**Micro Enterprise / Entrepreneurship**

**Sample Curriculum Map**

**Resource 08-05**

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| **Time**  **Frame** | **Module** | **Objectives** |
| **Quarter 1**  **Quarter 2**  **Quarter 3**  **Quarter 4** | **Module 1**  **Introduction**  **Module 2**  **Becoming an Entrepreneur in a Market Economy**  **Module 3**  **Develop a Business Plan**  **Module 4**  **Identify and Meet a Market Need**  **Module 5**  **Market Your Business**  **Module 6**  **Distribution, Promotion, and Selling**  **Module 7**  **Select a Type of Ownership**  **Module 8**  **Locate and Set Up Your Business**  **Module 9**  **Plan and Track Your Finances**  **Module 10**  **Operations Management**  **Module 11**  **Human Resource Management**  **Module 12**  **Risk Management**  **Module 13**  **Micro Enterprise Credential Preparation, Presentations, and Certification** | * **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** * ***Micro Enterprise Self-Assessment / Pre-Test*** * ***MODULE 1 ASSESMENT – A.E.C.R. / Journaling*** * **All about Entrepreneurship** * **Is Entrepreneurship Right for you?** * **Explore Ideas and Opportunities** * **Problem Solving for Entrepreneurs** * **How Economic Decisions are made** * **What Affects Price?** * ***MODULE 2 ASSESMENT*** * **Creating an Effective Business Plan** * **Why a Business Plan is Important** * **What goes into a Business Plan** * ***MODULE 3 ASSESMENT*** * **Identify Your Market** * **Research the Market** * **Know the Competition** * ***MODULE 4 ASSESMENT*** * **Develop a Marketing Plan** * **The Marketing Mix – Product** * **The Marketing Mix – Price** * **The Value of Marketing** * ***MODULE 5 ASSESMENT*** * **The Marketing Mix - Distribution** * **The Marketing Mix – Promotion** * **Selling and Promoting** * ***MODULE 6 ASSESMENT*** * ***Midterm Examination*** * **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** * ***MODULE 7 ASSESMENT*** * **Choose a Location** * **Obtain Space and Design the Physical Layout** * **Purchase Equipment, Supplies, and Inventory** * ***MODULE 8 ASSESMENT*** * **Finance Your Business** * **Make a Financial Plan** * **Pro Forma Financial Statements** * **Recordkeeping for Businesses** * ***MODULE 9 ASSESMENT*** * **Operating Procedures** * **Inventory Management** * **Financial Management** * ***MODULE 10 ASSESMENT*** * **Identify Your Staffing Needs** * **Staff Your Business** * **Direct and Control Human Resources** * **Hire Employees** * **Create a Compensation Package** * ***MODULE 11 ASSESMENT*** * **Business Risks** * **Insure Against Risk** * **Other Possible Risks** * ***MODULE 12 ASSESMENT*** * **Credit Applications** * **Company Registration** * **Self-Assessment Presentation** * **Key Financial Concepts Review for Certification** * ***Certification Testing*** * ***Remediation*** * ***Re-Testing*** * ***Final Examination***   **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](http://www.corestandards.org/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](http://www.corestandards.org/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](http://www.corestandards.org/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)*** 3. *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)*** | | |