

Florida Department of Education
Curriculum Frameworks

Business, Management & Administration

**Florida Department of Education
Curriculum Framework**

Course Title: Business Education Directed Study
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Course Number	8200100
CIP Number	0507999901
Grade Level	11-12
Standard Length	1 credit – Multiple credits
Teacher Certification	Refer to the <u>Course Structure</u> section.
CTSO	FBLA BPA
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

The purpose of this course is to provide students with learning opportunities in a prescribed program of study within the Business Management and Administration cluster(s) that will enhance opportunities for employment in the career field chosen by the student.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Course Structure

The content is prescribed by the instructor based upon the individual student's assessed needs for directed study.

This course may be taken only by a student who has completed or is currently completing a specific secondary job preparatory program for additional study in this career cluster. A student may earn multiple credits in this course.

The selected standards and benchmarks, which the student must master to earn credit, must be outlined in an instructional plan developed by the instructor.

To teach the course listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary course structure:

Course Number	Course Title	Teacher Certification	Length	Level	Graduation Requirement
8200100	Business Education Directed Study	ANY BUSINESS ED G BUS ED 1 @ 2	1 credit – Multiple credits	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate expertise in a specific occupation contained within the career cluster.
- 02.0 Conduct investigative research on a selected topic related to the career cluster using approved research methodology, interpret findings, and prepare presentation to defend results.
- 03.0 Apply enhanced leadership and professional career skills.
- 04.0 Demonstrate higher order critical thinking and reasoning skills appropriate for the selected program of study.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Education Directed Study Directed Study
Course Number: 8200100
Course Credit: 1

CTE Standards and Benchmarks	
01.0	Demonstrate expertise in a specific occupation within the career cluster. The student will be able to:
01.01	The benchmarks will be selected from the appropriate curriculum frameworks and determined by the instructor based upon the individual students assessed needs.
02.0	Conduct investigative research on a selected topic related to the career cluster using approved research methodology, interpret findings, and prepare presentation to defend results. The student will be able to:
02.01	Select investigative study referencing prior research and knowledge.
02.02	Collect, organize and analyze data accurately and precisely.
02.03	Design procedures to test the research.
02.04	Report, display and defend the results of investigations to audiences that may include professionals and technical experts.
03.0	Apply enhanced leadership and professional career skills. The student will be able to:
03.01	Develop and present a professional presentation offering potential solutions to a current issue.
03.02	Enhance leadership and career skills through work-based learning including job placement, job shadowing, entrepreneurship, internship, or a virtual experience.
03.03	Participate in leadership development opportunities available through the appropriate student organization and/or other professional organizations.
03.04	Enhance written and oral communications through the development of presentations, public speaking, and live and/or virtual interviews.
04.0	Demonstrate higher order critical thinking and reasoning skills appropriate for the selected program of study. The student will be able to:
04.01	Use mathematical and/or scientific skills to solve problems encountered in the chosen occupation.
04.02	Read and interpret information relative to the chosen occupation.
04.03	Locate and evaluate key elements of oral and written information.
04.04	Analyze and apply data and/or measurements to solve problems and interpret documents.
04.05	Construct charts/tables/graphs using functions and data.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Electronic Business Enterprise
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8200300
CIP Number	0552060109
Grade Level	9-12
Standard Length	4 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-4051 – Customer Service Representatives 11-1021 – General and Operations Managers 15-1134 – Web Developers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to planning and development, retail and Internet marketing, ethics, laws and regulations, web design, entrepreneurship, and systems and design of e-commerce enterprises.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four (4) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8200340	Introduction to E-Commerce	BUS ED 1 @2 BUS DP @7 ELECT DP @7 %G	1 credit	43-4051	2	PA
8200350	E-Commerce Entrepreneurship		1 credit	11-1021	2	
8200360	E-Commerce Systems Analysis and Design		1 credit	15-1134	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

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1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate language arts knowledge and skills.
- 17.0 Demonstrate mathematics knowledge and skills.
- 18.0 Use oral and written communication skills in creating, expressing and interpreting information and ideas.
- 19.0 Demonstrate knowledge of the Internet to enhance workplace performance.
- 20.0 Demonstrate knowledge of e-commerce principles.
- 21.0 Develop an awareness of career opportunities and options in e-commerce and the criteria for entering those fields.
- 22.0 Perform e-mail activities.
- 23.0 Identify the challenges and issues associated with e-commerce business models.
- 24.0 Develop an online marketing plan.
- 25.0 Demonstrate an awareness of the issues involved in a global/international e-commerce environment.
- 26.0 Research the plan and design of an e-commerce web page.
- 27.0 Create an e-commerce web site.
- 28.0 Apply skills that will enhance the presentation, value and profitability of the web site.
- 29.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 30.0 Create an e-commerce web site.

