



## Colorado CTE Course – Scope and Sequence

Course Name	Principles of Management	Course Details	.5 Semester long
		Course = 0.50 Carnegie Unit Credit	
<b>Course Description</b>	Provides an overview of the principles of management. Emphasis is on the primary functions of planning, organizing, staffing, leading and controlling with a balance between the behavioral and operational approaches		
<b>Note:</b>	This is a suggested scope and sequence for the course content. The content will work with any textbook or instructional resource. If locally adapted, make sure all competencies are covered. Course aligns to <a href="#">CCNS</a> (MAN226). Please contact your local community college for further information regarding opportunities for credit.		
SCED Identification #	12052	Schedule calculation based on 60 calendar days of a 90-day semester. Scope and sequence allows for additional time for guest speakers, student presentations, field trips, remediation, or other content topics.	
All courses taught in an approved CTE program must include Essential Skills embedded into the course content. The Essential Skills Framework for this course can be found at <a href="https://www.cde.state.co.us/standardsandinstruction/essentialskills">https://www.cde.state.co.us/standardsandinstruction/essentialskills</a>			

## COURSE COMPETENCIES AND OUTCOMES

### STUDENT COMPETENCIES

The competencies you will demonstrate in this course are as follows:

- A. Describe contemporary managerial theories and tools of planning, organizing, staffing, and controlling of the primary functions of management.
- B. Discuss contemporary managerial theories and tools of directing and leading, including teams and motivation.
- C. Identify the skills required by managers to successfully accomplish the goals and objectives of the organization.
- D. Explain contemporary managerial styles and theories including the tools of controlling and quality initiatives.
- E. Analyze various management issues and apply the application of contemporary managerial solutions.



The module outcomes that will permit you to demonstrate course competencies are:

### MODULE 1

#### Outcomes & Competencies

1. Describe the quantitative approach. A, B, C
2. Illustrate current issues in organizational culture. A, B
3. Identify the factors that are reshaping and redefining the manager's job. A, B, C, D

### MODULE 2

#### Outcomes & Competencies

1. Describe the structures and techniques organizations use as they go international. A, C, D
2. Compare and contrast the differences in nationalism and globalism in regards to trade and management. A, C
3. Explain the different types of diversity found in workplaces and the benefits of creating such an environment. A, C, D, E

### MODULE 3

#### Outcomes & Competencies

1. Compare and contrast approaches to goal-setting and planning. A, B, C, D, E
2. Explain what managers do during the six steps of the strategic management process. A, B, E
3. Describe a workplace activity that you would utilize in the workplace, and how you would measure the employee growth and organizational success. A, B, C, E

### MODULE 4

#### Outcomes & Competencies

1. Describe the major components that determine group performance and satisfaction. A, B, C, D, E
2. Describe the functions, roles, and skills of managers. A, B, C, D, E
3. Explain the role that attitudes play in job performance. A, D,



## MODULE 5

### Outcomes & Competencies

1. Define leader and leadership. A, B, C, D, E
2. Explain how benchmarking can be utilized by a manager, and what purpose it serves in the workplace. A, B, C, E
3. Describe tools used to measure organizational performance. A, B, C, D, E

(\*Outcomes outline taken from CCOnline)

### CTSO Connections

#### FBLA

- Organizational Leadership
- Management Decision Making

#### DECA

- Marketing Management Team Decision Making
- Principles of Business Management and Administration
- Marketing Communication Series
- Project Management Events