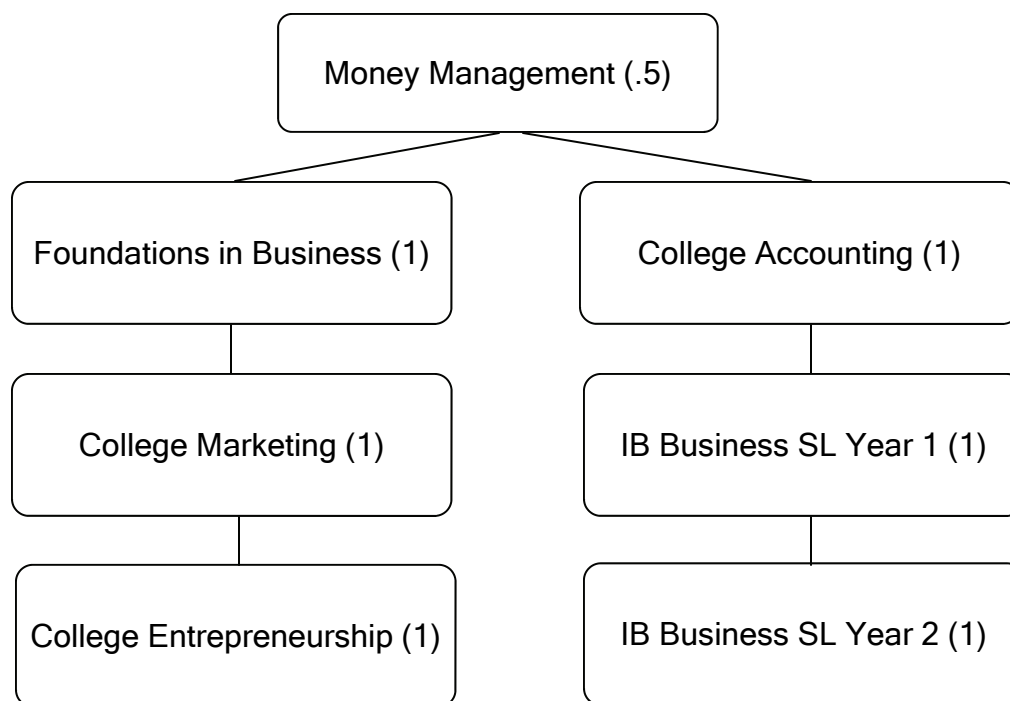


Business



Please note: The above pathways are meant only as suggestion. Students may enroll in courses in varied sequence. Readiness for IB Business is strengthened with an advance year completed in College Accounting.

DUAL CREDIT THROUGH WESTCHESTER COMMUNITY COLLEGE

Three of our Business courses offer opportunity for dual credit at Westchester Community College:

- ◆ College Entrepreneurship
- ◆ College Financial Accounting
- ◆ College Marketing

A dual-credit course is a college course taken by a high school student for which the student earns both college and high school credit at the same time. The college or university you plan to attend after high school may or may not accept the Dual Credit/Enrollment course credits you have earned. However, enrolling and completing a dual-credit course is one way to add rigor to your transcript while showing colleges and universities your readiness for college-level study.

Nearly one in every four college students majors in business. The Business program at Harrison High School prepares all students for career readiness - whether they plan to pursue a college degree, a vocational trade, or go directly into the workforce. Business courses are designed to enable students to meet a variety of personal and career interest options. All students may enroll in business courses as electives. A variety of college-level options are also available. Students seeking a Regents Diploma with Advanced Designation may use a five-unit Career and Technical Education (CTE) pathway through the Business program as a substitute for the LOTE requirement.

MONEY MANAGEMENT

*Course No.: 636 Grades Offered: 9-10
Credit: 0.5 Examination: School Exam*

This course prepares students for successful personal financial management. Students will study the fundamentals of money management in order to make rational economic choices of their own. This course will help students gain knowledge of banking services, how to use credit wisely, plan savings and investments, set personal financial goals, select insurance coverage and formulate a budget.

