



Entrepreneurship

	Year 1	Year 2	Year 3	Advanced Education
Course Sequence	Principles of Entrepreneurship	New Venture Development	Small Business Operations	Business Management Capstone

Suggested Electives
AP Economics (Micro and Macro)
Business Law and Ethics
Spanish III
Principles of Computing

Course Descriptions

Principles of Entrepreneurship

7154 PRIN ENTR

Principles of Entrepreneurship focuses on students learning about their own strengths, character and skills and how their unique abilities can apply to entrepreneurship, as well as how an entrepreneurial mindset can serve them regardless of their career path. Students will learn about the local, regional and state resources and will begin to understand and apply the entrepreneurial process. The course helps students to identify and evaluate business ideas while learning the steps and competencies required to launch a successful new venture. The course helps students apply what they have learned from the content when they write a Personal Vision Statement, a Business Concept Statement, and an Elevator Pitch.

- Recommended Grade(s): 9, 10, 11
- Required Prerequisites: none
- Recommended Prerequisites: none
- Credits: 2 semester course, 2 semesters required, 1 credit per semester, 2 credits maximum
- Counts as a directed elective or elective for all diplomas





Academy for ARTS, BUSINESS & COMMUNICATIONS

New Venture Development

7148 ENT MAR MAN

New Venture Development is targeted to students interested in creating and growing their own businesses. The course will focus on key marketing strategies particularly relevant for new ventures. Students will apply marketing concepts to entrepreneurial company challenges, which include creating and nurturing relationships with new customers, suppliers, distributors, employees and investors; and understand the special challenges and opportunities involved in developing marketing strategies "from the ground up."

- Recommended Grade(s): 10, 11, 12
- Required Prerequisites: Principles of Entrepreneurship
- Recommended Prerequisites: none
- Credits: 2 semester course, 2 semesters required, 1 credit per semester, 2 credits maximum
- Counts as a directed elective or elective for all diplomas

7147 Small Business Operation

7147 ENT FIN MAN

Small Business Operations will help students identify and evaluate the various sources available for funding a new enterprise; demonstrate an understanding of financial terminology; read, prepare, and analyze basic financial statements; estimating capital requirements and risk, exit strategies; and prepare a budget for their business, including taxes and personnel costs. In addition, the student should be able to explain the importance of working capital and cash management. The student should also be able to identify financing needs, and prepare sales forecasts.

- Recommended Grade(s): 10, 11, 12
- Required Prerequisites: Principles of Entrepreneurship; New Venture Development
- Recommended Prerequisites: none
- Credits: 2 semester course, 2 semesters required, 1 credit per semester, 2 credits maximum
- Counts as a directed elective or elective for all diplomas

