

HONORS ENTREPRENEURSHIP II

Teacher: Mrs. Stacie Jarrett

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Room 122

Course Description :

In this course, students continue the development of a business idea and develop an understanding of pertinent decisions to be made for business positioning, financing, staffing, and profit planning. Students acquire in-depth understanding of business regulations, risks, management, and marketing and will develop a business plan. English language arts, mathematics, and social studies are reinforced. Student proof of learning (POL) will be demonstrated through credentials earned from Certiport's Entrepreneurship and Small Business certification.

What will we learn in Honors Entrepreneurship II?

- business planning, business ethics, resources, and risks
- costs of starting up and running a business,
- the impact of product, place, promotion, and pricing,
- market analysis and planning marketing activities, and
- accounting procedures to track money flow and determine financial status.

Prerequisite: Entrepreneurship I

Classroom Materials

- 2-inch binder for course handouts (can include other courses)
- blue or black pens ONLY
- pencils
- flash drive (at least 1GB) - (student can save files on *GCS OneDrive* or other cloud option)
- *Wish List Items:* tissues, disinfectant spray, hand sanitizer and sanitizing wipes

Grading

<i>Daily Work/Homework</i>	40%	A.....90-100
<i>Tests/Projects</i>	45%	B.....80-89
<i>Quizzes</i>	15%	C.....70-79
		D.....60-69
<i>Final Exam</i>	20% (of cumulative grade)	F.....0-59

Student proof of learning (POL) will be demonstrated through credentials earned from Certiport's Entrepreneurship and Small Business certification.

Accountability

Cheating will not be tolerated. If a student is caught cheating or allowing another student to copy or turn in his or her work, BOTH students will receive 0 (zero) credit for the assignment. Work with integrity. You learn by doing your own work!

Attendance

When a student misses instruction, they will be provided a meaningful opportunity to learn missed content via missing graded work, tests, instruction, etc. Upon returning from an absence, make-up learning must be completed within 2 school days plus the days missed (e.g. 3 days absent equates to 5 school days to complete missed learning) with the maximum amount of time being 15 school days. A student's failure to complete the makeup learning after the teacher has made adequate effort to coordinate the makeup process with the student and a reasonable time has passed, the student's zero will remain. Please note the FULL attendance policy on the course homepage.

Assignments/Testing

Assignments are to be completed and submitted on the due date. All submissions electronic or hard copy should include the student name and assignment name as appropriate unless otherwise instructed. Instructions will be provided on where and how to save assignments. Tests and quizzes will primarily be online as well as Internet-based activities such as quia.com, Journaling Essential Questions, True-False / Multiple-Choice, Lesson and Unit Summary Assessments.

Students should get in the habit of turning assignments in on time. The students are learning concepts that will build progressively build knowledge tested on credential certification (Proof of Learning) for the course. The maximum grade for an assignment is deducted by **one letter grade for each day** an assignment is submitted after the due date. Assignments submitted more than a week past due date will not be graded.

Attend class regularly and make up any work missed while you were absent. **MAKE-UP WORK IS THE RESPONSIBILITY OF THE STUDENT.** Any work missed should be made up within 2 school days plus the days missed (e.g. 3 days absent equates to 5 school days to complete missed learning) with the maximum amount of time being 15 school days.

NOTE: Students may not exempt a CTE Final under any circumstance. The final Proof of Learning for the course is demonstrated through credentials earned from Certiport's Entrepreneurship and Small Business certification.

Interim Reports

Interim Reports will be issued every three to four (3-4) weeks or as instructed by the principal. In addition, parents will be notified periodically if the student is in danger of failing this course.

Tutorials

I am available for tutorials Tuesday and Thursday mornings 8:00-9:00. Please contact me if you need to schedule tutorial time.

Student Expectations

1. Be ready for class when the bell rings. We will start promptly, and attendance taken at the start of class.
2. Students should log into Canvas daily. A daily agenda will be followed that will be posted on the course page as well as on the whiteboard in the classroom.
3. Visit the restroom, get water, etc. between classes. Restroom and other breaks cause class interruptions and reduce much needed class time.
4. Put cell phones and other mobile devices away BEFORE the class begins. During class, students should not be listening to music, or browsing websites unless approved by the teacher for assignment purposes.
5. Actively listen and participate! Students are expected to take an active part in the learning environment. (If questions are not asked, I am to assume it is understood.)
6. Complete and submit assignments on time as directed by the teacher.
7. Be respectful to all participants in your classroom.
8. Abide by the Guilford County Public School System bylaws outlined in the Student Handbook.
9. HAVE A POSITIVE ATTITUDE!