- 31.0 Develop and implement a business plan for an e-commerce site.
- 32.0 Perform human resources management activities to build interpersonal skills with individuals and teams.
- 33.0 Explain the importance of employability skill and entrepreneurship skills.
- 34.0 Describe the importance of professional ethics and legal responsibilities.
- 35.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 36.0 Use information technology tools.
- 37.0 Evaluate market expansion to the Internet and the effect of global access on e-commerce.
- 38.0 Demonstrate knowledge of basic market research tools.
- 39.0 Demonstrate knowledge of data collection methods.
- 40.0 Demonstrate knowledge of advertising principles.
- 41.0 Demonstrate proficiency in web site promotion of an e-commerce site.
- 42.0 Define the building blocks of a secure system.
- 43.0 Demonstrate knowledge, skill, management and application of an Internet advertising campaign.
- 44.0 Analyze financial data relevant to e-commerce decision making.
- 45.0 Identify principles of pricing.
- 46.0 Identify principles of selling.
- 47.0 Analyze electronic payment mechanisms.
- 48.0 Analyze taxation issues relevant to e-commerce.
- 49.0 Describe mobile commerce.
- 50.0 Demonstrate an understanding of global concepts relevant to customer relationship management.
- 51.0 Explain the role of quality, warranties and guarantees, and e-commerce usability in customer satisfaction.
- 52.0 Develop communication skills for an international audience.
- 53.0 Analyze the building blocks of a secure system.
- 54.0 Demonstrate an awareness of the issues and trends involved in an e-commerce environment.
- 55.0 Analyze effectiveness and proficiency of web site.
- 56.0 Demonstrate knowledge of e-commerce legal issues.
- 57.0 Demonstrate knowledge of disaster protection methods.
- 58.0 Analyze methods of web hosting.
- 59.0 Analyze and demonstrate the application of e-commerce software packages.
- 60.0 Demonstrate knowledge of network components.
- 61.0 Maintain an e-portfolio for job application purposes.
- 62.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 63.0 Solve problems using critical thinking skills, creativity and innovation.
- 64.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 65.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Introduction to E-Commerce
Course Number: 8200340
Course Credit: 1

Course Description:

This course is designed to provide an introduction to Electronic-Commerce (E-Commerce). This course covers topics such as history and evolution of e-commerce; e-commerce business models; impact of e-commerce in the world economy; security and tax issues in e-commerce; and e-commerce web site design, development and maintenance.

CTE Standards and Benchmarks	
16.0	Demonstrate language arts knowledge and skills. The student will be able to:
16.01	Locate, comprehend and evaluate key elements of oral and written information.
16.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
16.03	Present information formally and informally for specific purposes and audiences.
17.0	Demonstrate mathematics knowledge and skills. The student will be able to:
17.01	Demonstrate knowledge of arithmetic operations.
17.02	Analyze and apply data and measurements to solve problems and interpret documents.
17.03	Construct charts/tables/graphs using functions and data.
18.0	Use oral and written communication skills in creating, expressing and interpreting information and ideas. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.04	Interpret verbal and nonverbal cues/behaviors that enhance communication.
18.05	Apply active listening skills to obtain and clarify information.
18.06	Develop and interpret tables and charts to support written and oral communications.

CTE Standards and Benchmarks

18.07 Exhibit public relations skills that aid in achieving customer satisfaction.

19.0 Demonstrate knowledge of the internet to enhance workplace performance. The student will be able to:

19.01 Explain the history of the Internet and development of e-commerce.

19.02 Discuss the social, economic, and political impact of the Internet on society.

19.03 Identify accepted Internet etiquette (i.e., netiquette).

19.04 Identify and describe Web terminology.

19.05 Identify the differences between the Internet, Intranet and WWW.

19.06 Describe and demonstrate the use of the different methods by which information may be accessed on the Internet/Intranet (browser, FTP, gopher, telnet, server).

19.07 Explain the main elements of Web Browsers (example: status bar, refresher button, toolbar tabs, scroll bars, location field, title bar, bookmarks).

19.08 Copy information from the Internet/Intranet, save, and print using a Web browser.

19.09 Identify and use search engines to locate information.

19.10 Define Web robot/bot/spider and identify its advantages.

19.11 Explain the difference between a search engine and a web directory.

20.0 Demonstrate knowledge of e-commerce principles. The student will be able to:

20.01 Define Electronic Commerce (e-commerce).

20.02 Explain domain name and why it is important to e-commerce sites.

20.03 Identify and describe the difference between 'brick-and-mortar' and 'click-and-mortar' businesses.

20.04 Describe business-to-business e-commerce.

20.05 Describe business-to-consumer e-commerce.

20.06 Define the scope of business-to-consumer e-commerce.

20.07 Identify the components of a successful business-to-consumer e-commerce site.

20.08 Identify and discuss issues associated with business-to-consumer e-commerce.

CTE Standards and Benchmarks

20.09	Describe the difference between e-tailing and wholesaling.
20.10	Explain how e-commerce is similar to and/or different from traditional commerce.
20.11	Identify types of businesses most likely to succeed online.
21.0	Develop an awareness of career opportunities and options in e-commerce and the criteria for entering those fields. The student will be able to:
21.01	Identify entry-level positions in e-commerce.
21.02	Identify education, skills, and training requirements for possible career pathways in e-commerce.
21.03	Identify present and future employment opportunities.
21.04	Compare salary ranges and benefit packages.
21.05	Design a personal career ladder in e-commerce with a time-line for career advancement.
21.06	Identify professional organizations in the area of e-commerce.
21.07	Define the role of a webmaster.
21.08	Identify job titles and describe the job functions of a web development team.
22.0	Perform e-mail activities. The student will be able to:
22.01	Describe e-mail capabilities and functions.
22.02	Explain how to setup an e-mail address.
22.03	Explain the rules for using e-mail on the Internet.
22.04	Describe the issues involved in sending and receiving documents as e-mail attachments.
22.05	Use the Internet to perform e-mail activities.
22.06	Utilize all applicable e-mail options and functions (forward, reply, attach, address book).
22.07	Organize and manage e-mail messages.
22.08	Explain some abbreviations, acronyms and emoticons used in e-mail.
22.09	Explain the purpose of an e-mail signature and how to create one.
23.0	Identify the challenges and issues associated with e-commerce business models. The student will be able to:

