

MBA Research Comparison of Standards

FBLA: INTRODUCTION TO BUSINESS

Compared To

MBA Research BA Core, Business Management Core, Administrative Services, Business Information Management, General Management, Human Resources Management, Operations Management

GREEN/BOLD statements are part of your course/state standards and the MBA Research standard. Items in plain text are in the state's course/standards but are not in the MBA Research course or identified subset of the MBA Research National Business Administration Standards.

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INTB 01.00	Competency: Consumerism		
INTB 01.01	List sources of consumer information.	FI:073 - Protect against identity theft PM:017 - Identify consumer protection provisions of appropriate agencies PM:019 - Describe the uses of grades and standards in marketing PM:020 - Explain warranties and guarantees	LAP-PM-007 LAP-PM-008 LAP-PM-004
INTB 01.02	Identify rights and responsibilities of consumers and list ways to protect consumer rights.	PM:017 - Identify consumer protection provisions of appropriate agencies	LAP-PM-007
INTB 01.03	Explain the function of organizations such as the Better Business Bureau and the Federal Trade Commission.	BL:004 - Explain the nature of trade regulations	

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INTB 01.04	Analyze the characteristics, motivations, and behaviors of consumers.	IM:305 - Analyze purchasing behavior MP:003 - Explain the concept of market and market identification MP:005 - Select target market SE:359 - Discuss motivational theories that impact buying behavior	LAP-MP-003
INTB 01.05	Interpret financial elements to determine impact on consumer behavior.	PI:002 - Explain factors affecting pricing decisions	LAP-PI-003
INTB 01.06	Describe the use of advertisements and other marketing strategies.	PR:099 - Describe the use of business ethics in promotion	
INTB 01.07	Explain the importance of comparative shopping.		
INTB 01.08	Describe the difference between a promotional and a clearance sale.		
INTB 02.00	Competency: Characteristics and Organization of Business		
INTB 02.01	Define the main goals and functions of a business.	EC:010 - Identify factors affecting a business's profit EC:071 - Describe types of business activities	LAP-EC-002 LAP-EC-071
INTB 02.02	Explain the difference between gross profit and net profit.	EC:010 - Identify factors affecting a business's profit	LAP-EC-002

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INTB 02.03	List and describe the steps in organizing a business.	Scope of state's statement is too broad to match to specific performance indicators.	
INTB 02.04	Define the main features, advantages, and disadvantages of various types of business ownership.	BL:003 - Explain types of business ownership	LAP-BL-001
INTB 02.05	Describe the major functions of business and their relationship to one another.	EC:071 - Describe types of business activities	LAP-EC-071
INTB 02.06	Identify current business trends to recognize changes needed in business operations.	NF:013 - Describe current business trends	
INTB 02.07	Develop a business plan that facilitates growth and business success.	SM:013 - Develop business plan	LAP-SM-013
INTB 03.00	Competency: Money Management, Banking, and Investments		
INTB 03.01	Discuss the nature of monetary policy and the role of the Federal Reserve System.	EC:073 - Discuss the nature of monetary policy EC:097 - Explain the role of the Federal Reserve System	
INTB 03.02	Discuss the general methods of financing business ventures and various sources of financing.	EN:015 - Describe processes used to acquire adequate financial resources for venture creation/start-up EN:016 - Select sources to finance venture creation/start-up	

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INTB 03.03	Develop, evaluate, and modify a spending/savings plan.	FI:066 - Develop personal budget FI:099 - Develop company's/department's budget FI:106 - Describe the nature of budgets	LAP-FI-099 LAP-FI-106
INTB 03.04	Describe the purpose of budgets and identify the steps in preparing a good budget.	FI:099 - Develop company's/department's budget FI:106 - Describe the nature of budgets	LAP-FI-099 LAP-FI-106
INTB 03.05	Demonstrate proper procedures for managing a checking account (e.g., writing checks, balancing check register, making deposits, electronic funds transfers, and debit cards).	FI:560 - Prepare bank account documents (e.g., checks, deposit/withdrawal slips, endorsements, etc.) FI:735 - Manage bank accounts (e.g., scope of services, fee structures, system integration) OP:273 - Deposit checks	
INTB 03.06	Compare services provided by banks, credit unions, and other financial institutions.	FI:075 - Describe types of financial-services providers	
INTB 03.07	Define the difference between fixed expenses and variable expenses.	State's statement is an objective/component of the performance indicator: OP:024 - Explain the nature of overhead/operating costs	LAP-OP-009
INTB 03.08	Prepare and interpret financial statements such as a balance sheet and an income and expenditure record.	FI:102 - Interpret financial statements FI:149 - Prepare income statements FI:393 - Prepare balance sheets	

