

# Table of Contents

## Title 28 EDUCATION

### Part CXLIII. Bulletin 128—Entrepreneurship Content Standards

Chapter 1.	General Provisions.....	1
§101.	Introduction .....	1
Chapter 3.	Strands, Standards, Benchmarks, and Objective .....	1
§301.	Strand One: Traits and Characteristics .....	1
§303.	Strand Two: Essential Skills.....	2
§305.	Strand Three: Business Functions .....	3
Chapter 5.	Curriculum Correlations .....	4
§501.	Correlation of Grade Level Expectations with Entrepreneurship Curriculum .....	4
§503.	Math, Science, and Social Studies Equivalencies Correlation with Curriculum .....	7



**Title 28**  
**EDUCATION**

**Part CXLIII. Bulletin 128—Entrepreneurship Content Standards**

**Chapter 1. General Provisions**

**§101. Introduction**

A. The entrepreneurship curriculum:

1. attracts high school students to investigate entrepreneurship as a viable career option and addresses the dilemma of losing our high school and college graduates to other states for jobs;

2. offers a standards-based curriculum. Entrepreneurship is aligned with the Louisiana grade level expectations and the Consortium for Entrepreneurship Education's National Content Standards for Entrepreneurship Education;

3. serves as a recruitment and retention tool for Louisiana's two- and four-year colleges and universities through articulation agreements;

4. provides structured practical experiences. Entrepreneurship students participate in a vendor fair within a school-based environment helping to prepare them for the economic realities in the marketplace.

B. The goal of entrepreneurship is to encourage our students to stay in Louisiana after high school or college and begin their careers by building their own businesses, thus improving the economy of the state. In order to realize this goal, we must begin to make students aware of entrepreneurship and its possibilities, and provide the tools necessary for all our students to achieve success.

C. Following are some particulars that should be noted in the entrepreneurship curriculum.

1. All lessons shall be taught in their entirety and in the order they are presented in the curriculum. The lessons are listed in a logical order designed for information flow from one lesson to the next.

2. One outcome of the entrepreneurship curriculum will be the development of a completed business plan for the student's chosen product or service.

3. The first three lesson plans (Unit 1, Lessons A, B, and C) are informational and must be covered by the teacher and explained to the student at the beginning of the course. These lessons cover course requirements in regard to the portfolio construction, outline of the business plan, and the student market (held at year's end).

4. Additional teaching lessons have been added to assist technical education teachers in the instruction of entrepreneurship relative to their respective fields. These additional lessons can be used in conjunction with the curriculum or as a stand alone unit in an existing course.

AUTHORITY NOTE: Promulgated in accordance with R.S. 17:6(A)(10).

HISTORICAL NOTE: Promulgated by the Board of Elementary and Secondary Education, LR 34:1378 (July 2008).

**Chapter 3. Strands, Standards, Benchmarks, and Objective**

**§301. Strand One: Traits and Characteristics**

A. Focus. Entrepreneurs typically exhibit certain traits that set them apart from others. This strand focuses on those personal characteristics that are important—both now as students and as working adults in a knowledge-based economy.

B. Standard 1. Students will identify personal characteristics associated with entrepreneurs.

<b>Benchmark 1-A. Identify Personality Traits of Successful Entrepreneurs</b>	
1-A-1	Demonstrate ethical work habits
1-A-2	Demonstrate creativity
1-A-3	Exhibit enthusiasm for goal attainment

<b>Benchmark 1-B. Identify and Use Team-Building Strategies</b>	
1-B-1	Share authority appropriately
1-B-2	Be sensitive to feedback and use it to understand yourself
1-B-3	Cultivate mentoring relationships with individuals in their entrepreneurial areas

<b>Benchmark 1-C. Demonstrate the Importance of Entrepreneurship in the Economy</b>	
1-C-1	Define entrepreneurs
1-C-2	Explain what entrepreneurs do
1-C-3	Describe opportunities that led to the development of successful entrepreneurial endeavors

<b>Benchmark 1-D. Identify Long-Term Goal and Short-Term Objective for Self-Improvement</b>	
1-D-1	Recognize and apply criteria for self-development
1-D-2	Explain the meaning of self-esteem
1-D-3	Explain the impact of conflict between real-life experiences and a person's self image
1-D-4	Confront the reality of mistakes or failures and at the same time maintain self-esteem
1-D-5	Visualize improvements in their personality that will allow them to reach their full potential
1-D-6	Develop plans for achieving self-improvement goals and objectives

<b>Benchmark 1-E. Recognize Ideas and Methods Needed for Professional Development</b>	
1-E-1	Explore career opportunities in business and entrepreneurship based on current/future economy
1-E-2	Identify and utilize sources for career information

EDUCATION

<b>Benchmark 1-E. Recognize Ideas and Methods Needed for Professional Development</b>	
1-E-3	Utilize resources that can contribute to professional development (e.g., trade journals, professional trade associations, seminars, trade shows, mentors, etc.)