CTE Standards and Benchmarks

23.01	Explain the scope of e-commerce and how it relates to business operations.
23.02	Explain how the self-serve economy impacts e-commerce.
23.03	Discuss the global impact of e-commerce.
23.04	Identify ways e-commerce sites can develop and enhance customer relationships to encourage repeat business and brand loyalty.
23.05	Explain why the main purpose of any e-commerce site is to transform surfers into customers.
23.06	Using a variety of problem solving strategies, charts, diagrams, etc. to identify the range of costs associated with developing an e-commerce site.
23.07	Identify security issues involved in developing a site (firewalls, sniffer programs, hacking, viruses, encryption, SSL, TSL, digital certificates).
23.08	Explain why web site design is critical to the success of an e-commerce venture.
23.09	Discuss advantages/disadvantages of using an e-commerce developer or an in-house web team to design and maintain a site.
23.10	Define SET and compare it to SSL using Venn diagrams.
23.11	Explain how PGP works.
23.12	Define Structured Query Language (SQL).
23.13	Explain how SQL enables users on the Internet.
23.14	Define electronic payment.
23.15	Discuss customer security and privacy issues when providing financial information on the Internet.
23.16	Explain different payment methods available for online purchase (credit card, e-check, e-cash, smart card, electronic wallets, virtual credit cards).
23.17	Explain the Electronic Funds Transfer Act and its application to online payments.
24.0	Develop an online marketing plan. The student will be able to:
24.01	Identify trends in e-marketing using a variety of problem solving strategies.
24.02	Define marketing-related terms.
24.03	Describe the effect of e-mail and spamming on marketing in e-commerce sites.
24.04	Identify legal, ethical and privacy issues in online marketing.

CTE Standards and Benchmarks

24.05	Explain target marketing and niche marketing in relation to e-commerce.
24.06	Describe customer profiling and related issues.
24.07	Identify the various types of advertising options in e-commerce (links, banner ads, affiliate programs, pop-up windows, viral marketing, newsgroup postings).
24.08	Describe electronic marketing techniques.
24.09	Identify types of and describe the use of databases in e-commerce sites. Symbolically represent and solve multi-step and real world applications.
24.10	Explain how electronic catalogs work Internet sales.
24.11	Explain database-driven system and describe its advantages over a static catalog.
24.12	Analyze e-commerce solutions including shopping carts, electronic malls, order entry systems, full cost display and smart cards. Decide whether a solution is reasonable and whether a given statement is always, sometimes or never true.
24.13	Identify, define and discuss shipping options for an e-commerce web site.
25.0	Demonstrate an awareness of the issues involved in a global/international e-commerce environment. The student will be able to:
25.01	Define and discuss the advantages of global/international e-commerce.
25.02	Describe the implications of trade barriers on global e-commerce.
25.03	Describe the effect of currency exchange rates on international e-commerce, using functions and equations for specified variables.
25.04	Identify cultural attitudes and practices in the USA that could inhibit successful business operations in another country.
25.05	Describe changes in American business practices required for success in the global marketplace.
25.06	Identify and discuss import, export, and international tax laws and their effect on e-commerce trade.
25.07	Analyze multi-cultural influences on global e-commerce.
26.0	Research the plan and design of an e-commerce web page. The student will be able to:
26.01	Research web site design principles and explain how each contributes towards an effective web site.
26.02	Compare and contrast positive and negative features of different web sites, using Venn diagrams, unions and intersections.
26.03	Identify elements of a web page.
26.04	Plan the goals, structure and design of the web site.

CTE Standards and Benchmarks

26.05	Determine business goals for the e-commerce site.
26.06	Determine product assortment, incentive, pricing, payment and shipping options.
26.07	Develop a storyboard for the web site.
26.08	Explain the importance of loading time as an element of web site design.
26.09	Define HTML, DHTML, XML, VRML, web page design software and how each can be effectively used in creating an e-commerce web site.
27.0	Create an e-commerce web site. The student will be able to:
27.01	Create a business for an e-commerce site.
27.02	Create a web page.
27.03	Create and apply a custom theme and a solid color background.
27.04	Create a logo.
27.05	Add clip art, graphics, images and/or photos and text.
27.06	Add animation to text and objects using DHTML.
27.07	Utilize navigation aids and plug-ins.
27.08	Add graphic buttons.
27.09	Add form elements.
27.10	Add graphics as a form button.
27.11	Link buttons and forms.
27.12	Embed audio and video files.
27.13	Add a host counter to display the number of times the web page has been visited.
27.14	Organize information using frames.
27.15	Launch the web browser and view the page created.
27.16	Test the website for effectiveness (loading time, graphics, link integrity).
28.0	Apply skills that will enhance the presentation, value and profitability of the web site. The student will be able to:

CTE Standards and Benchmarks

28.01 Develop site personality (create useful site content).

28.02 Discuss the advantages and disadvantages of outsourcing vs. an in-house team to create and manage the e-commerce site.

28.03 Determine customer service options (e.g., e-mail, phone, fax).

28.04 Determine the terms and conditions of sale, including warranties, after-sales service, and privacy assurances.

28.05 Explain client-side application.

28.06 Explain the purpose of forms in e-commerce web sites.

28.07 Design forms for e-commerce web sites using different procedures for constructing forms (HTML tags, Software programs).

28.08 Use JavaScript to validate data in form fields.

28.09 Use programming tools to make web site more powerful and interactive.

28.10 Explain the difference between dynamic and static web programming.

28.11 Use programming language to support multi-tasking and exception handling.

28.12 Create a site map and explain its importance.

28.13 Create a Frequently Asked Questions page.

**Florida Department of Education
Student Performance Standards**

Course Title: E-Commerce Entrepreneurship
Course Number: 8200350
Course Credit: 1

Course Description:

This course is designed to provide the tools necessary to create an e-commerce site by developing, analyzing and implementing a business plan. This course covers topics such as business plan development and implementation, human resources, marketing, Internet advertisement, financial management, pricing and selling of product or service, payment methods, mobile commerce, and customer service.

