



# BELLOWS FREE ACADEMY

St. Albans, Vermont

## *Business Department Course Syllabus*

Course Name: *Entrepreneurship*

Course ID: *10623*

Course Credits: *.5*

Instructor: *Mrs. Perrault*

Year/Term: *2019-20*

Room: *W115*

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### Course Information

#### Description:

*This course will provide students with an introduction to the entrepreneurial mindset through experiential learning activities. Students will explore what skills and knowledge it takes to become a successful entrepreneur. Creativity, critical thinking, innovation and problem-solving skills will be developed as they turn their own dream business into a reality by building a business plan. During the process, students will learn about planning, organizing, implementing and controlling. The course will also introduce marketing, managing, financial accounting and the legal setup of a business. Students will have the skills necessary to succeed as an entrepreneur or to work in the field of business. Instructional strategies will include: class discussion, presentations, experiential learning opportunities, internet research, and guest speakers.*

#### Prerequisites:

*Freshman, sophomore, junior, or senior standing (seniors have priority)*

#### Course Standards:

1. **Business Concepts** - *Students can comprehend and demonstrate the basic concepts presented within the Business Curriculum.*

2. **Career and College Readiness** - Students can identify their career interests and what steps are necessary to further their education at the postsecondary level and/or the world of work.
3. **Effective Communication Skills** - Students can present ideas coherently with a clear or creative sequence whether writing or speaking while demonstrating a command of the conventions of standard English spelling, grammar, and usage.
4. **Financial Literacy** - Students can solve financial problems correctly and precisely with a logical progression of steps with a detailed explanation of those steps when applicable.
5. **Soft Skills** - Students can demonstrate the necessary interpersonal skills to solve problems, communicate and collaborate effectively, and utilize leadership skills to take initiative and responsibility for their personal decisions and actions.
6. **Technology Application** - Students can use technology as a tool to solve problems and present material while practicing responsible digital citizenship.

### **Entrepreneurship - NBEA STANDARDS**

**ENT-1:** Recognize that entrepreneurs possess unique characteristics and examine the role of innovation in entrepreneurial opportunities

**ENT-2:** Recognize trends and social responsibilities that can lead to entrepreneurial opportunities

**ENT-3:** Apply economic concepts when making decisions for an entrepreneurial venture

**ENT-4:** Develop a marketing vision to introduce a product or service

**ENT-5:** Use the financial concepts and tools needed by the entrepreneur in making business decisions

**ENT-6:** Recognize that entrepreneurs must establish, maintain, and analyze appropriate records to make business decisions

**ENT-7:** Develop a management plan for an entrepreneurial venture

**ENT-8:** Analyze how forms of business ownership, government regulations, and legal regulations affect entrepreneurial ventures

**ENT-9:** Develop a business plan

### **Transferable Skills:**

#### **1. Clear and Effective Communication**

- Presentation and organization of information
- Poise
- Collaborative discussion

#### **2. Self-Direction**

- Demonstrate initiative and responsibility for learning
- Complete assignments in a timely manner.
- Demonstrate flexibility with learning and persevere in challenging situations.

#### **3. Responsible and Involved Citizenship**

- Take responsibility for personal decisions and actions
- Working collaboratively with others.
- Use technology and digital media responsibly.

### **Required Text and Student Materials:**

## Scoring

A course score average of 3 or better will receive credit for the course.

For example:

Standard - Reading: 4

Standard - Writing: 2

Standard - Speaking and Listening: 3

Standard - Language: 3

**Course score = 3**

## Standard and Course Scoring Procedures

To calculate standard scores for a reporting period, the default method would be to average the scores within a standard. The average of the proficiency is the **lowest score** a student could receive.

If the **trend** within the standard over time shows a growth of learning not represented by the average, the teacher has the right to **increase** the final standard score, **but not decrease it**.

For example, in Standard 1, the teacher might think the final score would be better represented by a score of 3.0 and the teacher could increase it (see the highlight score).

	Assignment 1	Assignment 2	Assignment 3	Assignment 4	Average	Trend
Standard 1	2.0		3.0	3.5	2.8	3.0
2	3.0	3.5		3.0	3.2	
3	2.5	3.0	3.5	3.0	3.0	
4	2.0		4.0		3.0	
				Course Score	3.0	3.1

## Trend Scoring

- We believe students should not be penalized for struggling in the process of learning. With trend scoring, student **growth and progress** is celebrated. A student's score reflects where they are at that *point in time*, while taking into account the **growth over time as a positive factor in the student's overall score**.
- Growth over time also accounts for a student's consistency in progress toward achieving proficiency.
- It is the teacher's judgement whether or not to use a scoring average or a scoring trend.

## **Assessment Policy**

*Learning will be assessed through performance tasks, written reflection, projects, presentations, as well as pre-assessments, formative and summative assessments.*