I LOOK FORWARD TO A GREAT SEMESTER!

Parents, please call/email me if you have any questions/concerns regarding your child's performance.

ME12 Entrepreneurship II Course Standards

Standard/ Obj #	Standard/Objective	Course Weight
Unit 1	Understand business planning, business ethics, and resources.	20%
1.01	Explain the nature of business plans.	5%
1.02	Understand how to develop an organizational plan for human resources.	5%
1.03	Explain the use of business ethics in entrepreneurship.	5%
1.04	Summarize the external resources useful to entrepreneurs during concept development.	5%
Unit 2	Understand costs and risks of starting up and running a business.	15%
2.01	Explain start-up requirements for a business.	3%
2.02	Explain how to determine cost of product using breakeven, ROI, and markup.	3%
2.03	Understand how to calculate the break-even point.	3%
2.04	Explain the nature of risk management.	6%
Unit 3	Understand how financial procedures track money flow and determine financial status.	15%
3.01	Explain the nature of overhead/operating costs.	3%
3.02	Summarize the nature of income statements.	4%
3.03	Summarize the nature of cash flow statements.	4%
3.04	Summarize the nature of balance sheets.	4%
Unit 4	Apply the marketing mix to an entrepreneurial venture.	20%
4.01	Plan the product and service mix for a business.	5%
4.02	Identify appropriate channels of distribution for a business.	5%
4.03	Develop a promotional plan for a business.	5%
4.04	Calculate prices for products and services prices.	5%
Unit 5	Apply knowledge to develop a business plan.	30%
5.01	Conduct an organizational SWOT analysis.	10%
5.02	Implement an action plan.	10%
5.03	Implement a business plan.	10%



Southeast High School Grade Recovery Policy

A grade recovery option will be available to students who are failing the course at the end of 1st quarter (Fall semester) and 3rd quarter (Spring semester). Grade recovery provides failing students the opportunity to demonstrate proficiency on 1st/3rd quarter course standards to improve their quarter grade to a 60. The work assigned will be tailored to ensure that students can demonstrate proficiency on standards they have not yet mastered. Grade recovery is a 10-day window (5 days before end of quarter and 5 days after the end of the quarter) for students to complete the assigned work, attend tutorials, and any other teacher required remediation. If students do not participate in grade recovery in 1st or 3rd quarter, their earned numerical grade will remain. Students should work to show proficiency in 2nd and 4th quarters of their courses to improve their final grade as there will not be a grade recovery option at the end of each semester.



Southeast High Attendance Policy 2023-24

Southeast High School believes that student attendance is a predictor for student engagement and success in the school. With that understanding, Southeast High follows the GCS Board Policy concerning student attendance (Regulation 4400-R). This policy requires students to demonstrate mastery of their learning after each missed day (excused, unexcused, quarantine).

When a student misses instruction, they will be provided a meaningful opportunity to learn missed content via missing graded work, tests, instruction, etc. Upon returning from an absence, make-up learning must be completed within 2 school days plus the days missed (e.g. 3 days absent equates to 5 school days to complete missed learning) with the maximum amount of time being 15 school days. A student's failure to complete the makeup learning after the teacher has made adequate effort to coordinate the makeup process with the student and a reasonable time has passed, the student's zero will remain.

Attendance Interventions

Blocks Missed	Intervention
4 absences	<ol style="list-style-type: none">1. Teacher contacts parent (phone call, letter, email, or home visit).2. Teacher communicates outcome with students' other teachers3. If needed, teacher follows up with data manager with working emails/numbers.4. School sends attendance letter
6 absences	<ol style="list-style-type: none">1. Teacher contacts parents, social worker, and counselor2. School sends attendance letter
8 absences	<ol style="list-style-type: none">1. Attendance Committee meets and, if needed, conference is scheduled with student and family to determine additional interventions.
10 absences	<ol style="list-style-type: none">1. School sends attendance letter2. Attendance Committee reviews interventions and determines next steps.