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INTB 03.09	Evaluate savings and investment options (e.g., stocks, bonds, mutual funds, real estate, etc.) to meet short- and long-term goals.	FI:280 - Explain fundamental analysis used in making investment decisions FI:284 - Choose investments based on security's fundamental analysis	
INTB 03.10	Describe source of securities information.	FI:274 - Describe sources of securities information	
INTB 03.11	Compare and contrast various sources of credit.	State's statement is an objective/component of the performance indicator: FI:002 - Explain the purposes and importance of credit	LAP-FI-002
INTB 03.12	Explain the advantages and disadvantages of using credit.	State's statement is an objective/component of the performance indicator: FI:002 - Explain the purposes and importance of credit	LAP-FI-002
INTB 03.13	Compute simple interest loans.	State's statement is an objective/component of the performance indicator: FI:782 - Calculate the cost of credit	
INTB 03.14	Explain how a good credit record can be established and maintained.	State's statement is an objective/component of the performance indicator: FI:071 - Demonstrate the wise use of credit	
INTB 04.00	Competency: Rights and Responsibilities of Employees, Managers, Owners, and Government		

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INTB 04.01	Identify ways for businesses to demonstrate their social responsibility.	EC:070 - Explain the role of business in society SM:082 - Explain the nature of corporate social responsibility	LAP-EC-070
INTB 04.02	Identify ways to improve employee morale and customer satisfaction.	CR:030 - Build and maintain relationships with customers HR:513 - Foster employee engagement and commitment	
INTB 04.03	Discuss procedures and consequences when on-the-job rules and laws are not followed.	PD:251 - Follow rules of conduct	LAP-PD-251
INTB 04.04	Identify basic principles of organized labor and describe its influence on government and business.	EC:015 - Explain the concept of organized labor and business	LAP-EC-005
INTB 04.05	Explain the impact of equal employment opportunity and affirmative action on business.	BL:007 - Explain the nature of human resources regulations	
INTB 04.06	Recognize bias, vested interest, stereotyping, and the manipulation and misuse of information	NF:079 - Evaluate quality and source of information	
INTB 04.07	Determine the relationship between government and business to ascertain government's role in a market economy.	EC:008 - Determine the relationship between government and business	LAP-EC-016
INTB 04.08	Analyze impact of government regulation and rights on business.	BL:001 - Describe legal issues affecting businesses	

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INTB 05.00	Competency: Career Awareness		
INTB 05.01	Identify personal qualities and characters and match to business careers.	PD:013 - Assess personal interests and skills needed for success in business	
INTB 05.02	Identify factors affecting the future of the workforce.	NF:013 - Describe current business trends	
INTB 05.03	Identify sources of information about careers and job leads.	PD:022 - Identify sources of career information	
INTB 05.04	Write a letter of application.	PD:030 - Write a letter of application	
INTB 05.05	Prepare a resume or personal data sheet.	PD:031 - Prepare a résumé	
INTB 05.06	Demonstrate how to properly fill out a job application form.	PD:027 - Complete a job application	
INTB 05.07	Implement job-interview strategies.	PD:028 - Interview for a job	

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INTB 06.00	Competency: Insurance		
INTB 06.01	Identify reasons for buying personal and business insurance.	State's statement is an objective/component of the performance indicator: FI:081 - Describe the concept of insurance	
INTB 06.02	Distinguish among the various types of insurance (e.g., home, life, medical automobile, liability, disability, etc.).	FI:081 - Describe the concept of insurance	
INTB 06.03	Compare basic types of insurance policies to determine appropriate use.	FI:082 - Obtain insurance coverage	
INTB 06.04	Implement safety, health, and environmental controls to minimize loss and risk.	OP:004 - Describe health and safety regulations in business OP:007 - Follow safety precautions	
INTB 07.00	Competency: Economic Systems		
INTB 07.01	Define key economic terms.	Scope of state's statement is too broad to match to specific performance indicators. EC:001 - Describe the concepts of economics and economic activities	LAP-EC-006