C. Standard 2. Students will examine thought processes and behaviors associated with entrepreneurship.

<b>Benchmark 2-A. Use the Decision-Making Process to Develop a Career Plan</b>	
2-A-1	Explain the decision making process

<b>Benchmark 2-B. Recognize Effective Time-Management Strategies</b>	
2-B-1	Discuss the benefits of time management strategies

<b>Benchmark 2-C. Identify Business Etiquette</b>	
2-C-1	Discuss the importance of etiquette
2-C-2	Distinguish between appropriate and inappropriate etiquette

<b>Benchmark 2-D. Assess the Opportunities for a New Business</b>	
2-D-1	Demonstrate an understanding of entrepreneurial discovery
2-D-2	Describe idea generation
2-D-3	Generate venture ideas
2-D-4	Determine feasibility of ideas

<b>Benchmark 2-E. Examine Financing Opportunities</b>	
2-E-1	Determine and assess the opportunities for venture creation
2-E-2	Define start
2-E-3	Compare the relationship of financing to other entrepreneur functions
2-E-4	Discuss the importance of building financial relationships
2-E-5	Compute the cost of credit
2-E-6	Compute the cost of extending credit

<b>Benchmark 2-F. Develop Exit Strategies</b>	
2-F-1	Explain the need for continuation planning
2-F-2	Describe methods of venture harvesting

AUTHORITY NOTE: Promulgated in accordance with R.S. 17:6(A)(10).

HISTORICAL NOTE: Promulgated by the Board of Elementary and Secondary Education, LR 34:1378 (July 2008).

**§303. Strand Two: Essential Skills**

A. Focus. Essential skill sets are necessary for start-up and management of a successful business. This strand focuses on the student's ability to understand and effectively analyze various business concepts. In addition, it reinforces the importance of developing communication and interpersonal skills.

B. Standard 3. Students will understand and analyze effective business decision-making concepts.

<b>Benchmark 3-A. Examine Entrepreneurial Functions and Their Economic Impact</b>	
3-A-1	Research the role of business in society
3-A-2	Classify the types of business activities

<b>Benchmark 3-B. Evaluate Management Concepts</b>	
3-B-1	Describe crucial elements of a quality culture/continuous quality improvement
3-B-2	Describe the role of management in the achievement of quality
3-B-3	Identify and compare the types of business ownership
3-B-4	Explain opportunities for creating added value
3-B-5	Determine issues and trends in business
3-B-6	Describe the need for and impact of ethical business practices

C. Standard 4. Students will understand and demonstrate basic communication and interpersonal skills.

<b>Benchmark 4-A. Apply the Components of Effective Written and Oral Communication</b>	
4-A-1	Apply effective persuasive techniques
4-A-2	Deliver oral presentations
4-A-3	Demonstrate procedures for following informational messages/ instructions
4-A-4	Demonstrates an understanding of ethics in communication

<b>Benchmark 4-B. Demonstrate the Elements Essential to Interpersonal Communication</b>	
4-B-1	Explain stress management
4-B-2	Demonstrates procedures for conducting meetings
4-B-3	Demonstrate problem solving and conflict resolution skills
4-B-4	Demonstrates ways to show empathy
4-B-5	Utilize negotiation skills
4-B-6	Demonstrate appropriate assertiveness
4-B-7	Demonstrate an understanding of customer relations

D. Standard 5. Students will comprehend basic technology concepts.

<b>Benchmark 5-A. Compare/Contrast Ways Entrepreneurs Use Technology</b>	
5-A-1	Discuss the Internet as a business opportunity
5-A-2	Explain the nature of e-commerce
5-A-3	Discuss electronic training

E. Standard 6. Students will examine and apply basic financial concepts.

<b>Benchmark 6-A. Examine Economic Indicators</b>	
6-A-1	Explain the concept of economic relations
6-A-2	Explain the principle of supply and demand and opportunity cost
6-A-3	Analyze forms of economic utility

<b>Benchmark 6-B. Analyze The Concepts of Labor and Productivity</b>	
6-B-1	Explain the concept of organized labor and business
6-B-2	Explain economic indicators
6-B-3	Examine cost/profit relation

F. Standard 7. Students will use basic personal money management skills, procedures, and strategies.

<b>Benchmark 7-A. Develop a Money Management System</b>	
7-A-1	Determine ways to establish/enhance credit worthiness
7-A-2	Explain forms of financial exchange

AUTHORITY NOTE: Promulgated in accordance with R.S. 17:6(A)(10).

