

Micro Enterprise / Entrepreneurship

Sample Curriculum Map

Resource 08-05

Time Frame	Module	Objectives
Quarter 1	Module 1 Introduction	<ul style="list-style-type: none"> • Class Expectations and Procedures • Micro Enterprise Certification Requirements • Explanation of New Micro Enterprise Credential and how it will be embedded into the Entrepreneurship Curriculum • Class Introductions from both students/teacher • Student Bio Cards • Motivational Videos • Introduction of A.E.C.R. using Business Magazines • <u>Micro Enterprise Self-Assessment / Pre-Test</u> • <u>MODULE 1 ASSESMENT – A.E.C.R. / Journaling</u>
	Module 2 Becoming an Entrepreneur in a Market Economy	<ul style="list-style-type: none"> • All about Entrepreneurship • Is Entrepreneurship Right for you? • Explore Ideas and Opportunities • Problem Solving for Entrepreneurs • How Economic Decisions are made • What Affects Price? • <u>MODULE 2 ASSESMENT</u>
	Module 3 Develop a Business Plan	<ul style="list-style-type: none"> • Creating an Effective Business Plan • Why a Business Plan is Important • What goes into a Business Plan • <u>MODULE 3 ASSESMENT</u>
Quarter 2	Module 4 Identify and Meet a Market Need	<ul style="list-style-type: none"> • Identify Your Market • Research the Market • Know the Competition • <u>MODULE 4 ASSESMENT</u>

Quarter 3	<p>Module 5</p> <p>Market Your Business</p>	<ul style="list-style-type: none"> • Develop a Marketing Plan • The Marketing Mix – Product • The Marketing Mix – Price • The Value of Marketing • <u>MODULE 5 ASSESMENT</u>
	<p>Module 6</p> <p>Distribution, Promotion, and Selling</p>	<ul style="list-style-type: none"> • The Marketing Mix - Distribution • The Marketing Mix – Promotion • Selling and Promoting • <u>MODULE 6 ASSESMENT</u> • <u>Midterm Examination</u>
	<p>Module 7</p> <p>Select a Type of Ownership</p>	<ul style="list-style-type: none"> • Decide to Purchase, Join, or Start a Business or Franchise • Choose a Legal Form of Business • Legal Issues and Business Ownership • Choose the Legal Form of Your Business • <u>MODULE 7 ASSESMENT</u>
	<p>Module 8</p> <p>Locate and Set Up Your Business</p>	<ul style="list-style-type: none"> • Choose a Location • Obtain Space and Design the Physical Layout • Purchase Equipment, Supplies, and Inventory • <u>MODULE 8 ASSESMENT</u>
	<p>Module 9</p> <p>Plan and Track Your Finances</p>	<ul style="list-style-type: none"> • Finance Your Business • Make a Financial Plan • Pro Forma Financial Statements • Recordkeeping for Businesses • <u>MODULE 9 ASSESMENT</u>

Quarter 4	<p>Module 10</p> <p>Operations Management</p>	<ul style="list-style-type: none"> • Operating Procedures • Inventory Management • Financial Management • <u>MODULE 10 ASSESMENT</u>
	<p>Module 11</p> <p>Human Resource Management</p>	<ul style="list-style-type: none"> • Identify Your Staffing Needs • Staff Your Business • Direct and Control Human Resources • Hire Employees • Create a Compensation Package • <u>MODULE 11 ASSESMENT</u>
	<p>Module 12</p> <p>Risk Management</p>	<ul style="list-style-type: none"> • Business Risks • Insure Against Risk • Other Possible Risks • <u>MODULE 12 ASSESMENT</u>
	<p>Module 13</p> <p>Micro Enterprise Credential Preparation, Presentations, and Certification</p>	<ul style="list-style-type: none"> • Credit Applications • Company Registration • Self-Assessment Presentation • Key Financial Concepts Review for Certification • <u>Certification Testing</u> • <u>Remediation</u> • <u>Re-Testing</u> • <u>Final Examination</u>

Live Guest Speakers, the use of Nepris, and field trips will be used to help reinforce material. Dates will vary based on current curriculum.

Skills used throughout this course:

- **CCSS.ELA-Literacy.RST.9-10.1** Cite specific textual evidence to support analysis of science and technical texts, attending to the precise details of explanations or descriptions.
- **CCSS.ELA-Literacy.RST.9-10.3** Follow precisely a complex multistep procedure when carrying out experiments, taking measurements, or performing technical tasks, attending to special cases or exceptions defined in the text.
- **CCSS.ELA-Literacy.RST.9-10.4** Determine the meaning of symbols, key terms, and other domain-specific words and phrases as they are used in a specific scientific or technical context relevant to *grades 9–10 texts and topics*.

Literacy Strands – Literacy will be embedded into every lesson with a variety of activities listed with each strand.

1. *Read closely to determine what the text says explicitly and to make logical inferences from it; cite specific textual evidence when writing or speaking to support conclusions drawn from text. (Activities: Real World Applications, Read and Respond, Textbook Readings and Text Marking)*
2. *Determine central ideas or themes of a text and analyze their development; summarize the key supporting details and ideas. (Activities: Real World Applications, Read and Respond, Textbook Readings and Text Marking)*
4. *Interpret words and phrases as they are used in a text, including determining technical, connotative, and figurative meanings, and analyze how specific word choices shape meaning or tone. (Frayer Model with unit vocabulary, Real World Applications, Read and Respond, Textbook Readings and Text Marking)*