**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*.
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| **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)***
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