HISTORICAL NOTE: Promulgated by the Board of Elementary and Secondary Education, LR 34:1379 (July 2008).

**§305. Strand Three: Business Functions**

A. Focus. Business functions tie entrepreneurial endeavors together. This strand focuses on several different but equally important areas of business, including financial management, human resource management, and the marketing of goods and services.

B. Standard 8: Students will identify and analyze concepts and practices needed to make sound financial decisions.

<b>Benchmark 8-A. Compare the Relationship of Financial Activity to Long-Term Business Success</b>	
8-A-1	Identify the various financing activities
8-A-2	Understand the need for developing financing relationships
8-A-3	Identify and compare types of financing

C. Standard 9. Students will develop and use financial records.

<b>Benchmark 9A. Identify the Processes Involved in an Accounting System</b>	
9-A-1	Identify problems that may arise from poor record keeping
9-A-2	Record journal entries
9-A-3	Prepare an aging table
9-A-4	Complete a bank reconciliation
9-A-5	Identify payroll taxes to be deducted
9-A-6	Complete a payroll register
9-A-7	Create an income statement
9-A-8	Create a cash flow statement
9-A-9	Create a balance sheet

D. Standard 10. Students will understand the function of human resource management.

<b>Benchmark 10-A. Examine the Process of Staffing an Organization</b>	
10-A-1	Identify and understand the laws and regulations which affect the process of staffing organizations
10-A-2	Understand organizational structure
10-A-3	Understand the staffing process by preparing job descriptions
10-A-4	Understand the staffing process by developing recruiting ads
10-A-5	Identify staffing needs
10-A-6	Understand the screening process of applicants
10-A-7	Understand employee compensation

E. Standard 11. Students will understand and apply the concepts, processes, and systems needed to develop and market goods or services.

<b>Benchmark 11-A. Generate, Assess, and Select Product/Service Ideas</b>	
11-A-1	Perform a basic SWOT (strengths, weaknesses, opportunities, threats) analysis
11-A-2	Identify the target market
11-A-3	Identify appropriate research methods
11-A-4	Research and analyze the needs, wants, and expectations of that target market
11-A-5	Research product's ability to meet those needs, wants, and expectations
11-A-6	Identify and perform a basic SWOT analysis of competitors
11-A-7	Determine our competitive advantage and how we better satisfy the needs of customers
11-A-8	Identify strategies for addressing weaknesses and threats revealed through the SWOT analysis
11-A-9	Create a product/service mix
11-A-10	Choose product name for product created

<b>Benchmark 11-B. Develop Strategies for Marketing Goods or Services</b>	
11-B-1	Build brand/image for product created
11-B-2	Create a customer survey to evaluate customer experience
11-B-3	Explain the concept of marketing strategies
11-B-4	Set a marketing budget
11-B-5	Develop marketing plan
11-B-6	Monitor and evaluate performance of marketing plan
11-B-7	Describe the elements of the promotional mix
11-B-8	Write a news release
11-B-9	Select sales promotion options
11-B-10	Develop online promotions (www)
11-B-11	Evaluate effectiveness of advertising
11-B-12	Calculate advertising media costs
11-B-13	Select advertising media
11-B-14	Prepare a promotional budget
11-B-15	Develop promotional plan for a business
11-B-16	Obtain publicity
11-B-17	Write sales letters
11-B-18	Explain factors affecting pricing decisions
11-B-19	Describe the role of business ethics in pricing
11-B-20	Establish pricing objective
11-B-21	Select pricing strategies
11-B-22	Set prices
11-B-23	Calculate breakeven point
11-B-24	Adjust prices to maximize profitability
11-B-25	Establish relationship with client/customer
11-B-26	Determine customer/client needs
11-B-27	Understand steps in selling process
11-B-28	Train staff to support sales efforts
11-B-29	Identify factors to consider when selecting a business site
11-B-30	List sources of information for site selection
11-B-31	Create a floor plan for a selected business

F. Standard 12. Students will demonstrate and evaluate the skills required for the daily operation of a business.

<b>Benchmark 12-A. Develop an Inventory Model</b>	
12-A-1	Identify factors that affect inventory cost
12-A-2	Identify types of inventory systems
12-A-3	Determine how inventory will be managed for a selected business

<b>Benchmark 12-B. Evaluate Operational Policies and Procedures</b>	
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EDUCATION