CTE Standards and Benchmarks	
29.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
29.01	Monitor expense accounts by using a variety of problem-solving strategies, including drawing diagrams, charts and tables.
29.02	Prepare and interpret balance sheets, income statements, cash-flow statements, change-in-equity statements, forecasts, break-even analyses and budgets. Decide whether a solution is reasonable, true and solve equations. Symbolically represent and solve multi-step and real world applications.
29.03	Document the impact of financial analysis on the strategic planning process. Graph and chart information, using equations to solve problems.
29.04	Revise short-term and long-term strategic plans based on financial analyses.
30.0	Create an e-commerce website. The student will be able to:
30.01	Edit web pages.
30.02	Use appropriate file names for the Internet.
30.03	Explain optimization of files for load time.
30.04	Differentiate between pixels and KB as it relates to graphic size.
30.05	Explain the purpose of Common Gateway Interface (CGI) script and Active Server Pages (ASP) in e-commerce web sites.
30.06	Demonstrate the use of Java Applets in an e-commerce site.
30.07	Define Java Script and explain its role in e-commerce sites.
30.08	Demonstrate the use of data-processing tools to perform specific tasks with information that customers enter into a web site.

CTE Standards and Benchmarks

30.09	Explain the use of Common Gateway Interface script in processing data on web sites.
30.10	Explain the use of Active Server Pages (ASP) in processing data in web sites.
30.11	Define ActiveX and indicate its advantages/disadvantages.
30.12	Locate a host site that offers free web space.
30.13	Upload web pages to the Internet.
31.0	Develop and implement a business plan for an e-commerce site. The student will be able to:
31.01	Identify types of businesses most likely to succeed online.
31.02	Identify the range of costs associated with developing an e-commerce site.
31.03	Identify the risks/rewards associated with online business.
31.04	Identify legal and political environments that affect e-commerce.
31.05	Describe the process of obtaining a business license for an e-commerce site.
31.06	Distinguish between trademark and copyright.
31.07	Identify federal legislation protecting competition.
31.08	Explain the concepts and benefits of e-business systems.
31.09	Describe and explain the use of e-business systems to achieve the goals of Enterprise Resource Planning (ERP).
31.10	Define the purpose of and describe the major components included in a business plan.
31.11	Develop a basic business plan. Solve and graph inequalities, justify steps, determine range and domain and other appropriate multi-step applications.
31.12	Evaluate the plan using milestones and benchmarks.
31.13	Develop overall marketing objectives.
31.14	Evaluate online catalog implementation methodologies.
31.15	Coordinate and plan an evaluation of promotional activities.
32.0	Perform human resources management activities to build interpersonal skills with individuals and teams. The student will be able to:
32.01	Compare personal interests and skills with those needed by an entrepreneur.

CTE Standards and Benchmarks

32.02	Determine motives for becoming an entrepreneur.
32.03	Examine characteristics of online entrepreneurs.
32.04	Explain ethical and legal issues faced by e-commerce professionals.
32.05	Explain the social implications of decisions made and actions taken as an e-commerce professional.
32.06	Identify the major functions and activities of management.
32.07	Explain the role of authority, accountability, and responsibility in task management.
32.08	Describe current and emerging e-commerce management trends.
32.09	Analyze the interdependence of empathetic listening, synergy, and consensus building.
32.10	Promote teamwork, leadership, empowerment, and strategies for fostering creativity.
32.11	Define the roles within the group in the decision-making process.
33.0	Explain the importance of employability skill and entrepreneurship skills. The student will be able to:
33.01	Identify and demonstrate positive work behaviors needed to be employable.
33.02	Develop personal career plan that includes goals, objectives, and strategies.
33.03	Examine licensing, certification, and industry credentialing requirements.
33.04	Maintain a career portfolio to document knowledge, skills, and experience.
33.05	Evaluate and compare employment opportunities that match career goals.
33.06	Identify and exhibit traits for retaining employment.
33.07	Identify opportunities and research requirements for career advancement.
33.08	Research the benefit of ongoing professional development.
33.09	Examine and describe entrepreneurship opportunities as a career planning option.
34.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
34.01	Evaluate and justify decisions based on ethical reasoning.
34.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.

CTE Standards and Benchmarks

34.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
34.04	Interpret and explain written organizational policies and procedures.
35.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
35.01	Identify and describe the services and legal responsibilities of financial institutions.
35.02	Describe the effect of money management on personal and career goals.
35.03	Develop a personal budget and financial goals.
35.04	Complete financial instruments for making deposits and withdrawals.
35.05	Maintain financial records.
35.06	Read and reconcile financial statements.
35.07	Research, compare and contrast investment opportunities.
36.0	Use information technology tools. The student will be able to:
36.01	Use personal information management (PIM) applications to increase workplace efficiency.
36.02	Employ technological tools to expedite workflow, including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.
36.03	Employ computer operations applications to access, create, manage, integrate, and store information.
36.04	Employ collaborative/groupware applications to facilitate group work.
37.0	Evaluate market expansion to the internet and the effect of global access on e-commerce. The student will be able to:
37.01	Evaluate the impact of multiple time zones, languages, currencies, social, and cultural issues on e-commerce.
37.02	Analyze the concept of personalization in e-commerce.
37.03	Identify e-commerce site components that influence branding (logo, graphic style, online customer service, product information, site navigation, testing, core values).
37.04	Integrate logos, slogans, URL, etc., throughout offline and online publications and advertising.
37.05	Identify products, which are most likely to succeed in an e-commerce venture.
37.06	Compare and contrast traditional product development with online product development.

