

# Business Accounting/Finance

PR=Prerequisite Requirement

**Personal Finance**  
**(Business for Teens)**

BUS110  
Grade: 9-10  
PR: None

**Accounting**

BUS330  
Grade: 10-12  
PR: None

**Advanced Accounting**  
**(AP Accounting)**

BUS430  
Grade: 12  
PR: Accounting

**theROARstore**

BUS550  
Grade: 11-12  
PR: Any of 2 or more Business  
Courses

**Career Immersion**

**MOC**  
BUS440  
Grade: 12  
PR: Application and Interview

**Career Immersion**

**MOC**  
BUS450  
Grade: 12  
PR: Application and Interview

# Business Marketing/Entrepreneurship

PR=Prerequisite Requirement

## Introduction to Business

BUS120  
Grade: 9-10  
PR: None

## Economics

SOC310  
Grade: 11-12  
PR: None

## Marketing

BUS355  
Grade: 11-12  
PR: None

## Business/Consumer Law

BUS410  
Grade: 11-12  
PR: None

## Entrepreneurship

BUS460  
Grade: 11-12  
PR: None

## theROARstore

BUS550  
Grade: 11-12  
PR: Any of 2 or more Business  
Courses

## AP Microeconomics

BUS510  
Grade: 10-12  
PR: None

## Career Immersion

MOC  
BUS440  
Grade: 12  
PR: Application and Interview

## Career Immersion

MOC  
BUS450  
Grade: 12  
PR: Application and Interview

### Personal Finance

Course #: BUS110  
Grade Level: 9-10  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: none

**Considerations:** This course meets all financial literary standards of the Iowa Core.

**Course Description:** This course exposes students to areas of personal finance that they will likely encounter. The curriculum covers, among other topics: consumer awareness, money management, opening bank accounts, managing a checkbook, managing credit, applying for a job and basic information about saving and investing. Information will be presented through projects, activities, guest speakers and multimedia presentations.

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### Accounting

Course #: BUS330  
Grade Level: 10-12  
Credits: 10  
Length: 2 Quarters  
Format: Block  
Prerequisite: none

**Considerations:** none

**Course Description:** Students will learn the fundamentals of double-entry accounting for personal and small business use. They will also learn about payroll, income tax and banking activities. Computers and various business forms will be used to help students develop a beginning understanding of the business world.

### Marketing

Course #: BUS355  
Grade Level: 10-12  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: none

**Considerations:** none

**Course Description:** Marketing is an all-encompassing look at today's business model and focuses on areas of study including, but not limited to: market planning, selling, promotion, distribution, pricing, marketing research and brand development.

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### Business/Consumer Law

Course #: BUS410  
Grade Level: 11-12  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: none

**Considerations:** none

**Course Description:** This course will develop a general understanding of legal concepts for personal and business use. As students become familiar with these concepts, they will better understand the importance of the law in general, become familiar with relevant specific laws, and explore the applications of law both in business and in personal transactions. This will be achieved through field trips and/or guest speakers, and analyzing real cases.

### Advanced Accounting

Course #: BUS430  
Grade Level: 11/12  
Credits: 10  
Length: 2 Quarters  
Format: Block  
Prerequisite: Accounting

**Considerations:** see prerequisite. HP 10b11 Financial calculator is required.

**Course Description:** This course uses an integrated approach to teach accounting, by learning how businesses plan for and evaluate their operating, financing and investing decisions and then how accounting systems gather and provide data to decision makers. The course covers all the objectives of a traditional college level financial accounting course, plus those from a managerial accounting course. Topics include: accounting information systems, time value of money, and accounting for merchandising firms, sales and receivables, fixed assets, debt, equity, statement of cash flows, financial ratios, cost-volume profit analysis and variance analysis.

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### MOC Internship

#### **Career Immersion**

Course #: BUS440  
Grade Level: 12  
Credits: 20  
Length: 2 Semesters  
Format: Block  
Prerequisite: see considerations

**Considerations:** Must also enroll in MOC Related; admitted when hired by an MOC teacher-approved employer; receive pay in addition to credit; must commit to one year, must complete MOC application.

**Course Description:** MOC is a cooperative training program with area business and industry. Student interns work a minimum of 15 hours per week, learning specific career related skills and attitudes. The type of internship is based on the student's career interest and skills.

### MOC Related

#### **Career Immersion**

Course #: BUS450  
Grade Level: 12  
Credits: 10  
Length: 2 Semesters  
Format: Skinny  
Prerequisite: see considerations

**Considerations:** Must also enroll in MOC Internship; must commit to one year, must complete MOC application.

**Course Description:** Student will learn job seeking and keeping skills (teamwork, problem solving, job application, career exploration, workplace diversity, time management, listening and oral communication).

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### Entrepreneurship

Course #: BUS460  
Grade Level: 11-12  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: none

**Considerations:** It is recommended that students enroll in one or more of the following courses prior to enrolling in Entrepreneurship; Accounting, Marketing, Business/Consumer Law, Personal Finance.

**Course Description:** Students will learn about starting and running their own business. A custom business plan will be developed after exploring topics such as innovation & creativity, business opportunities, marketing & marketing research, finance business operations, and monitoring success. BizInnovator Curriculum, developed by the University of Iowa, will be used and is tied into the National Entrepreneurship Standards, the Iowa Core Curriculum, and 21<sup>st</sup> Century Skills.

### **Introduction to Business**

Course #: BUS120  
Grade Level: 9-12  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: none

**Considerations:** none

**Course Description:** This course will give students an overview of the study of business. It will allow students to see and briefly experience all aspects, including Business Ownership and Entrepreneurship, Management and Organization, Human Resources, Marketing, Finance and Accounting.

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### **Economics**



Course #: SOC310  
Grade Level: 11-12  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: none

**Considerations:** Students should be comfortable working with charts and tables.

**Course Description:** This course will focus on economic concepts (scarcity, choice, incentives); supply, demand, and markets; microeconomics (production, productivity, competitive markets); and macroeconomics (the economy in the aggregate, inflation, unemployment).

### **AP Microeconomics**

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Course #: BUS510  
Grade Level: 11-12  
Credits: 10  
Length: 2 Quarters  
Format: Block  
Prerequisite: Economics is **recommended**

**Considerations:** Students should be comfortable working with charts, tables, numbers, and equations. Students may take the AP Microeconomics exam in May.

**Course Description:** This course will focus on economic concepts (scarcity, choice, incentives); supply, demand, and markets; product markets (production, productivity, competitive markets); resource markets (demand for resources, wage rates); microeconomics of government; microeconomic issues and policies.

**theROARstore-**

Course #: BUS550  
Grade Level: 11-12  
Credits: 5  
Length: 1 Quarter  
Format: Block  
Prerequisite: Any of 2 or more Business courses

**Considerations:** This class has a work component built-in and may require students to work outside of normal instructional time.

**Course Description:** Students will be involved in the continued development and on-going operations of theROARstore. theROARstore is a student-run business, specializing in selling branded Linn-Mar merchandise. Students will learn customer service and selling skills in the classroom and develop & hone them while working in the store. In addition, students will spend time on developing theROARstore's product mix, price the products accordingly, and promote them using social media, email marketing, and website design. Activities may include (but are not limited to): research and development, market & product planning, promotion, pricing, merchandising, selling, management, distribution, and financial analysis. Skills needed to be successful include: creative and logical thinking, timeliness, dependability, willingness to work as a team, effective communication, attention to detail, ethical behavior, and professional and mature demeanor when working with customers, advisors, and individuals in positions of authority.