12-B-1	Demonstrate procedures for interpreting business policies
12-B-2	Identify policies and procedures needed in a business

G. Standard 13. Students will analyze the information necessary for risk management.

<b>Benchmark 13-A. Determine Ways That Small Businesses Protect Themselves against Loss</b>	
13-A-1	Describe the types of business risk
13-A-2	Determine ways that small businesses protect themselves against loss
13-A-3	Develop security and safety policies/procedures
13-A-4	Understand the types of business insurance
13-A-5	Develop strategies for legal/government compliance

<b>Benchmark 13-B. Explore Options Available to Protect Intellectual Property Rights</b>	
13-B-1	Identify sources of legal advice and address ways to protect intellectual property rights

H. Standard 14. Students will understand how to strategically manage a business.

<b>Benchmark 14-A. Develop and Implement a Business Plan</b>	
14-A-1	Distinguish between a vision statement and a mission statement
14-A-2	Write a vision statement and a mission statement
14-A-3	Write clear goals and objectives
14-A-4	Conduct a SWOT analysis
14-A-5	Develop action plans
14-A-6	Understand the functions of a business plan
14-A-7	Understand how to re-evaluate a business plan
14-A-8	Develop an exit or harvest strategy for a business

AUTHORITY NOTE: Promulgated in accordance with R.S. 17:6(A)(10).

HISTORICAL NOTE: Promulgated by the Board of Elementary and Secondary Education, LR 34:1380 (July 2008).

## Chapter 5. Curriculum Correlations

### §501. Correlation of Grade Level Expectations with Entrepreneurship Curriculum

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
Unit 1 Lesson A Setting Up Your Portfolio	35	38	33	
Unit 1 Lesson B Functions of a Business Plan	35	38	33	
Unit 1 Lesson C Timeline for the Student Market	4, 11, 12, 14, 15, 16, 17, 18, 19, 21, 22, 23, 24, 25, 27, 28, 29, 30, 31, 32, 33, 34, 36, 37, 38, 39, 40, 41, 42, 43	4, 5, 11, 12, 15, 16, 17, 18, 20, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 46	1, 4, 10, 13, 14, 16, 17, 19, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33	

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
Unit 1 Lesson 1 Entrepreneurial Processes	1, 4, 5, 11, 12, 14, 16, 18, 19, 21, 22, 23, 24, 25, 26	4, 5, 11, 12, 15, 16, 17, 20, 24, 25, 26, 27, 28, 29, 36, 47	1, 3, 10, 13, 17, 18, 21, 22, 23, 24	
Unit 1 Lesson 2 Our Entrepreneurial Heritage	4, 6, 10, 11, 14, 25, 26, 35, 36, 37, 38, 39, 42	4, 5, 11, 25, 26, 27, 19, 23, 24, 40, 42, 46	10, 13, 14, 23, 34, 35, 36, 41	
Unit 2 Lesson 3 Self Esteem	11, 12, 15, 22, 23, 24, 25, 26,	4, 6, 9, 11, 19, 23, 24, 25, 36, 27, 28, 29, 33, 46	4, 15, 17, 21, 22, 23, 24,	
Unit 2 Lesson 4 Making Decisions	4, 12, 14, 29, 35	4, 11, 15, 38, 41, 46	17, 21, 24, 33	
Unit 2 Lesson 5 Time Management	1, 12, 14, 25, 27, 30, 35	12, 15, 27, 29, 38, 40, 44	10, 13, 41	
Unit 2 Lesson 6 Business Etiquette	5, 12, 27, 29, 30, 34	31, 32, 33, 34, 35, 36, 37, 38	25, 26, 27, 28, 29, 30, 31, 32, 33, 41	
Unit 3 Lesson 7 The Global Business	4, 5, 11, 14, 15, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 37, 41, 43	1, 2, 4, 5, 6, 11, 15, 16, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34	1, 2, 3, 10, 13, 15, 16, 17, 18, 21, 22, 23, 24, 25, 26, 27, 28, 29, 34, 35, 36, 37, 38	
Unit 3 Lesson 8 Venture Creation	1, 11, 12, 14, 15, 22, 23, 24, 25, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40	1, 11, 12, 15, 16, 31, 32, 33, 34, 36, 38, 39, 40, 42, 46	1, 3, 7, 10, 13, 14, 17, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 37, 40, 41	
Unit 3 Lesson 9 Business Ideas	1, 4, 6, 11, 12, 14, 15, 21, 22, 23, 24, 25, 26, 29, 37, 38, 39, 41, 42, 43	1, 9, 11, 12, 15, 16, 19, 20, 21, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 35, 37, 39, 40, 41, 42, 44, 46	1, 7, 10, 13, 15, 16, 17, 18, 21, 22, 23, 24, 27, 30, 32, 33, 36, 39, 40, 41	
Unit 4 Lesson 10 Why Do We Need a Plan?	11, 12, 14, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 42, 43	1, 4, 10, 12, 17, 25, 26, 27, 28, 28, 29, 30, 32, 33, 34, 36, 37, 40, 41, 42, 46	10, 15, 16, 19, 21, 22, 23, 24, 25, 26, 29, 31, 34, 37, 38, 40, 41	

