



By  MBA Research & Curriculum Center

Course Descriptions

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Leadership

Leadership, which incorporates both project-based learning and social-emotional learning, develops student knowledge and skills in such areas as emotional intelligence, operations, professional development, communication skills, and business law. Students acquire an understanding and appreciation of the need for ethical decision-making and leadership skills. They examine real-world ethical dilemmas, teach others about key ethical principles and the importance of ethical leadership, and implement a service-learning project to positively impact their community. Formal reflection is an ongoing component of the course.

Recommended: 9th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisite: n/a

Wealth Management

This project-based financial literacy course develops student understanding and skills in such areas as functions of money; setting financial goals; earning, tracking, borrowing, and growing money; making responsible financial decisions; protecting assets; and charitable giving. To encourage immediate implementation of financial management skills, *Wealth Management* utilizes an ongoing project for course delivery and reinforcement. The course content is sequenced for students to develop a full understanding of their role and responsibility in their financial future. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills.

Recommended: 9th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisite: n/a

Principles of Business

This project-based business course develops student understanding and skills in such areas as business law, economics, financial analysis, human resources management, information management, marketing, operations, and strategic management. Through the use of projects, students acquire an understanding and appreciation of the business world. They develop a biography of a local business, examine factors affecting business profit and risk, conduct an environmental scan of the business community, and investigate business activities. Current technology will be used to acquire information and to complete the projects. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Formal reflection is an ongoing component of the course.

Recommended: 10th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisite: n/a

Business Economics

This project-based business course develops student understanding and skills in such areas as economics, operations, and professional development. Through the use of six projects, students acquire an understanding and appreciation of economic decision-making in the business world as well as augmenting their knowledge of entrepreneurial contributions. Current technology will be used to acquire information and to complete the projects. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Formal reflection is an ongoing component of the course.

Recommended: 10th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisite: Principles of Business

Principles of Marketing

This project-based business course develops student understanding and skills in such areas as channel management, marketing-information management, market planning, pricing, product/service management, promotion, and selling. Through the use of five projects, students acquire an understanding and appreciation of marketing activities. Current technology will be used to acquire information and to complete the projects. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Formal reflection is an ongoing component of the course.

Recommended: 11th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisites: Principles of Business and Business Economics

Principles of Finance

Principles of Finance furthers student understanding of two specific business activities—accounting and finance—that were introduced in an earlier High School of Business™ course, *Principles of Business*. Through multiple projects, students make connections between accounting, with an emphasis on cash flow, and finance, with an emphasis on decision-making. Students acquire an understanding of financial statements, calculate financial ratios, and make business decisions based on their interpretation of those financial statements and ratios. In addition, students determine the impact of financial transactions on the accounting equation and examine business-financing options.

Recommended: 11th or 12th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisites: Principles of Business and Business Economics

Principles of Management

This project-based business course furthers student understanding of management and management functions. Through individual and team activities, students make connections between management and business success. A significant portion of the *Principles of Management* course is also devoted to in-depth planning and preparations necessary for successful operation of the students' class business, to be actualized in the HSB capstone *Business Strategies* course.

Recommended: 11th or 12th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisites: Principles of Business and Business Economics

Business Strategies

Business Strategies, which is the capstone course for the High School of Business™ program, develops student understanding and skills in such areas as business law, entrepreneurship, financial analysis, human resources management, and strategic management. By planning, organizing, staffing, directing, and controlling business activities, students acquire a realistic understanding of what is required to open and successfully run a business. They develop a business plan; recruit, interview, select, and hire staff; supervise staff; control use of resources; and evaluate the results of the business effort. Throughout the course, students make decisions and use problem-solving skills. Formal reflection is an on-going component of the course.

Recommended: 12th grade

Credit: .5 (one semester)

Track: High School of Business™

Prerequisites: Principles of Business, Business Economics, Principles of Marketing, Principles of Finance, and Principles of Management