

HIGH SCHOOL OF BUSINESS PROGRAM COURSE CODES GRADES 9-12

These courses are ONLY for those instructors who have completed the High School of Business National Certification.

Course Code	Course Name	Grade Levels	Description	Accreditation Time/ Credit Options*	License/credential Required**
04311	HSB - Leadership for Business	9	<i>Leadership</i> , a project-based leadership course, develops student understanding and skills in such areas as communication skills, emotional intelligence, operations, and professional development. Students acquire an understanding and appreciation of the need for leadership skills. To encourage immediate implementation of leadership skills, <i>Leadership</i> utilizes an on-going service-learning project for course delivery and reinforcement. The course content is sequenced for students to identify, plan, implement, and evaluate a service-learning project based on the needs of their community/school. Throughout the course, students are presented problem-solving situations for which they must apply academic and critical-thinking skills. Formal reflection is an on-going component of the course.	1/2	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 7-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 7-12, or 9-12 OR 04006-CTE Marketing Education ♦ 7-12 or 9-12 AND 04007-High School of Business I ♦ 7-12
04312	HSB - Wealth Management	9	<i>Wealth Management</i> is an accelerated financial literacy course in which High School of Business™ students actively learn to manage and build personal wealth. Students develop an understanding of the relationship between economics and wealth management, set personal and financial goals, establish a personal budget, manage personal finances, explore methods of generating income, determine insurance needs, and acquire investing skills and knowledge. To demonstrate their mastery of such financial literacy skills and knowledge, students engage in an intensive project to educate those around them (e.g., fellow high school students, adult members of the community, etc.) about wealth management, its importance, and its impact upon a person's overall success in life. Suggested Pre-requisite: Leadership for Business.	1/2	

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04313	HSB - Principles of Business	10-11	<i>Principles of Business</i> , a 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 three projects, students acquire an understanding and appreciation of the business world. They develop a business analysis report, conduct an environmental scan of the local 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 on-going component of the course. Suggested Pre-requisite: Leadership for Business and Wealth Management.	1/2	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 7-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 7-12, or 9-12 OR 04006-CTE Marketing Education ♦ 7-12 or 9-12 AND 04007-High School of Business I ♦ 7-12
04314	HSB - Business Economics	10-11	In <i>Business Economics</i> , a project-based business course, students expand their understanding that businesses are influenced by external factors that are often beyond their control. Consumer spending, government policies, economic conditions, legal issues, and global competition are addressed through practical, current applications to everyday societal and business life. Students develop their knowledge and skills in such areas as economics, entrepreneurship, and professional development.	1/2	
04315	HSB - Principles of Marketing	11-12	<i>Principles of Marketing</i> is a project-based business course that develops student understanding and skills in the functional areas of channel management, marketing-information management, market planning, pricing, product/service management, promotion, and selling. Students acquire an understanding and appreciation of each of the marketing activities.	1/2	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 7-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 7-12, or 9-12 OR 04006-CTE Marketing Education ♦ 7-12 or 9-12 AND 04008-High School of Business II ♦ 7-12

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04316	HSB - Principles of Finance	11-12	<i>Principles of Finance</i> furthers student understanding of two specific business activities—accounting and finance—that were introduced in an earlier <i>High School of Business</i> course, <i>Principles of Business</i> . Through team activities and a semester-long corporate investment project, students make connections between accounting and finance. Students acquire an understanding of financial statements, calculate financial ratios, and make corporate financial management decisions based on their analysis of that financial data. In addition, students apply the concepts of operating and overhead costs, internal accounting controls, and budgets to their class business. Lastly, cost/benefit analysis is introduced as an element of financial planning and decision-making.	1/2	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 7-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 7-12, or 9-12 OR 04006-CTE Marketing Education ♦ 7-12 or 9-12 AND 04008-High School of Business II ♦ 7-12
04317	HSB - Principles of Management	12	<i>Principles of Management</i> furthers student understanding of management that was introduced in an earlier <i>High School of Business™</i> course, <i>Principles of Business</i> . Through individual and team activities and a semester-long project, students make connections between management and business success. Students acquire an understanding of legal and ethical issues associated with management; initiate, plan, implement and control, and close a project; motivate team members; delegate work; develop a chain of command; coordinate work efforts; and interpret statistical findings.	1/2	

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04318	HSB - Business Strategies	12	<i>Business Strategies</i> , which is the capstone course for the <i>High School of Business™</i> 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, leading, and controlling business activities, students acquire a realistic understanding of what is required to open and successfully run a business. They conduct situational, market, and competitive analyses; select a target market; 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.	1/2	License Code: 03020-Business Ed/General Business ♦ K-12, 1-12, 7-12, or 9-12 OR 03025-CTE Business Education ♦ K-12, 1-12, 7-12, or 9-12 OR 04006-CTE Marketing Education ♦ 7-12 or 9-12 AND 04008-High School of Business II ♦ 7-12

* *High school curricular requirements are spelled out in NDCC 15.1-21-02. Accreditation Rules can be found at <http://www.legis.nd.gov/information/acdata/pdf/67-19-01.pdf>. For accreditation, schools must provide additional units of credit based on school enrollment [see NDAC 67-19-01-32 (3)].*

** *Please refer to the second page of the teacher's North Dakota Educator's Professional license to verify which subject areas a teacher is qualified to teach. Licenses and endorsements are obtained on a teaching license from the Education Standards and Practices Board (ESPB). Credentials are obtained from the Department of Public Instruction (DPI) and are issued to individuals holding a current teaching license.*