Title 28, Part CXLIII

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
Unit 4 Lesson 11 Credit and Your Business	27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42	30, 32, 33, 34, 36, 37, 38	10, 13, 17, 25, 26, 27, 29, 30, 31, 32, 33, 35, 36, 37	
Unit 5 Lesson 12 Start-up Costs	11, 14, 29, 35, 36, 37, 38, 42, 43	5, 11, 30, 31, 32, 38, 39, 40, 42, 46	3, 10, 13, 23, 26, 28, 29, 31, 33, 34, 36, 41	
Unit 5 Lesson 13 Building Financial Relationships	1, 6, 11, 12, 14, 15, 18, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 35, 37, 38, 39, 41, 42, 43,	1, 4, 5, 11, 12, 16, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 38, 39, 40, 41, 42, 43, 44, 46	1, 3, 10, 13, 20, 21, 22, 23, 24, 25, 26, 27, 28, 30, 31, 33, 34, 35, 37, 38, 39, 40, 41	
Unit 5 Lesson 14 Organized Labor	18, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 35, 37, 38, 39, 41, 42, 43,	1, 4, 5, 11, 12, 16, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 38, 39, 40, 41, 42, 43, 44, 46	1, 3, 10, 13, 20, 21, 22, 23, 24, 25, 26, 27, 28, 30, 31, 33, 34, 35, 37, 38, 39, 40, 41	
Unit 5 Lesson 15 Pricing	1, 4, 5, 11, 12, 14, 21, 22, 23, 24, 25, 26, 35, 36, 38, 39, 40, 41, 43	1, 4, 11, 12, 15, 24, 25, 26, 27, 28, 29, 38, 39, 40, 41, 42, 43, 44, 45, 46	1, 3, 4, 10, 13, 20, 21, 22, 23, 24, 33, 36, 37, 38, 40, 41	
Unit 6 Lesson 16 Site Selection and Layout	1, 5, 12, 14, 35, 36, 37, 38, 39, 40, 41, 42, 43	1, 5, 11, 12, 38, 39, 40, 41, 42, 43, 44, 45, 46	1, 3, 10, 13, 20, 33, 34, 35, 36, 37, 38, 39, 40, 41	
Unit 6 Lesson 17 Inventory Management	1, 4, 12, 14, 22, 23, 24, 25, 26, 35, 37, 39, 41, 42, 43	1, 4, 5, 11, 12, 15, 24, 25, 26, 27, 28, 29, 38, 39, 40, 41, 42, 44, 45, 46	1, 3, 10, 13, 17, 21, 22, 23, 24, 33, 34, 35, 36, 37, 38, 39, 40, 41	
Unit 6 Lesson 18 Operating Procedures	1, 15, 21, 22, 23, 24, 25, 26	1, 15, 16, 24, 25, 26, 27, 28, 29	1, 10, 21, 22, 23, 24, 33, 39, 40	
Unit 6 Lesson 19 Risky Business	1, 4, 5, 11, 12, 14, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30	1, 11, 15, 24, 25, 26, 27, 28, 29, 38	1, 21, 22, 23, 24, 33, 41	
Unit 6 Lesson 20 Security and	1, 4, 5, 11, 12,	1, 4, 11, 15, 16, 21,	1, 3, 4, 10, 13, 19, 21, 22, 23,	