CTE Standards and Benchmarks

37.07 Explain the need for differing development cycles for online products.

37.08 Describe rapid release marketing introduction strategies.

37.09 Explain the Gutenberg Diagonal and its international implications.

38.0 Demonstrate knowledge of basic market research tools. The student will be able to:

38.01 Identify the steps of market research.

38.02 Describe market research as both a formal and informal process.

38.03 Identify common market research activities and the type of information each provides.

38.04 Explain the role of ethics in marketing research.

38.05 Explain internal/external research and the advantages/disadvantages of each.

38.06 Explain factors limiting market research (objectives, level of commitment, resources available).

38.07 Develop a sampling plan (who, how many, how chosen).

38.08 Establish means to identify customer base and marketing profile.

39.0 Demonstrate knowledge of data collection methods. The student will be able to:

39.01 Explain the differences in data generated from surveys and questionnaires collected over the telephone, by mail, online, and in person.

39.02 Explain the purpose and types of observational research and focus groups.

39.03 Determine priorities for and potential sources of information that should be gathered.

39.04 Explain target audience/user group as a key information source.

39.05 Conduct interviews with selected human information sources.

39.06 Gather information from selected print and electronic sources.

39.07 Determine the accuracy and completeness of the information gathered.

39.08 Define Electronic Data Interchange (EDI).

39.09 Identify the benefits and essential elements of EDI.

39.10 Define EDI transaction sets and data elements.

CTE Standards and Benchmarks

39.11	Describe the different standards governing EDI transactions.
39.12	Define data mining.
39.13	Identify basic tools and techniques of data mining.
39.14	Explain the use of data mining in Customer Relationship Management (CRM).
39.15	Identify ethical issues of data mining.
40.0	Demonstrate knowledge of advertising principles. The student will be able to:
40.01	Publicize e-commerce site through non-Internet means such as mail, press release, broadcast media, print media, and specialty advertising.
40.02	Prepare a display advertisement for an e-commerce product or service.
40.03	Create offline ads for an e-commerce product or service.
40.04	Create online ads for an e-commerce product or service.
40.05	Write a news release to promote an e-commerce business.
40.06	Analyze the nature of direct advertising strategies (direct mail, e-mail, automated callers, faxes, catalogs).
40.07	Identify factors affecting the cost of e-mail advertising.
40.08	Identify factors affecting the cost of newspaper ads, magazine ads, radio ads, television ads, direct mail advertising, outdoor ads, and Internet advertising.
40.09	Differentiate between publicity and public relations.
40.10	Describe the impact of the Internet on publicity.
40.11	Identify niche advertising.
40.12	Discuss the role of online communities.
40.13	Examine the use, sources, and costs of databases in advertising.
40.14	Identify the difference between business-to-business and business-to-consumer advertising.
41.0	Demonstrate proficiency in web site promotion of an e-commerce site. The student will be able to:
41.01	Research site development methodology.

CTE Standards and Benchmarks

41.02	Demonstrate site registration with search engines, shopping bots, and Web directories.
41.03	Identify processes to improve visibility in search engines (meta tags, titling, keyword repetition, content management, site design, and link popularity).
41.04	Evaluate legal effects of registration (spamming, duplication).
41.05	Establish and manage links with other sites.
41.06	Determine methods to generate hit analysis data.
41.07	Determine whether to offer response incentives.
41.08	Determine what type of response incentives to offer.
41.09	Use design elements and principles to facilitate use and buying decision.
41.10	Provide company information and update frequently.
42.0	Define the building blocks of a secure system. The student will be able to:
42.01	Define terms associated with system security (user authentication, data origin authentication, confidentiality, data integrity, non-repudiation, peer authentication, message digests).
42.02	Describe security and privacy issues in e-business systems.
42.03	Explain the difference between security and privacy.
42.04	Explain how Internet and Intranet sites become vulnerable to attack.
42.05	Identify security issues associated with business-to-consumer e-commerce.
42.06	Describe Intrusion Detection System, misuse intrusion, and anomaly intrusion.
42.07	Explain transaction security.
42.08	Explain security-related agencies and software.
42.09	Explain how privacy affects personalization.
42.10	Identify security and payment processing issues involved in developing a site (SSL, Digital Certificates, SET Protocol, Cyber Cash).
43.0	Demonstrate knowledge, skill, management and application of an internet advertising campaign. The student will be able to:
43.01	Analyze the types, advantages, and disadvantages of Internet advertising (interacting personally and wireless network).

CTE Standards and Benchmarks

43.02	Evaluate locations for ad placement (search engines, directories, specialty websites, sponsorship websites).
43.03	Identify factors affecting the cost of e-mail advertising and banner ads (click-through pricing, bartering, Internet Advertising Bureau rate cards, audience demographics).
43.04	Identify standard sizes for Internet ads.
43.05	Identify file formats for graphic ads.
43.06	Define goal of Internet ads (banners, buttons).
43.07	Create Internet ads using layers to create simple animation, a tagline, and design features to gain attention.
43.08	Create design that encourages customer order.
43.09	Place Internet ads, evaluate results, and cost effectiveness.
43.10	Compare potential effectiveness with other Internet strategies.
44.0	Analyze financial data relevant to e-commerce decision making. The student will be able to:
44.01	Explain the critical nature of banking relationships.
44.02	Explain the purpose and importance of obtaining business financing.
44.03	Describe sources of financing for businesses.
44.04	Describe electronic financial services.
44.05	Use the Internet to locate sources of financing for businesses.
44.06	Examine the costs of owning/running a server.
44.07	Examine the costs of using an Internet Service Provider (ISP).
44.08	Examine costs related to e-commerce (site design, maintenance, and support).
44.09	Explain costs of interfacing with existing databases, order systems, and accounting systems.
44.10	Explain profitability in e-commerce sites.
44.11	Explain the financial implications of outsourcing vs. internal development.
45.0	Identify principles of pricing. The student will be able to:
45.01	Perform set operations using Venn diagrams to explore relationships and patterns.

