the Domestic Economy**

**C.** Discuss differences and similarities between an entrepreneurship and a corporation. 15.5.5.C

**D.** Discuss traditional entrepreneurships and the pros and cons of being one's own boss. 15.5.5.D

**E.** Intentionally Blank 15.5.5.E

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### **Entrepreneurs in the Global Economy**

**F.** Identify global businesses in the local or state economy. 15.5.5.F

**G.** Intentionally Blank 15.5.5.G

**H.** Intentionally Blank 15.5.5.H

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### **Business Foundations**

**I.** Identify the functions of a business operation. 15.5.5.I

**J.** Intentionally Blank 15.5.5.J

**K.** Intentionally Blank 15.5.5.K

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### **Innovation / Opportunity in Entrepreneurship**

**L.** Intentionally Blank 15.5.5.L

**M.** Intentionally Blank 15.5.5.M

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## Finance and Economics

### Personal Finance Responsibility

- A. Intentionally Blank 15.6.5.A
  - B. Identify the steps taken when making a rational decision about money. 15.6.5.B
  - C. Intentionally Blank 15.6.5.C
  - D. Identify sources of income. 15.6.5.D
  - E. Intentionally Blank 15.6.5.E
  - F. Intentionally Blank 15.6.5.F
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### Money Management / Credit and Debt

- G. Discuss earnings, spending, and savings for financial stability. 15.6.5.G
  - H. Explain various payment methods. 15.6.5.H
  - I. Describe different types of financial institutions in your community. 15.6.5.I
  - J. Explain interest charged versus interest earned. 15.6.5.J
  - K. Discuss factors that impact one's ability to borrow money. 15.6.5.K
  - L. Intentionally Blank 15.6.5.L
  - M. Discuss potential consequences of disclosing personal information. 15.6.5.M
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### Risk Management and Insurance

- N. Discuss methods to protect valuable items against damage or loss. 15.6.5.N
  - O. Intentionally Blank 15.6.5.O
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### Saving and Investing

- P. Intentionally Blank 15.6.5.P
  - Q. Discuss the purpose and function of investments. 15.6.5.Q
  - R. Discuss investments and how they can grow in value. 15.6.5.R
  - S. Intentionally Blank 15.6.5.S
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## Global Business

### Global Literacy

- A. Identify global and domestic business and products. 15.7.5.A
  - B. Identify businesses in the community that trade products and/or services internationally. 15.7.5.B
  - C. Intentionally Blank 15.7.5.C
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### Government and Legal Systems

- D. Intentionally Blank 15.7.5.D
- E. Discuss laws in the U.S that promote free enterprise. 15.7.5.E

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**Global Economics**

- F. Intentionally Blank 15.7.5.F
- G. Intentionally Blank 15.7.5.G
- H. Describe resources used for business in the domestic and global economy. 15.7.5.H

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**Global Communication**

- I. Identify how misunderstandings occur when speaking, writing, or incorrectly interpreting language. 15.7.5.I
- J. Identify non-verbal behaviors and their impact on communication. 15.7.5.J

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**Global Responsibility**

- K. Explain how the responsible use of natural resources benefits the individual; the family; and local, national, and global communities. 15.7.5.K

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**Global Decision Making**

- L. Explain why business organizations should be constantly aware of external changes. 15.7.5.L

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**Global Business Opportunity**

- M. Identify countries that produce or specialize in a particular product or industry. 15.7.5.M

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**Global Marketing**

- N. Intentionally Blank 15.7.5.N

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**Global Finance**

- O. Intentionally Blank 15.7.5.O

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**Management****Organization and Characteristics of Business**

- A. Identify the expansion and decline of businesses in the community. 15.8.5.A
- B. Identify the different forms of business ownership in the local community. 15.8.5.B
- C. Explain the importance of ethical behavior in various situations. 15.8.5.C

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**Management Functions**

- D. Identify the process for planning and completing a project. 15.8.5.D
- E. Explain the need for management hierarchy in a business. 15.8.5.E
- F. Discuss techniques to manage individuals or businesses. 15.8.5.F
- G. Discuss characteristics of good leaders. 15.8.5.G
- H. Explain strategies designed to motivate individuals. 15.8.5.H

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### **Management Skills**

- I. Identify communication skills necessary for success as a leader. 15.8.5.I
- J. Identify technology tools used by business management. 15.8.5.J
- K. Intentionally Blank 15.8.5.K

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### **Human Resource Management**

- L. Intentionally Blank 15.8.5.L
- M. Intentionally Blank 15.8.5.M
- N. Intentionally Blank 15.8.5.N
- O. Intentionally Blank 15.8.5.O
- P. Intentionally Blank 15.8.5.P
- Q. Intentionally Blank 15.8.5.Q

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### **Management Focus**

- R. Intentionally Blank 15.8.5.R
- S. Intentionally blank 15.8.5.S
- T. Intentionally Blank 15.8.5.T

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## **Marketing**

### **Marketing as a Profession**

- A. Identify marketing careers and organizations within the field of marketing. 15.9.5.A

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### **Marketing Fundamentals**

- B. Ask and answer questions about reasons you and your family made specific purchases. 15.9.5.B
- C. Intentionally Blank 15.9.5.C

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### **Communications in Marketing**

- D. Reference Business, Computer and Information Technologies 15.9.5.D
- E. Give examples of various consumer behaviors and characteristics. 15.9.5.E

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### **Marketing Mix**

- F. Identify types of products and services that have changed over time. 15.9.5.F
- G. Explain the process used to obtain and maintain product and service availability. 15.9.5.G
- H. Discuss elements affecting a product's price. 15.9.5.H
- I. Distinguish types of promotions and their goal: education, awareness building, persuasion, and loyalty. 15.9.5.I

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**Research**

- J. Provide examples of marketing related data collection methods used by companies. 15.9.5.J

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**Marketing Plan**

- K. Intentionally Blank 15.9.5.K

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**Marketing Technology**

- L. Identify technologies that are used in marketing. 15.9.5.L

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**Legal/Ethical**

- M. Provide examples of problems businesses and consumers have with unethical or illegal behavior. 15.9.5.M