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
Safety in Business	14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	25, 26, 27, 28, 29, 42, 44, 46	24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 6 Lesson 21 Business Insurance	1, 4, 5, 11, 12, 14, 15, 21, 23, 24, 25, 26, 27, 29, 37, 38, 39, 41, 42, 43	1, 4, 5, 11, 12, 15, 16, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 36, 38, 39, 40, 41, 44, 46	1, 3, 4, 10, 13, 20, 21, 28, 29, 30, 30, 31, 32, 33, 34, 35, 38, 39, 40, 41	
Unit 6 Lesson 22 Governmental Compliance	1, 4, 5, 11, 12, 14, 21, 22, 23, 24, 25, 26, 36, 37, 38, 39, 42, 43	1, 4, 5, 11, 12, 15, 25, 26, 27, 28, 29, 40,	1, 3, 10, 13, 21, 22, 23, 24, 33, 35, 36, 37, 40	
Unit 6 Lesson 23 Protecting Intellectual Rights	1, 4, 5, 11, 12, 14, 21, 22, 23, 24, 25, 26, 36, 37, 38, 39, 42, 43	1, 4, 5, 11, 12, 15, 25, 26, 27, 28, 29, 40	1, 3, 10, 13, 21, 22, 23, 24, 33, 35, 36, 37, 40	
Unit 6 Lesson 24 Personal Mission	1, 11, 12, 14, 15, 21, 22, 23, 24, 25, 26, 29, 35, 36, 37, 37, 41	1, 4, 5, 11, 12, 15, 16, 24, 25, 26, 27, 28, 29, 38, 40, 41, 44	1, 3, 4, 10, 13, 20, 21, 22, 23, 24, 33, 34, 35, 39	
Unit 6 Lesson 25 SWOT Analysis	1, 4, 11, 12, 14, 28, 29, 30, 33, 35, 35, 36, 41, 43	1, 4, 5, 11, 12, 15, 30, 31, 32, 33, 38, 46	1, 3, 10, 13, 19, 20, 25, 26, 27, 28, 33, 35, 36, 38, 41	
Unit 6 Lesson 26 Exit Strategies	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 30, 27, 28, 29, 30, 38, 45, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 7 Lesson 27 Productivity and Your Business	1, 5, 6, 11, 12, 14, 15, 22, 23, 24, 25, 26, 35, 41	1, 6, 11, 15, 16, 21, 25, 26, 27, 28, 29, 32, 33, 38, 44	1, 3, 10, 13, 21, 22, 23, 24, 25, 32, 33, 39.	
Unit 7 Lesson 28 Cost Profit Relation	1, 11, 12, 14, 35	1, 4, 5, 11, 12, 15, 38	1, 3, 10, 13, 35	

EDUCATION

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
Unit 7 Lesson 29 Credit Worthiness	1, 11, 12, 14, 35	1, 4, 5, 11, 12, 15, 38	1, 3, 10, 13, 35	
Unit 8 Lesson 30 Financial Documents	1, 4, 5, 11, 12, 14, 35	1, 4, 11, 12, 15, 38	1, 3, 4, 13, 33, 41	
Unit 8 Lesson 31 Break Even Analysis	1, 4, 5, 11, 12, 14, 35	1, 4, 11, 12, 15, 38	1, 3, 4, 13, 33, 41	
Unit 8 Lesson 32 Acme Office Furniture	1, 4, 5, 11, 12, 14, 35, 43	1, 4, 11, 12, 15, 38, 42, 44, 46	1, 3, 4, 13, 20, 33, 37, 41	
Unit 8 Lesson 33 Job Description	1, 4, 5, 11, 14, 15, 22, 23, 24, 25, 26, 35, 36, 40, 41	1, 4, 11, 12, 15, 16, 24, 25, 25, 27, 28, 29, 38, 42	1, 3, 4, 13, 19, 21, 22, 23, 24, 33 35, 37, 39	
Unit 8 Lesson 34 The Staffing Process	1, 11, 14, 21, 22, 23, 24, 25, 26, 35	1, 4, 11, 15, 24, 25, 26, 27, 28, 29, 38, 44	1, 3, 13, 21, 22, 23, 24, 33, 39	
Unit 8 Lesson 35 Employee Compensation	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 42, 44, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 8 Lesson 36 Employee Assistance Programs	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 42, 44, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 8 Lesson 37 Training and Developing Employees	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 42, 44, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 8 Lesson 38 Building Morale	1, 11, 12, 14, 21, 22, 23, 24, 25, 26, 35, 41	1, 4, 5, 11, 12, 24, 25, 26, 27, 28, 29, 38, 44	1, 4, 13, 20, 21, 22, 23, 24, 33, 39	
Unit 9 Lesson 39 The Marketing Plan	1, 5, 6, 11, 12, 14, 15, 22, 23, 24, 25, 26, 35, 41	1, 6, 11, 15, 16, 21, 25, 26, 27, 28, 29, 32, 33, 38, 44	1, 3, 10, 13, 21, 22, 23, 24, 25, 32, 33, 39.	
Unit 9 Lesson 40 Marketing- Informational Management	1, 5, 6, 11, 12, 14, 15, 22, 23, 24, 25,	1, 6, 11, 15, 16, 21, 25, 26, 27, 28, 29, 32, 33, 38, 44	1, 3, 10, 13, 21, 22, 23, 24, 25, 32, 33, 39.	