FOUNDATIONS IN BUSINESS

*Course No.: 622 Grades Offered: 10-12
Credit: 1.0 Examination: School Exam*

This course is designed to help students understand the fundamental importance of financial literacy and prepare them for making sound personal and business decisions. Students will develop a broad understanding of general business operations, entrepreneurship, business ethics, the government's role in business, and marketing. Students will also receive an introduction to accounting - the language of business. Students will learn how business and marketing impacts their lives and be introduced to the essentials of starting and effectively managing a successful business. Students will explore careers and develop skills along with competencies needed for success in the 21st century workplace. This course will steer students

towards adulthood with many practical, hands-on projects. It is intended to provide a foundation for students who plan to do advanced study and work in business, marketing and related fields.

COLLEGE FINANCIAL ACCOUNTING

*Course No.: 619 Grades Offered: 11-12
Credit: 1.0 Examination: College Exam*

An understanding of Financial Accounting will provide students with knowledge of how financial statements are prepared and used to make business decisions. Students will study the theory and practice of corporate accounting, which includes procedures in the accounting cycle from journalizing, posting, and the trial balance through the preparation of financial statements, adjusting and closing entries, and the post-closing trial balance. Application of principles is made to service and merchandising enterprises. This course will introduce students to the challenging and rewarding field of accounting and provide them with the opportunity to earn college credit. Students have the option of paying a reduced college tuition fee for 3.0 college credits at Westchester Community College. The credits may be transferable to other institutions.

COLLEGE ENTREPRENEURSHIP

*Course No.: 620 Grades Offered: 11-12
Credit: 1.0 Examination: College Exam*

This college course is designed to acquaint students with the risks and opportunities involved in starting and operating a business. Students will use entrepreneurial discovery processes, assess opportunities for venture creation, and develop presentation skills to convince others of the potential success to implement the business entity. Each student is expected to identify a feasible idea for a business suited to personal needs and interests. The student will apply a design and development process to the idea, produce a solid business plan for implementation, and establish an action plan for acquiring the necessities of their business plan. Topics include: characteristics of the successful entrepreneur, the steps involved in starting a business, advantages and disadvantages of entrepreneurship, forms of ownership,

financing, marketing, and advertising. Students have the option of paying a reduced college tuition fee for 3.0 college credits at Westchester Community College. The credits may be transferable to other institutions.

COLLEGE MARKETING

*Course No.: 633 Grades Offered: 11-12
Credit: 1.0 Examination: College Exam*

This college-level course provides an introduction to marketing. Students will learn the role of marketing in society and within a firm. They will understand consumer and organizational markets, marketing strategy planning, the marketing mix, marketing ethics, and marketing research. Marketing is a strategic process of planning and executing the conception, pricing, promotion, and distribution of goods and services to create exchanges that satisfy consumer and organizational objectives. Through its development and management of brand equity, marketing is fundamental to the successful functioning and profitability of any business, large or small. Students have the option of paying a reduced college tuition fee for 3.0 college credits at Westchester Community College. The credits may be transferable to other institutions.

IB BUSINESS AND MANAGEMENT SL YEAR 1 & YEAR 2

*Course No.: 634 (Year 1) 638 (Year 2)
Grades Offered: 11-12 Credit: 1.0
Examination: IB Internal Assessments
Prerequisite: Entrepreneurship or College Marketing and/or Teacher Approval*

This is a culminating course focused on the challenges of business management. The standard level IB Business and Management is designed for students who have an interest in the world around them and wish to develop skills of analysis and evaluation that can apply to global real-world situations. The course is designed to develop the understanding of business theory as well as an ability to apply business principles, practices and skills. The course considers the diverse range of business organizations and activities through a study of Marketing, Human Resource Management, Operations Management, Accounting and Finance.