

## FBLA HS Business Management<sup>§</sup>

### Business Environment (15 test items)

1. Explain the role of business in society (EC:070, LAP-EC-070) (CS)
2. Describe types of business activities (EC:071, LAP-EC-071) (CS)
3. Describe types of business models (EC:138) (SP)
4. Discuss the global environment in which businesses operate (EC:104) (SP)
5. Describe legal issues affecting businesses (BL:001) (SP)
6. Explain the organizational design of businesses (EC:103) (SP)

### Management Types (25 test items)

1. Discuss the nature of human resources management (HR:410, LAP-HR-410) (CS)
2. Explain the nature of project management (OP:158, LAP-OP-158) (SP)
3. Discuss the nature of information management (NF:110, LAP-NF-110) (CS)
4. Discuss the nature of customer relationship management (CR:016, LAP-CR-016) (SP)
5. Discuss the nature of supply chain management (OP:303, LAP-OP-303) (SP)
6. Explain the nature of change management (SM:095) (SP)
7. Explain the nature of knowledge management (KM:001, LAP-KM-001) (SP)
8. Explain the nature of quality management (QM:001, LAP-QM-001) (SP)
9. Explain the nature of risk management (SM:075, LAP-SM-075) (SP)

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<sup>§</sup> Sources: These learning outcomes are part of MBA Research's National Business Administration Standards.

## **Business Finance (15 test items)**

1. Explain the nature of balance sheets (FI:093, LAP-FI-093) (SP)
2. Describe the nature of income statements (FI:094, LAP-FI-094) (SP)
3. Describe the nature of budgets (FI:106, LAP-FI-106) (SP)
4. Describe the nature of cash flow statements (FI:091, LAP-FI-091) (SP)
5. Develop company's/department's budget (FI:099, LAP-FI-099) (MN)
6. Interpret financial statements (FI:102) (MN)

## **Operations (15 test items)**

1. Explain the nature of operations (OP:189, LAP-OP-189) (CS)
2. Discuss the nature of business analysis (OP:327) (SP)
3. Discuss business process thinking and its impact (OP:474) (SP)
4. Explain the concept of supply chain (OP:443, LAP-OP-443) (CS)
5. Explain the impact of supply chains on business performance (OP:477, LAP-OP-477) (SP)

## **Strategic Management (30 test items)**

1. Explain the concept of management (SM:001, LAP-SM-001) (CS)
2. Explain factors that affect management (SM:100) (SP)
3. Discuss the nature of managerial planning (SM:063) (SP)
4. Explain managerial considerations in organizing (SM:064, LAP-SM-064) (SP)
5. Describe managerial considerations in staffing (SM:065, LAP-SM-065) (SP)
6. Discuss managerial considerations in directing (SM:066, LAP-SM-066) (SP)
7. Describe the nature of managerial control (control process, types of control, what is controlled) (SM:004, LAP-SM-004) (SP)
8. Explain the nature of managerial ethics (SM:002, LAP-SM-002) (MN)
9. Explain the nature of business plans (SM:007, LAP-SM-007) (MN)
10. Select and apply metrics for measuring organizational success (SM:074) (MN)

## References

MBA Research and Curriculum Center. *National Business Administration Standards.*

<https://www.mbaresearch.org/local-educators/teaching-resources/standards/>

Asana. *How to implement a strategic management process.* <https://asana.com/resources/strategic-management-stages>

Business.com. *8 branches of business management.* <https://www.business.com/articles/8-branches-of-business-management/>

ProofHub. *What is business management? A comprehensive guide.* <https://www.proofhub.com/articles/business-management>

## LAP List

Objective #	LAP #*	LAP Title
<b>EC:070</b>	LAP-EC-070	Business Connections (Business and Society)
<b>EC:071</b>	LAP-EC-071	Strictly Business (Business Activities)
<b>HR:410</b>	LAP-HR-410	People Pusher (Nature of Human Resources Management)
<b>OP:158</b>	LAP-OP-158	Projected to Win (Nature of Project Management)
<b>NF:110</b>	LAP-NF-110	In the Know (Nature of Information Management)
<b>CR:016</b>	LAP-CR-016	Know When To Hold 'Em (Nature of Customer Relationship Management)
<b>OP:303</b>	LAP-OP-303	Top of the (Supply) Chain (Nature of Supply Chain Management)
<b>KM:001</b>	LAP-KM-001	Know Go (The Nature of Knowledge Management)
<b>QM:001</b>	LAP-QM-001	Keep It Quality (Nature of Quality Management)
<b>SM:075</b>	LAP-SM-075	Prepare for the Worst; Expect the Best (Nature of Risk Management)
<b>FI:093</b>	LAP-FI-093	The Right Balance (The Nature of Balance Sheets)
<b>FI:094</b>	LAP-FI-094	Watch Your Bottom Line (Income Statements)
<b>FI:106</b>	LAP-FI-106	Money Tracks (Nature of Budgets)

<b>FI:091</b>	LAP-FI-091	Count the Cash (Cash Flow Statements)
<b>FI:099</b>	LAP-FI-099	Build Your Game Plan (Developing a Company/Department Budget)
<b>OP:189</b>	LAP-OP-189	Smooth Operations (Nature of Operations)
<b>OP:443</b>	LAP-OP-443	Deliver the Goods (Concept of Supply Chains)
<b>OP:477</b>	LAP-OP-477	Chain Reaction (Impact of Supply Chains on Business Performance)
<b>SM:001</b>	LAP-SM-001	Manage This! (Concept of Management)
<b>SM:064</b>	LAP-SM-064	Put It All Together (Managerial Organizing)
<b>SM:065</b>	LAP-SM-065	Dream Team Maker (Staffing)
<b>SM:066</b>	LAP-SM-066	Take Action (Managerial Directing)
<b>SM:004</b>	LAP-SM-004	Measure Up! (Managerial Control)
<b>SM:002</b>	LAP-SM-002	Great Power, Great Responsibility (Nature of Managerial Ethics)
<b>SM:007</b>	LAP-SM-007	Plan Now, Succeed Later (Nature of Business Plans)

\* LAP #s subject to change