



Business Marketing & Finance

Principles of Business, Marketing, and Finance

TSDS PEIMS Code: 13011200 (PRINBMF)

Grade Placement: 9–11

Credits: 1

Prerequisite: None.

In Principles of Business, Marketing, and Finance, students gain knowledge and skills in economies and private enterprise systems, the impact of global business, the marketing of goods and services, advertising, and product pricing. Students analyze the sales process and financial management principles. This course allows students to reinforce, apply, and transfer academic knowledge and skills to a variety of interesting and relevant activities, problems, and settings in business, marketing, and finance.

Business Information Management I

TSDS PEIMS Code: 13011400 (BUSIM1)

Grade Placement: 9–12

Credits: 1

Prerequisite: None.

Recommended Prerequisite: Touch System Data Entry.

Recommended Corequisite: Business Lab.

In Business Information Management I, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce and postsecondary education. Students apply technical skills to address business applications of emerging technologies, create word-processing documents, develop a spreadsheet, formulate a database, and make an electronic presentation using appropriate software.

Business Information Management II

TSDS PEIMS Code: 13011500 (BUSIM2)

Grade Placement: 10–12

Credits: 1

Prerequisite: Business Information Management I.

Recommended Prerequisite: Touch System Data Entry.

Recommended Corequisite: Business Lab.

In Business Information Management II, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies, create complex word-processing documents, develop sophisticated spreadsheets using charts and graphs, and make an electronic presentation using appropriate multimedia software.

Business Management

TSDS PEIMS Code: 13012100 (BUSMGT)

Grade Placement: 10–12

Credits: 1

Prerequisite: None.

Business Management is designed to familiarize students with the concepts related to business management as well as the functions of management, including planning, organizing, staffing, leading, and controlling. Students will also demonstrate interpersonal and project-management skills.

Practicum in Business Management

TSDS PEIMS Code: 13012200 (First Time Taken)

(PRACBM) 13012210 (Second Time Taken) (PRACBM2)

Grade Placement: 11–12

Credits: 2

Prerequisite: None.

Recommended Prerequisites: Touch System Data Entry and Business Management or Business Information Management II.

Practicum in Business Management is designed to give students supervised practical application of previously studied knowledge and skills. Practicum experiences occur in a paid or unpaid arrangement and a variety of locations appropriate to the nature and level of experience. Students implement personal and interpersonal skills to strengthen individual performance in

the workplace and in society and to make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies. Students develop a foundation in the economic, financial, technological, international, social, and ethical aspects of business to become competent consumers, employees, and entrepreneurs. Students enhance reading, writing, computing, communication, and reasoning skills and apply them to the business environment. Students incorporate a broad base of knowledge that includes the legal, managerial, marketing, financial, ethical, and international dimensions of business to make appropriate business decisions.

Fundamentals of Real Estate

TSDS PEIMS Code: N1301120 (FUNDRE)

Grade Placement: 11–12

Credits: 2

This course contains the curriculum necessary to complete the pre-licensure education requirements of the Texas Real Estate Commission (TREC) to obtain a real estate salesperson license. It includes the following TREC course materials: Principles of Real Estate I and II, Law of Contracts, Law of Agency, Real Estate Finance, and Promulgated Contract Forms.

Advanced Marketing

TSDS PEIMS Code: 13034700 (ADVMKTG)

Grade Placement: 11–12

Credit: 2

Prerequisites: One credit from the courses in the Marketing Career Cluster.

Recommended Prerequisite: Practicum in Marketing.

In Advanced Marketing, students will gain knowledge and skills that help them become proficient in one or more of the marketing functional areas. Students will demonstrate appropriate management and research skills to solve problems related to marketing. This course covers technology, communication, and customer-service skills.

Accounting I

TSDS PEIMS Code: 13016600 (ACCOUNT1)

Grade Placement: 10–12

Credit: 1

Prerequisites: None.

Recommended Prerequisites: Principles of Business, Marketing, and Finance.

In Accounting I, students will investigate the field of accounting, including how it is impacted by industry standards as well as economic, financial, technological, international, social, legal, and ethical factors. Students will reflect on this knowledge as they engage in the process of recording, classifying, summarizing, analyzing, and communicating accounting information. Students will formulate and interpret financial information for use in management decision making. Accounting includes such activities as bookkeeping, systems design, analysis, and interpretation of accounting information.

Accounting II

TSDS PEIMS Code: 13016700 (ACCOUNT2)

Grade Placement: 11–12

Credit: 1

Prerequisites: Accounting I.

In Accounting II, students will continue the investigation of the field of accounting, including how it is impacted by industry standards as well as economic, financial, technological, international, social, legal, and ethical factors. Students will reflect on this knowledge as they engage in various managerial, financial, and operational accounting activities. Students will formulate, interpret, and communicate financial information for use in management decision making. Students will use equations, graphical representations, accounting tools, spreadsheet software, and accounting systems in real-world situations to maintain, monitor, control, and plan the use of financial resources.

Note: *This course satisfies a math credit requirement for students on the Foundation High School Program.*

Financial Mathematics

TSDS PEIMS Code: 13018000 (FINMATH)

Grade Placement: 10–12

Credit: 1

Prerequisite: Algebra I.

Financial Mathematics is a course about personal money management. Students will apply critical thinking skills to analyze personal financial decisions based on current and projected economic factors.

Note: *This course satisfies a math credit requirement for students on the Foundation High School Program.*