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
	26, 35, 41			
Unit 9 Lesson 41 Promotional Strategies	1, 5, 11, 12, 14, 15, 16, 19, 21, 22, 23, 24, 25, 25, 25, 35, 36, 41, 42	1, 4, 11, 12, 15, 16, 17, 24, 25, 26, 27, 28, 29, 30, 32, 33, 34, 38, 44	1, 3, 4, 10, 13, 17, 21, 22, 23, 24, 25, 26, 27, 29, 33, 39	
Unit 9 Lesson 42 Advertising Promotions	1, 5, 11, 12, 14, 15, 16, 19, 21, 22, 23, 24, 25, 25, 35, 36, 41, 42	1, 4, 11, 12, 15, 16, 17, 24, 25, 26, 27, 28, 29, 30, 32, 33, 34, 38, 44	1, 3, 4, 10, 13, 17, 21, 22, 23, 24, 25, 26, 27, 29, 33, 39	
Unit 9 Lesson 43 How to Conduct a Meeting	1, 12, 14, 27, 28, 29, 30, 31, 32, 33	1, 6, 30, 31, 32, 33, 34, 35, 36, 37, 39	1, 25, 26, 27, 28, 29, 30, 31, 32	
Unit 9 Lesson 44 Accounting Records	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 42, 44, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 10 Lesson 45 Effective Communication	21, 22, 23, 24, 25, 26	24, 25, 26, 27, 28, 29		
Unit 10 Lesson 46 Dealing with Stress	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25, 26, 30, 33, 35, 37, 41, 42	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 42, 44, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33, 34, 35, 36, 37, 39, 40, 41	
Unit 10 Lesson 47 Problem Solving and Conflict Resolution	12, 35	12, 15, 38	13, 14, 33	
Unit 10 Lesson 48 At What Price?	11, 12, 15, 22, 23, 24, 25, 26,	4, 6, 9, 11, 19, 23, 24, 25, 36, 27, 28, 29, 33, 46	4, 15, 17, 21, 22, 23, 24,	
Unit 11 Lesson 49 Interpreting Business Policies	15, 21, 22, 23, 24, 25, 26, 35	16, 25, 26, 27, 28, 29, 38	21, 22, 23, 24, 33, 39	
Unit 11 Lesson 50 Business Ethics	15, 21, 22, 23, 24, 25, 26, 28, 29, 31, 32, 33, 35	16, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 36, 38	21, 22, 23, 24, 25, 26, 27, 28, 29, 33	
Unit 11 Lesson 51 Philanthropy: Giving Back to the Community	15, 16, 17, 18, 21, 22, 23, 24,	16, 17, 18, 19, 20, 21, 24, 25, 26, 27, 28, 29,	14, 15, 16, 17, 19, 21, 22, 23, 24, 25, 26, 28,	

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
	25, 26, 27, 28, 30, 31, 33, 36, 37, 39	30, 31, 33, 34, 40, 43, 44, 45	29, 35, 37, 39, 41	
Unit 11 Lesson 52 E-Commerce	1, 4, 5, 11, 12, 14, 15, 19, 21, 22, 23, 24, 25,	1, 4, 11, 15, 16, 21, 25, 26, 27, 28, 29, 42, 44, 46	1, 3, 4, 10, 13, 19, 21, 22, 23, 24, 33,34, 35, 36, 37, 39, 40, 41	

Lesson	Grade 9	Grade 10	Grades 11, 12	Completed
	26, 30, 33, 35, 37, 41, 42			

AUTHORITY NOTE: Promulgated in accordance with R.S. 17:6(A)(10).

HISTORICAL NOTE: Promulgated by the Board of Elementary and Secondary Education, LR 34:1381 (July 2008).

