



Course Name	ACE CTE Financial Literacy II: Business Management and Entrepreneurship		Course Details	The intensity and duration of student support, should be scaffolded and faded as students progress through levels I-IV	
			Course = 0.50 Carnegie Unit Credit		
Course Description	This course serves as an application of financial literacy, management of business and entrepreneurship. As developmentally appropriate, this course (or series of courses) is designed for students to learn and practice financial literacy, decision-making, and management skills for their personal and professional lives. Students will understand and practice basic strategies to develop a business plan and organize and manage a business venture; accounting methodologies, marketing, budgeting and bookkeeping procedures, customer service, team building, and supervisory skills; and business and community networking strategies, and business ethics. They will become familiar with ownership and management structures and leadership styles. Students will develop a business plan and organize and manage a business venture. Whenever possible, computer literacy skills and leadership skills tied to a CTSO should be embedded into the curriculum.				
Note:	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 essential knowledge and skills are covered.				
SCED Identification #	72210 72101 12053 12051 12052 12055 12060 12151 02154	Schedule calculation based on 60 calendar days of a 90-day semester. Scope and sequence allows for additional time for guest speakers, student presentations, worksite tours, 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 https://ed.cde.state.co.us/standardsandinstruction/essentialskills					
Instructional Unit Topic	Suggested Length of Instruction	CTE or Academic Standard Alignment +	Competency / Performance Indicator	Outcome / Measurement (see matrix below)	CTSO Integration <i>*ACE CTE students may qualify for any CTSO depending on pathway and local option</i>



ACE Business Management and Entrepreneurship	1 semester – 1 year	1. Students will understand and practice basic strategies to develop a business plan and organize and manage a business venture through the use of info and communication technologies.	Students will understand and practice basic strategies to develop a business plan and organize and manage a business venture.	SEE MATRIX BELOW	Successful Career Students of Colorado (SC) ² - see website for competition integration
		2. Students will understand and practice basic strategies to develop a business plan and organize and manage accounting methodologies through informed risk taking.	Students will understand and practice basic strategies to develop a business plan and organize and manage accounting methodologies.		https://cteincolorado.org/ace-ctso/
		3. Students will understand and practice basic strategies to develop a business plan and organize and manage budgeting and bookkeeping procedures through informed risk taking.	Students will understand and practice basic strategies to develop a business plan and organize and manage budgeting and bookkeeping procedures.		
		4. Students will understand and practice basic strategies to develop a business plan and organize and manage customer service through inquiry and analysis.	Students will understand and practice basic strategies to develop a business plan and organize and manage customer service.		
		5. Students will understand and practice basic strategies to develop a business plan and organize and manage team building through critical	Students will understand and practice basic strategies to develop a business plan and organize and manage team building.		



		thinking and problem solving.			
		6. Students will understand and practice basic strategies to develop a business plan and organize and manage supervisory skills through critical thinking and problem solving.	Students will understand and practice basic strategies to develop a business plan and organize and manage supervisory skills.		
		7. Students will understand and practice basic strategies to develop a business plan and organize and manage business and community networking strategies through initiative/direction.	Students will understand and practice basic strategies to develop a business plan and organize and manage business and community networking strategies.		
		8. Students will become familiar with ownership and management structures and leadership style through initiative/direction.	Students will become familiar with ownership and management structures and leadership style.		
		9. Students will develop a business plan and organize and manage a business venture through initiative/direction.	Students will develop a business plan and organize and manage a business venture.		

Outcome/Measurement	Novice	Advanced Beginner	Strategic Learning	Emerging Expert
1.	By finding information through the use of technologies	...and communicating information through the use of technologies	...and evaluating the use of information through the use of technologies	...and Creating information through the use of technology



2.	Demonstrate a willingness to try new things	...and Demonstrate flexibility, imagination, inventiveness in taking on tasks and activities	...and Innovate from failure, connect learning across domains, and recognize new opportunities	...and Act on creative ideas to make a tangible and useful contribution
3.	Demonstrate a willingness to try new things	...and Demonstrate flexibility, imagination, inventiveness in taking on tasks and activities	...and Innovate from failure, connect learning across domains, and recognize new opportunities	...and Act on creative ideas to make a tangible and useful contribution
4.	By recognizing and describing cause-and-effect relationships and patterns in everyday experiences through inquiry and analysis	...and Investigate to form hypotheses, make observations, and draw conclusions	...and Test hypotheses/ prototype with planned process for getting feedback	...and Make predictions and design data/information collection and analysis strategies
5.	Recognize that problems can be identified, and possible solutions can be generated	...and Define the problem using a variety of strategies	...and Make connections between information gathered and personal experiences to apply and/or test solutions	...and “interpret information and draw conclusions based upon information gathered to formulate a new problem
6.	Recognize that problems can be identified, and possible solutions can be generated	...and Define the problem using a variety of strategies	...and Make connections between information gathered and personal experiences to apply and/or test solutions	...and “interpret information and draw conclusions based upon information gathered to formulate a new problem
7.	Recognize personal characteristics, preferences, thoughts, and strengths	...and Pursue opportunities to engage and learn interests	...and Apply knowledge to set goals, make informed decisions and transfer to new contexts	...and Make responsibility for and pursue opportunities
8.	Recognize personal characteristics, preferences, thoughts, and strengths	...and Pursue opportunities to engage and learn interests	...and Apply knowledge to set goals, make informed	...and Make responsibility for and pursue opportunities



			decisions and transfer to new contexts	
9.	Recognize personal characteristics, preferences, thoughts, and strengths	...and Pursue opportunities to engage and learn interests	...and Apply knowledge to set goals, make informed decisions and transfer to new contexts	...and Make responsibility for and pursue opportunities

- + Colorado Department of Education, Colorado Academic Standards, Essential Skills
<https://ed.cde.state.co.us/standardsandinstruction/essentialskills>



Crosswalk: ACE CTE Business & Entrepreneurship - Reading, Writing, and Communicating Standards

Standard 1: Oral Expression and Listening

Prepared Graduate 1: Collaborate effectively as group members or leaders who listen actively and respectfully; pose thoughtful questions, acknowledge the ideas of others; and contribute ideas to further the group's attainment of an objective.

Course Evidence: Team-based business development.

Prepared Graduate 2: Deliver effective oral presentations for varied audiences and varied purposes.

Course Evidence: Business pitches and presentations.

Standard 2: Reading for All Purposes

Prepared Graduate 3: Read a wide range of literary texts to build knowledge and to better understand the human experience.

Course Evidence: Minimal literary emphasis.

Prepared Graduate 4: Read a wide range of informational texts to build knowledge and to better understand the human experience.

Course Evidence: Reading business and market materials.

Prepared Graduate 5: Understand how language functions in different contexts, command a variety of word-learning strategies to assist comprehension, and make effective choices for meaning or style when writing and speaking.

Course Evidence: Professional and business communication.

Standard 3: Writing and Composition

Prepared Graduate 6: Craft arguments using techniques specific to the genre.

Course Evidence: Defending business decisions.



Prepared Graduate 7: Craft informational/explanatory texts using techniques specific to the genre.

Course Evidence: Writing business plans and reports.

Prepared Graduate 8: Craft narratives using techniques specific to the genre.

Course Evidence: Limited narrative (branding/storytelling).

Prepared Graduate 9: Demonstrate mastery of their own writing process with clear, coherent, and error-free polished products.

Course Evidence: Refining professional documents.

Standard 4: Research Inquiry and Design

Prepared Graduate 10: Gather information from a variety of sources; analyze and evaluate its quality and relevance; and use it ethically to answer complex questions.

Course Evidence: Market research and analysis.