CTE Standards and Benchmarks

45.02	Explain the nature and scope of the pricing function, the role of business ethics and the use of technology in pricing.
45.03	Identify the basic considerations consumers and businesses weigh in accepting a price.
45.04	Explain how supply, demand, and price are related.
45.05	Research and analyze competitors' prices.
45.06	Evaluate psychological and discount pricing techniques.
45.07	Describe geographic and promotional pricing techniques.
45.08	Calculate product cost, break-even point, and elasticity of demand.
45.09	Evaluate difficulties in applying traditional pricing strategies to e-commerce.
45.10	Evaluate characteristics, goals, advantages and disadvantages of cost-based pricing, demand-based, competition-based, product mix, product change, segmented (customer segmented, location, time), and the impact of e-commerce on pricing strategies.
45.11	Evaluate the relationship between shipping costs and prices in online sales.
45.12	Evaluate the impact of pricing errors in e-commerce.
45.13	Explain real-time pricing in the online environment.
46.0	Identify principles of selling. The student will be able to:
46.01	Explain the purpose, importance and business ethics of selling.
46.02	Describe the nature of selling regulations.
46.03	Describe the use of technology in the selling function.
46.04	Identify the benefits of site/online sales.
46.05	Explain the role of customer service as a component of selling relationships.
46.06	Identify key factors in building a clientele.
46.07	Identify incentives for sales staff.
46.08	Identify types of sales promotion (coupons, premiums, sweepstakes) and it can be used in e-commerce.
46.09	Determine when sales promotion activities are the best promotional tool.
46.10	Generate a sales promotion plan for an e-commerce site.

CTE Standards and Benchmarks

46.11 Calculate the costs of sales promotion activities.

46.12 Identify return on investment of sales promotion activities.

46.13 Create an electronic sales presentation with an integrated Internet link.

46.14 Evaluate effectiveness of integration.

46.15 Use on-line strategies for follow-up.

46.16 Examine automated follow-up.

46.17 Prepare and evaluate sales reports.

47.0 Analyze electronic payment mechanisms. The student will be able to:

47.01 Identify e-cash terminology.

47.02 Describe stored-value cards, online checks and electronic wallets.

47.03 Define real time processing.

47.04 Explain the purpose of auto e-mail.

47.05 Describe risks and costs involved with credit card use online.

47.06 Identify the advantages/disadvantages of electronic/digital cash.

47.07 Evaluate the impact of multiple currencies on e-commerce.

47.08 Describe electronic funds transfer at point of sale (EFT/POS).

47.09 Describe direct data entry transmissions and financial electronic data interchanges (F-EDI).

47.10 Describe the characteristics of successful payment systems.

47.11 Identify future trends in and risks associated with electronic payment systems.

47.12 Differentiate between the payment systems applicable for business-to-consumer, business-to-business, and consumer-to-consumer transactions.

47.13 Describe a transaction-processing service.

47.14 Explain Internet Transaction Brokers (ITBs).

47.15 Explain the Electronic Funds Transfer Act and its application to online payments.

CTE Standards and Benchmarks

47.16 Describe a turnkey system.

47.17 Define Merchant Account Provider (MAP).

47.18 Identify costs associated with a merchant service and/or third-party verifier agreement.

47.19 Locate an online application for a merchant account.

47.20 Define related terms (Card Not Present (CNP), Mail Order/Telephone Order (MOTO), real time and digital certificate).

47.21 Explain verification activities.

48.0 Analyze taxation issues relevant to e-commerce. The student will be able to:

48.01 Define permanent establishment.

48.02 Explain permanent establishment issues in e-commerce.

48.03 Identify the issues of digital downloads.

48.04 Describe international issues.

48.05 Identify global taxation solutions.

48.06 Explain Value Added Tax.

48.07 Explain the Internet Tax Freedom Act (ITFA).

48.08 Determine payment options that comply with legal regulations regarding sales taxes.

49.0 Describe mobile commerce. The student will be able to:

49.01 Define mobile-commerce.

49.02 Define related terms (personal digital assistant, micro browser, Wireless Application Protocol/WAP).

49.03 Identify m-commerce payment methods.

49.04 Identify the challenges associated with M-Commerce.

49.05 Compare WML with HTML.

49.06 Identify attributes of mobile communications and how each will affect mobile commerce.

50.0 Demonstrate an understanding of global concepts relevant to customer relationship management (CRM). The student will be able to:

CTE Standards and Benchmarks

50.01	Identify ways an e-commerce site can be used to develop and enhance customer relationships to encourage repeat business and brand loyalty.
51.0	Explain the role of quality, warranties and guarantees, and e-commerce usability in customer satisfaction. The student will be able to:
51.01	Identify ways of keeping in touch with customers after the sale.
51.02	Explain the correlation between customer retention and acquisition costs.
51.03	Explain the use of CRM software in business-to-consumer and business-to-business operations.
51.04	Describe the influence of culture on consumer behavior.
51.05	Determine training needs for traditional sales staff for use on an e-commerce site.
51.06	Provide customer training for use of on-line buying.
51.07	Facilitate a customer service policy.
51.08	Explain the purpose of a call center for an online business.
51.09	Explain click-through rates and the role of visit duration on click decision.
51.10	Explain why and how consumer decision-making is influenced online.
51.11	Explain and evaluate the impact of online customer support.
51.12	Explain the 80/20 rule of customer support.
51.13	Use online methods to receive and respond to customers' questions (e-mail, mailbots, auto responder).
51.14	Enable consumer to choose communication vehicle (call home, work, cell, fax, e-mail).
51.15	Create Frequently Asked Questions (FAQs).
51.16	Use file libraries and archives.
51.17	Project a professional image (appearance, voice, grammar, word usage, enunciation, nonverbal communication).
51.18	Interact with customers and colleagues in a professional manner (prompt, friendly, courteous, respectful, helpful, knowledgeable, clear).
51.19	Explain how the Communications Decency Act applies to e-commerce issues.
51.20	Evaluate how online forums can promote customer relations.

