



Colorado BMEF CTE Course – Scope and Sequence

Course Name	Principles of Management	Course Details	Credits = .5 (Semester)		
		Course = 0.50 Carnegie Unit Credit	Level 3		
Course Description	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				
Note	his 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 CCNS (MAN2026). 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 https://www.cde.state.co.us/standardsandinstruction/essentialskills					
COURSE 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.					
Instructional Unit Topic	Suggested Length of Instruction	CTE or Academic Standard Alignment	Competency / Performance Indicator	Outcome / Measurement	CTSO Integration
MODULE 1: Foundations of Management & Organizational Context					

Quantitative management approach		Analyze quantitative tools (forecasting, metrics)	A, B, C	Case study analysis using data; problem set	**FBLA Organizational Leadership Management Decision Making **DECA Marketing Management Team Decision Making Principles of Business Management and Administration Marketing Communication Series Project Management Events **Appropriate throughout course**
Organizational culture & current issues		Evaluate culture impacts on performance	A, B	Reflection or culture audit report	
Changing role of managers		Identify evolving managerial responsibilities	A, B, C, D	Short essay or presentation on modern manager roles	
MODULE 2: Global, Cultural, and Workplace Diversity					
International business structures		Compare global organizational structures	A, C, D	Comparative chart or analysis	
Nationalism vs. globalism in management		Evaluate trade perspectives on management	A, C	Debate, discussion post, or position paper	
Workplace diversity & inclusion		Analyze benefits of diverse teams	A, C, D, E	Diversity plan or case study evaluation	
MODULE 3: Planning and Strategic Management					

Goal-setting and planning approaches		Compare SMART goals vs. other models	A, B, C, D, E	Written comparison or planning exercise	
Strategic management process (6 steps)		Explain and apply strategy steps	A, B, E	Strategy map or case analysis	
Measuring workplace activity & growth		Design performance measurement system	A, B, C, E	KPI dashboard or performance plan	
MODULE 4: Teams, Performance, and Behavior					
Group performance & satisfaction		Evaluate factors affecting team success	A, B, C, D, E	Group analysis or team simulation reflection	
Manager roles, functions, and skills		Identify core management skills	A, B, C, D, E	Skills inventory or self-assessment	
Attitudes and job performance		Analyze attitude-performance relationship	A, D	Case study or reflection paper	
MODULE 5: Leadership & Organizational Performance					
Leadership concepts and definitions	A, B, C, D, E	Define and compare leadership approaches	A, B, C, D, E	Essay or leadership profile	
Benchmarking in management	A, B, C, E	Apply benchmarking for improvement	A, B, C, E	Benchmarking report or project	
Measuring organizational performance	A, B, C, D, E	Evaluate organizational effectiveness	A, B, C, D, E	Performance analysis report or dashboard	

Academic Standards Alignment

Colorado CTE courses are required to integrate academic and essential skills into course content. The following academic standards have been identified as aligned to this course and should be integrated throughout instruction.



[CO CTE Academic Standards Resources](#) (Rubrics, integration strategies, etc)

[CDE Colorado Academic Standards Online](#) (Online standards lookup tool)

Reading, Writing, & Communicating

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.

Standard 2: Reading for All Purposes

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

Standard 3: Writing and Composition

- **Prepared Graduate 6:** Craft arguments using techniques specific to the genre.
- **Prepared Graduate 7:** Craft informational/explanatory texts using techniques specific to the genre.
- **Prepared Graduate 9:** Demonstrate mastery of their own writing process with clear, coherent, and error-free polished products.

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.

Note: Mathematics and Science standards will be added in the future. Visit the [Colorado Academic Standards](#) page for the most current version.