



Course Syllabus

Franklin High School	2020-2021
DIRECTIONS: For each course, complete the syllabus and share with your evaluating/supervising administrator as a pdf ("File-download-PDF document") by 9/28/20 . Syllabi will be posted on the FHS website under your name for the public to view.	
Course Overview	
NOTE: For core classes, all elements of this section (except for name and contact information) are the same.	
Course Title: Student Store Management 1-2 & Student Store Management & Philanthropy 3-4	
Instructor Name: Tim Biamont	Contact Info: tbiamont@pps.net
Grade Level(s): 11-12	
Credit Type: elective	# of credits per semester: 1
Prerequisites (if applicable): Introduction to Business and/or Personal Finance	
General Course Description: This is an advanced business capstone class where students will utilize previously acquired business program skills and knowledge. Students will participate in the management and daily operation of the Franklin student store (when in the building). Business activities include purchasing, pricing, promotion, cashiering, sales, inventory control, customer service, management, employee training and accounting. Emphasis will be placed on small business management, entrepreneurship, and philanthropy. Additionally, students will utilize 'LivePlan' to develop an online professional business plan. Supporting this work is a unique partnership with the Harold and Arlene Schnitzer CARE Foundation, where students have a unique opportunity to serve their community, through philanthropy work, fundraising and leadership opportunities. This student-directed program emulates those traits of a nonprofit business providing services, support and generating revenue that will later be distributed, in the form of grants, to local nonprofit organizations. Students receive a generous matching grant from the Care Foundation if fundraising goals are met. Grants are awarded based upon their class derived mission statement.	
Prioritized National/State Standards: Upon successful completion of this capstone course, the student will be able to: <ol style="list-style-type: none">1. develop basic knowledge about the organization of businesses in the free enterprise system.2. further develop and refine operational knowledge of marketing and business management skills through active management of the student store.3. develop leadership and philanthropic skills to promote productive and responsible personal involvement in school, on the job, and in the community.	



4. develop effective organizational skills, including decision making, goal setting, and prioritizing.
5. develop a detailed business plan and pitch using LivePlan business planning software.
6. acquire information and skills necessary for effective job search and will be given the opportunity to explore careers in business
7. acquire knowledge and develop positive attitudes and habits, which contribute to safe working conditions in business.

Course Details

Learning Expectations

Materials/Texts

Business: A Changing World – McGraw Hill, 10th Edition (will be provided online during distance learning)

Shoe Dog: Phil Knight - (will be provided online during distance learning)

Course Content and Schedule:

(Themes and Concepts Emphasised Throughout the Semester)

1. The environment of business
2. Being ethical and socially responsible
3. Navigating the world of e-business
4. Small business, entrepreneurship, and franchises
5. Business Planning
6. NonProfit Management
7. Management and organization
8. Human resources
9. Building customer relationships through effective marketing
10. Using accounting information
11. Money, banking, and credit
12. Effective written and oral communications
13. Critical thinking

Student Store Management & Philanthropy – 18 Week Distance Learning Schedule

Week:	Unit Content (subject to change):
Week 1-6	<p>Philanthropy Project (CommuniCare) - Part I & II Program introduction, Selection of Service Area and Mission Statement Creation</p> <p>LivePlan Business Plan Project - Parts I & II Learn LivePlan software, start a pitch and complete initial market analysis</p> <p>Shoe Dog - A Case Study in Business</p> <p>Case Study Analysis, Dialectical Journal Entries, Shark Tank Analysis and Unit 1 Quiz</p>
Week 7-12	<p>Philanthropy Project (CommuniCare) - Part III & IV NonProfit research and grant application review.</p> <p>Business Plan Project - Parts III & IV Complete a sales forecast, personnel plan and examine business start-up costs.</p> <p>Shoe Dog - A Case Study in Business</p> <p>Case Study Analysis, Dialectical Journal Entries, Shark Tank Analysis and Unit 2 Quiz</p>
Week 13-18	<p>Philanthropy Project (CommuniCare) - Part V & IV NonProfit interviews (virtual), final grant decisions made and awarded</p> <p>Business Plan Project - Parts V - VII Complete the lean business plan and present to the class.</p> <p>Shoe Dog - A Case Study in Business</p> <p>Case Study Analysis, Dialectical Journal Entries, Shark Tank Analysis and Unit 3 Quiz</p>

Differentiation/accessibility strategies and supports (TAG, ELL, SpEd, other):

The differentiation strategies used in this course are based on the evidence (data) received through multiple forms of pre, ongoing, and formative assessments. Differentiation strategies in place to meet the needs of ALL learners (including TAG, ESL, Special Ed...)

- Visual electronic aids
- Self-paced software
- Printout of instructions in native language when needed
- Interpreters if needed
- Hands-on learning (kinesthetic)
- Visual electronic aid (ZOOM meetings, screen sharing, email)
- Tutoring (one on one help)
- Supplies for equipment usage

Technology such as electronic hand-held response systems, electronic journals, communication and on-line grading to provide additional support for struggling students and provide enrichment for our gifted population.

Franklin High School plans to identify and adopt CTE curriculum that addresses the needs of our special populations.

Safety issues and requirements (if applicable):

N/A

ZOOM classroom meeting norms and expectations:

1. Please make sure I know who you are - student privacy is important!
2. Cameras help us feel connected. If you choose to use video (not required for most meetings) be aware of your surroundings and lighting. Respect the privacy of others.
3. Dress to impress! (school dress code applies).
4. Keep yourself muted unless speaking.
5. Please use the 'raise hand' side bar function when we are in large groups.
6. Be present. Multitask later.
7. Avoid eating, grooming, etc. when your camera is on.

Remember: This is a business class, and we'll be running our ZOOM meetings as if you were in a workplace environment.

Evidence of Course Completion

Assessment of Progress and Achievement:

Summative and formative grading techniques will be used to assess student progress. Various assessment methods will be used including examinations, quizzes, project completion, homework

assignments and class notebooks, small group problem solving of questions arising from application of course concepts and concerns to actual experience.

Progress Reports/Report Cards (what a grade means):
Grades are based on a percentage scale according to total points earned:
90-100%=A, 80-89%=B, 70-79%=C, 60-69%=D, 60%=F

Career Related Learning Experience (CRLEs) and Essential Skills:
PERSONAL MANAGEMENT Exhibit appropriate work ethic and behaviors in school, community, and workplace.
PROBLEM SOLVING Apply decision-making and problem-solving techniques in school, community, and workplace.
COMMUNICATION Demonstrate effective communication skills to give and receive information in school, community, and workplace.
TEAMWORK Demonstrate effective teamwork in school, community, and workplace.
EMPLOYMENT FOUNDATIONS Demonstrate academic, technical, and organizational knowledge and skills required for successful employment.
CAREER DEVELOPMENT Demonstrate career development skills in planning for post high school experiences.

Communication with Parent/Guardian

What methods are used to communicate curriculum, successes, concerns, etc.?
Communication will happen mainly through Canvas, Synergy, email this year.

Personal Statement and other needed info

This capstone class is designed to expose the interested student to many functions of modern business. The course shows the student how these functions exist in a changing society and the type of decisions which must be made within that environment. The course is also designed to expose the student to the multitude of career fields in the areas of business. The importance of business in modern society is also stressed throughout the course.

Topics such as business environment, management, organization, marketing, finance, accounting, and data processing are discussed in an introductory manner.

This course is not designed to provide for entry level employment or job upgrading except to provide background knowledge of business.