CTE Standards and Benchmarks

51.21 Conduct conferences and surveys.

51.22 Use sales promotion (free samples, contests).

51.23 Provide links to complementary sites.

51.24 Discuss the benefits of an extranet.

51.25 Describe how Value Added Networks (VANs) operate.

51.26 Explain VAN-based EDI and Internet EDI.

52.0 Develop communication skills for an international audience. The student will be able to:

52.01 Identify the customs of the recipient that impact communication.

52.02 Find answers to questions related to international communications using available human, print, and electronic sources.

52.03 Prepare documents in correct style for international communications.

52.04 Use appropriate message and delivery in oral communications.

**Florida Department of Education
Student Performance Standards**

Course Title: E-Commerce Systems Analysis and Design
Course Number: 8200360
Course Credit: 1

Course Description:

This course is designed to provide a systematic overview of analysis and design factors, as well as trends and issues impacting the effectiveness, efficiency and profitability of e-commerce web sites.

CTE Standards and Benchmarks	
53.0	Analyze the building blocks of a secure system. The student will be able to:
53.01	Define system and network security.
53.02	Describe the different types of Internet security.
53.03	Explain and identify anti-virus programs.
53.04	Explain the difference between security and privacy.
53.05	List the principal protocols used in Internet security.
53.06	Explain Intrusion Detection System.
53.07	Define security-related terms.
53.08	Explain how a user identification and password provide security one-commerce sites.
53.09	Explain encryption, decryption, private key encryption and public key encryption.
53.10	Explain the difference between the two types of key encryptions.
53.11	Identify and explain data transmission technology and how it is used in web pages (SSL, TLS, SET).
53.12	Describe a SET enabled browser and a SET enabled server.
53.13	Explain the use of digital signatures and certificates.
53.14	Describe the certificate life cycle.

CTE Standards and Benchmarks

53.15	Develop a privacy policy that considers <i>what</i> information is being collected with and without the user's (IP address, personal data, demographics); <i>why</i> the data is needed (customization, administration, communication); <i>when</i> is it collected (forms, cookies, other locations); <i>who</i> will use the information (suppliers, sell or lease to others, third parties); <i>where</i> will the information be housed (on-site, sent to data base); <i>how</i> can the data be removed or modified.
53.16	Describe procedures for maintaining the confidentiality of client information.
53.17	Explain why information is a competitive resource.
53.18	Explain the importance of data warehouses.
53.19	Discuss application security measures.
53.20	Describe the various messaging security techniques.
53.21	Define a Virtual Private Network and explain its features, its components, and how it is deployed.
54.0	Demonstrate an awareness of the issues and trends involved in an e-commerce environment. The student will be able to:
54.01	Discuss issues and trends impacting the economy and the success of e-commerce web sites.
54.02	Discuss reasons for slow productivity despite advancing technology.
54.03	Discuss the advantages/disadvantages of removing bugs from software already installed in information systems.
54.04	Discuss solutions to ease the shortage of technology workers.
54.05	Discuss factors faced by e-commerce companies when seeking funding.
54.06	Research current trends and issues impacting e-commerce nationally and globally.
54.07	Explain how the Communications Decency Act applies to e-commerce issues.
54.08	Research and discuss privacy issues faced by employees and consumers in today's electronic society.
54.09	Identify developing ethical and legal issues in e-commerce.
54.10	Explain the social, ethical, and legal implications of decisions made and actions taken as an e-commerce professional.
55.0	Analyze effectiveness and proficiency of web site. The student will be able to:
55.01	Explain why the website design is critical to the success of an e-commerce venture. Use a variety of problem solving strategies, draw diagrams and charts. Decide if a solution is reasonable and if a statement is true. Symbolically represent applications and solve and graph variables and solutions.
55.02	Define System Development Life Cycle (SDLC).

CTE Standards and Benchmarks

55.03	Explain the five major phases of a SDLC (Planning, Analysis, Design, Implementation, and Support).
55.04	Research and discuss activities performed during the planning, analysis, design, implementation, and support phase.
55.05	Discuss the necessity to correct major errors during the System Development Life Cycle (SDLC) of an e-commerce site.
55.06	Explain potential costs involved in correcting problems not caught during the SDLC.
55.07	Explain the use of web statistics in planning, management, marketing and developing/revising promotional strategy.
55.08	Determine site profitability over time.
55.09	Assess the impact of site on costs.
55.10	Determine if the site increases quality of customer service, builds brand and improves business image.
55.11	Explain advantage decision support systems (e.g., airlines use it to sum up flight history, aircraft wear, reduce traffic congestion).
55.12	Create an evaluation plan to measure the effectiveness of the Web site (page counters, logs, search engines, asking visitors how they found the site).
55.13	Determine methods to generate hit analysis data.
55.14	Evaluate sources of raw data for statistical web site analysis (HTTP server logs, web server hardware and operating system logs, network monitor logs, user registration databases, and third-party web site analysis services).
55.15	Calculate and analyze site effectiveness based on statistical hits and clickstream data.
55.16	Compose a report of relevant data that includes charts or graphs and presents conclusions.
55.17	Implement financial analysis techniques in decision making.
55.18	Implement non-financial analysis techniques in decision making.
56.0	Demonstrate knowledge of e-commerce legal issues. The student will be able to:
56.01	Explain the legal use of digital signatures for electronic contracting.
56.02	Discuss laws pertaining to security and privacy of data collected.
56.03	Explain consumer protection law.
56.04	Explain court jurisdictional issues related to e-commerce.
56.05	Identify the liability for invasion of privacy.

