

**INTRODUCTION TO BUSINESS/
GENERAL BUSINESS
Grade 12**

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: A. Our Business World

<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>	
GB-A-1	<i>The learner will:</i> Define needs and wants	E. Forecast the impact of technological products and systems. 2. Select a technology that has had national impact and describe its impact. D. Evaluate choices of electronic resources and determine their strengths and limitations. 4. Select an appropriate tool, online resource or Web-site based on the information need.	<i>Standard 2 Technology and Society Interaction</i> <i>Standard 5 Technology and Information Literacy</i>
GB-A-2	Define business terms		
GB-A-3	Define basic rights	B. Apply technological knowledge in decision-making. 2. Make, support and defend decisions that involve trade-offs between competing values (e.g., use of criteria in making an equipment purchase).	<i>Standard 1 Nature of Technology</i>

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

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(Cont'd)

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GB-A-4	State three ways to measure economic growth	<p>A. Interpret and practice responsible citizenship relative to technology.</p> <p>2. Articulate how different factors, such as individual curiosity, advertising, strength of the economy, the goals of a company and current trends, contribute to shaping the design of, and demand for, various technologies.</p> <p>B. Apply a research process model to conduct research and meet information needs.</p> <p>8. Archive final product in a format accessible in the future.</p> <p><i>Standard 2 Technology and Society Interaction</i></p>
GB-A-5	Describe life styles in our economy	<p>A. Synthesize information, evaluate and make decisions about technologies.</p> <p>4. Plan/construct technological products considering profit incentive and market economy.</p> <p><i>Standard 5 Technology and Information Literacy</i></p>
GB-A-6	Describe our economic future	<p>A. Demonstrate the relationship among people, technology and the environment.</p> <p>1. Forecast intended and unintended consequences of technology deployment.</p> <p><i>Standard 1 Nature of Technology</i></p> <p><i>Standard 2 Technology and Society Interaction</i></p>

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: A. Our Business World

(Cont'd)

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INSTRUCTIONAL INDICATORS

TECHNOLOGY CONTENT STANDARDS CORRELATIONS

- D. Analyze ethical and legal technology issues and formulate solutions and strategies that foster responsible technology usage. *Standard 2
Technology and
Society Interaction*
2. Forecast changes in laws and legislation that might result from the exponential growth of technology.

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: B. Banking and Financial Services
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<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-B-1	List the services provided by most banks	
GB-B-2	Explain how banks are regulated	
GB-B-3	Explain how to open and maintain a checking account	
GB-B-4	Understand and reconcile a bank statement	
GB-B-5	Write a check	
GB-B-6	Define terms associated with a checking account	
GB-B-7	Identify methods used to cash and deposit checks	
GB-B-8	Describe several different methods of making payments, including electronically	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: C. Role as a Consumer

<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-C-1	Describe how products reach the consumer	
GB-C-2	List the types of stores and their products	
GB-C-3	Explain the buying problems of the consumer	
GB-C-4	List sources to help the consumer know what to buy	
GB-C-5	Describe how to become an informed consumer	
GB-C-6	Identify consumer's rights and responsibilities	
GB-C-7	Identify groups that protect the consumer	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: D. Using Credit

<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-D-1	Define the terms used in credit transactions	
GB-D-2	Describe the advantages and disadvantages of buying on credit	
GB-D-3	List the guidelines for using credit	
GB-D-4	Explain the different types of credit and compare their uses	
GB-D-5	Explain the use of loans as credit	
GB-D-6	Explain the costs involved in using credit	
GB-D-7	Describe installment buying	
GB-D-8	Identify types of business forms used in credit transactions	
GB-D-9	Describe what a credit report is and how consumers can access their credit reports	
GB-D-10	Identify credit scores and how consumers are affected in the market place by their individual scores	
GB-D-11	Explain the importance of establishing and maintaining a good credit record	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: E. Insurance Protection

<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-E-1	Explain how insurance works to protect against economic losses	
GB-E-2	List where insurance can be purchased	
GB-E-3	Describe the various kinds of vehicle insurance	
GB-E-4	Describe the various kinds of property insurance	
GB-E-5	List the main types of life insurance	
GB-E-6	Explain the types of protection provided by health insurance	
GB-E-7	Explain the need to insure income and how to do so	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: F. Saving and Investing Money
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<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-F-1	Explain the importance of planned savings to consumer	
GB-F-2	Describe the savings alternatives to consider when investing money including savings accounts, annuities, mutual funds, real estate, gold and other metals, commodities, bonds, and Treasury bills	
GB-F-3	List the types of savings accounts in various institutions	
GB-F-4	Explain stocks and bonds as an investment program	
GB-F-5	Describe the advantages and disadvantages of mutual funds	
GB-F-6	State the advantages and disadvantages of investing in real estate	
GB-F-7	Explain electronic accounts for investing in stocks/bonds/mutual funds as well as savings	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: G. Money Management
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<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-G-1	Explain how to use income, especially disposable income, in a responsible manner to meet individual consumer wants and needs	
GB-G-2	Describe the importance of money management goals	
GB-G-3	List the steps in preparing an individual or family budget	
GB-G-4	Explain the importance of keeping records of income and expenditures	
GB-G-5	Explain the effects of the changing value of money in comparing prices of goods and services from year to year	
GB-G-6	List ways to combat inflation and deflation	
GB-G-7	Describe methods of preparing for retirement	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: H. Labor and Government in Our Economy

<u>Numbers</u>	<u>INSTRUCTIONAL INDICATORS</u>	<u>TECHNOLOGY CONTENT STANDARDS CORRELATIONS</u>
	<i>The learner will:</i>	
GB-H-1	Explain how our government serves us	
GB-H-2	Explain how the cost of government is met	
GB-H-3	Explain how the tax system in the Unites States works	
GB-H-4	Describe the role of labor and its contribution to our economy	
GB-H-5	Describe the effect of world trade on our economy	
GB-H-6	Explain how individuals and government react and adjust during periods of inflation, recession and depression	

CLASS: INTRODUCTION TO BUSINESS / GENERAL BUSINESS

Grade 12

PERFORMANCE ORGANIZER: I. Economic Citizenship
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	<i>The learner will:</i>	
GB-I-1	Explain the reasons why we work	
GB-I-2	List the responsibilities of a worker	
GB-I-3	Explain how learning about people, information, and things is important in deciding the type of work people do	
GB-I-4	Discuss and inventory the personal qualities and characteristics to be considered when exploring careers in business	
GB-I-5	Explain the steps involved in locating and applying for a job	