**§503. Math, Science, and Social Studies Equivalencies  
Correlation with Curriculum**

LESSON	Math			Social Services						
	GR 9	GR 10	GR 11/12	GR 9	GR 10	GR 11/12	GR 9	GR 10	GR 11/12	Completed
Unit 1 Lesson A Setting Up Your Portfolio				----	----	----				
Unit 1 Lesson B Functions of a Business Plan				----	----	----				
Unit 1 Lesson C Timeline for the Student Market				----	----	----				
Unit 1 Lesson 1 Entrepreneurial Processes				----	----	----				
Unit 1 Lesson 2 Our Entrepreneurial Heritage				----	----	----				
Unit 2 Lesson 3 Self Esteem				----	----	----				
Unit 2 Lesson 4 Making Decisions				----	----	----				
Unit 2 Lesson 5 Time Management				----	----	----				
Unit 2 Lesson 6 Business Etiquette				----	----	----				
Unit 3 Lesson 7 The Global Business				----	----	----	C-42, C-47	C-42, C-47	C-42, C-47	
Unit 3 Lesson 8 Venture Creation				----	----	----				
Unit 3 Lesson 9 Business Ideas				----	----	----				
Unit 4 Lesson 10 Why Do We Need a Plan?				----	----	----				
Unit 4 Lesson 11 Credit and Your Business				----	----	----				
Unit 5 Lesson 12 Start-Up Costs	28, 30		1	----	----	----	E-4	E-4	E-4	
Unit 5 Lesson 13 Building Financial Relationships		4, 17, 24		----	----	----	E-22 E-23 E-24	E-22 E-23 E-24	E-22 E-23 E-24	
Unit 5 Lesson 14 Organized Labor				----	----	----	E-12 E-19	E-12 E-19	E-12 E-19	
Unit 5 Lesson 15 Pricing				----	----	----	E-22 E-23 E-27 E-28	E-22 E-23 E-27 E-28	E-22 E-23 E-27 E-28	
Unit 6 Lesson 16 Site Selection and Layout				----	----	----	E-1	E-1	E-1	
Unit 6 Lesson 17 Inventory Management				----	----	----				

EDUCATION

LESSON	Math			Social Services						
	GR 9	GR 10	GR 11/12	GR 9	GR 10	GR 11/12	GR 9	GR 10	GR 11/12	Completed
Unit 6 Lesson 18 Operating Procedures				----	----	----	E-15	E-15	E-15	
Unit 6 Lesson 19 Risky Business				----	----	----	E-1	E-1	E-1	
Unit 6 Lesson 20 Security and Safety in Business				----	----	----				
Unit 6 Lesson 21 Business Insurance				----	----	----	E-1	E-1	E-1	
Unit 6 Lesson 22 Governmental Compliance				----	----	----	E-1			
Unit 6 Lesson 23 Protecting Intellectual Rights				----	----	----				
Unit 6 Lesson 24 Personal Mission				----	----	----				
Unit 6 Lesson 25 SWOT Analysis				----	----	----	E-6	E-6	E-6	
Unit 6 Lesson 26 Exit Strategies				----	----	----				
Unit 7 Lesson 27 Productivity and Your Business				----	----	----	E-7 E-9 E-48	E-7 E-9 E-48	E-7 E-9 E-48	
Unit 7 Lesson 28 Cost Profit Relation				----	----	----				
Unit 7 Lesson 29 Credit Worthiness				----	----	----				
Unit 8 Lesson 30 Financial Documents				----	----	----				
Unit 8 Lesson 31 Break Even Analysis				----	----	----				
Unit 8 Lesson 32 Acme Office Furniture				----	----	----				
Unit 8 Lesson 33 Job Description				----	----	----	E-12	E-12	E-12	
Unit 8 Lesson 34 The Staffing Process				----	----	----	E-10 E-11	E-10 E-11	E-10 E-11	
Unit 8 Lesson 35 Employee Compensation				----	----	----	E-57	E-57	E-57	
Unit 8 Lesson 36 Employee Assistance Programs				----	----	----				
Unit 8 Lesson 37 Training and Developing Employees				----	----	----				
Unit 8 Lesson 38 Building Morale				----	----	----				
Unit 9 Lesson 39 The Marketing Plan				----	----	----	E-8	E-8	E-8	
Unit 9 Lesson 40 Marketing-Informational Management				----	----	----	E-8	E-8	E-8	
Unit 9 Lesson 41 Promotional Strategies				----	----	----				
Unit 9 Lesson 42 Advertising Promotions				----	----	----				
Unit 9 Lesson 43 How to Conduct a Meeting				----	----	----				
Unit 9 Lesson 44 Accounting Records				----	----	----				
Unit 10 Lesson 45 Effective Communication				----	----	----				
Unit 10 Lesson 46 Dealing with Stress				----	----	----				

Title 28, Part CXLIII

LESSON	Math			Social Services						
	GR 9	GR 10	GR 11/12	GR 9	GR 10	GR 11/12	GR 9	GR 10	GR 11/12	Completed
Unit 10 Lesson 47 Problem Solving and Conflict Resolution				----	----	----				
Unit 10 Lesson 48 At What Price?				----	----	----				
Unit 11 Lesson 49 Interpreting Business Policies				----	----	----				
Unit 11 Lesson 50 Business Ethics				----	----	----				
Unit 11 Lesson 51 Philanthropy: Giving Back to the Community				----	----	----				
Unit 11 Lesson 52 E-Commerce				----	----	----	C-19	C-19	C-19	

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