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INTB 07.02	Analyze the role of supply and demand in the economy.	EC:005 - Explain the principles of supply and demand	LAP-EC-011
INTB 07.03	Identify major components of the free enterprise system.	EC:009 - Explain the concept of private enterprise	LAP-EC-015
INTB 07.04	Explain the economic role played by business in satisfying customer needs and wants in a free enterprise system.	State's statement is an objective/component of the performance indicator: EC:001 - Describe the concepts of economics and economic activities	LAP-EC-006
INTB 07.05	Recognize effects of competition on businesses, consumers, and society.	EC:012 - Explain the concept of competition	LAP-EC-008
INTB 07.06	Explain characteristics, including strengths and weaknesses of various types of economic systems (e.g., traditional, communist, socialist, etc.).	EC:007 - Explain the types of economic systems	LAP-EC-017
INTB 07.07	Identify factors affecting business profit.	EC:010 - Identify factors affecting a business's profit	LAP-EC-002
INTB 07.08	Explain the importance of productivity and how finances, labor, and technology affect productivity.	EC:013 - Explain the concept of productivity	LAP-EC-018

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INTB 07.09	Identify economic trends/indicators to measure economic conditions.	EC:017 - Explain the concept of Gross Domestic Product (GDP) EC:081 - Discuss the measure of consumer spending as an economic indicator EC:082 - Discuss the impact of a nation's unemployment rates EC:083 - Describe the economic impact of inflation on business EC:084 - Explain the economic impact of interest-rate fluctuations	LAP-EC-001 LAP-EC-029 LAP-EC-028
INTB 07.10	Examine current events (regional, national, and international) to determine their impact on business.		
INTB 07.11	Analyze the economic impact of e-commerce.		
INTB 08.00	Competency: Ethics		
INTB 08.01	Identify current and emerging ethical issues in the global business environment and the consequences of unethical business dealings.	EC:106 - Explain the nature of business ethics EI:124 - Explain reasons for ethical dilemmas	LAP-EC-106 LAP-EI-124
INTB 08.02	Exhibit legal and ethical behaviors when using information and technology and discuss consequences of misuse.	EI:038 - Explain ethical considerations in providing information OP:208 - Adhere to laws pertaining to computer crime, fraud, and abuse	

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INTB 08.03	Apply a professional code of ethics to a workplace problem or issue.	PD:262 - Utilize an established professional code of ethics	
INTB 08.04	Apply ethics and government regulations to protect the business.	BL:011 - Develop strategies for legal/government compliance EI:125 - Recognize and respond to ethical dilemmas	LAP-EI-125
INTB 08.05	Explain the relationship of business ethics to product/service management.	PM:040 - Explain business ethics in product/service management	LAP-PM-040
INTB 08.06	Examine the role of ethics and social responsibility on decision making.	EI:125 - Recognize and respond to ethical dilemmas	LAP-EI-125
INTB 09.00	Competency: Global (International) Business		
INTB 09.01	Explain the difference between foreign trade and domestic trade.	State's statement is an objective/component of the performance indicator: EC:016 - Explain the nature of global trade	LAP-EC-004
INTB 09.02	Describe some of the ways in which social, cultural, economic, legal, and political differences among nations affect international business.	EC:045 - Discuss the impact of cultural and social environments on global trade EC:112 - Explain the impact of major trade alliances on business activities EC:113 - Describe the impact of the political environment on world trade	LAP-EC-045

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		EC:116 - Explain the impact of a country's economic development on world trade	
INTB 09.03	Discuss how current world events impact international business.		
INTB 09.04	Recognize the impact of international trade on business.	EC:016 - Explain the nature of global trade	LAP-EC-004
INTB 09.05	Demonstrate an understanding of global competition.	EC:109 - Discuss the impact of globalization on business	
INTB 09.06	Describe how tariffs, quotas, and embargoes affect world trade.	EC:016 - Explain the nature of global trade	LAP-EC-004