CTE Standards and Benchmarks

56.06	Describe confidentiality issues and their liability implications.
56.07	Explain legal and ethical issues related to consumer privacy.
56.08	Identify federal legislation protecting competition.
56.09	Identify major federal food and drug legislation affecting marketing strategies.
57.0	Demonstrate knowledge of disaster protection methods. The student will be able to:
57.01	Identify the purpose of a server accelerator card.
57.02	Define noise, spike, brownout, and blackout.
57.03	Research ways to protect hardware from system failure.
57.04	Explain UPS and the importance of having one.
57.05	Discuss types of backups to prevent data loss.
58.0	Analyze methods of web hosting. The student will be able to:
58.01	Compare the advantages/disadvantages and costs of self-hosting vs. web hosting.
58.02	Compare the advantages/disadvantages of using web development and design services.
58.03	Identify the qualities of server providers (uptime, technical support, connection time).
58.04	Identify and describe hardware necessary for web site hosting.
58.05	Design a sample business system architecture for a self-hosting web site.
58.06	Examine the requirements of Web, Commerce, Transaction and Database servers used in e-commerce.
58.07	Examine costs related to e-commerce (site design, maintenance and support). Solve real world problems, use charts and graphs, perform set operations, and use Venn diagrams.
58.08	Plan how to establish a domain name.
58.09	Upload files to the server.
58.10	Explain server capacity to support site options and user traffic.
58.11	Explain the process to e-commerce-enable a website.
58.12	Collect/analyze usage statistics.

CTE Standards and Benchmarks

58.13 Select hosting company based on set criteria.

58.14 Test site with different browsers.

58.15 Register site with various search engines/portals.

58.16 Revise design to reflect user feedback.

59.0 Analyze and demonstrate the application of e-commerce software packages. The student will be able to:

59.01 Analyze project management software.

59.02 Evaluate software packages for Internet ads management.

59.03 Explain the use of CRM software in business-to-consumer and business-to business-operations.

59.04 Identify the key functions of systems software.

59.05 Explain and identify widely used software applications (browsers, word processing, database management, spreadsheet development, CRM applications, web content development).

59.06 Identify new and emerging classes of software.

59.07 Identify software used in e-commerce.

59.08 Identify storefront software packages.

59.09 Identify selection criteria used for software purchases.

59.10 Identify differences between implementing an e-commerce site with an off-the-shelf software package vs. freeware CGI solutions.

59.11 Outline and explain business application tools and processes that can be used as part of a company's e-commerce solution.

59.12 Define site template.

59.13 Identify types of editor software used as a source of templates (HTML, Word Processor, WYSIWYG).

59.14 Identify advantages/disadvantages of using templates.

59.15 Identify online services that provide templates.

59.16 Identify storefront hosting services.

59.17 Differentiate between site templates and store templates.

59.18 Create an example site using a site template.

CTE Standards and Benchmarks

59.19 Create an example site using a store template.

60.0 Demonstrate knowledge of network components. The student will be able to:

60.01 Identify the four components of a network operating system (server platform, network services software, network redirection software, communications software).

60.02 Define fat client and thin client.

60.03 Interpret basic networking terminology.

60.04 Identify the different types of Wide-Area Network (WAN) connections.

60.05 Describe point-to-point (PPP) interconnection.

60.06 Identify basic telecommunications services (satellite, circuit switching, packet switching, wireless).

60.07 Differentiate between local exchange carriers and interexchange carriers.

60.08 Define local access and transport areas.

60.09 Identify packet carriers and their services.

60.10 Identify the role of telecommunications tariffs.

60.11 Explain the role of the router in connecting to the Internet.

60.12 Explain the role of a Channel Service Unit/Data Service Unit.

60.13 Identify basic telecommunication bandwidths.

60.14 Describe the basics of ISDN, X.400, and DSL technologies.

61.0 Maintain an e-portfolio for job application purposes. The student will be able to:

61.01 Plan, design, and create e-commerce websites that include a theme, backgrounds, content, categories and product, text, graphics, graphic buttons, graphics as a form button, hyperlinks, form elements, company and contact information, navigation bars, navigation aids, a company logo, audio and video files, a host counter, frames.

61.02 Prepare and submit a résumé to use for online job applications.

61.03 Prepare and submit a letter of application online.

62.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:

62.01 Employ leadership skills to accomplish organizational goals and objectives.

CTE Standards and Benchmarks

62.02	Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.
62.03	Conduct and participate in meetings to accomplish work tasks.
62.04	Employ mentoring skills to inspire and teach others.
63.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
63.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
63.02	Employ critical thinking and interpersonal skills to resolve conflicts.
63.03	Identify and document workplace performance goals and monitor progress toward those goals.
63.04	Conduct technical research to gather information necessary for decision-making.
64.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
64.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
64.02	Explain emergency procedures to follow in response to workplace accidents.
64.03	Create a disaster and/or emergency response plan.
65.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
65.01	Describe the nature and types of business organizations.
65.02	Explain the effect of key organizational systems on performance and quality.
65.03	List and describe quality control systems and/or practices common to the workplace.
65.04	Explain the impact of the global economy on business organizations.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Implementation

This program is intended for implementation as an academy and as such, it is strongly suggested that a total interdisciplinary approach be implemented. It is through a balanced and integrated curriculum that students attain the attitudes, skills, and knowledge needed to compete successfully in today's workforce. It is also strongly suggested that program teachers have common planning periods to achieve curriculum integration.

The use of cooperative learning groups through program courses is recommended. By learning and practicing group process skills, students will be prepared to work "together" in real work situations.

Emphasis in the program should be given to the development of abilities and/or awareness necessary to function in a high technological society. Students in the program are encouraged to enroll in the Emerging Technology in Business course to become effective users of evolving technology.

Situations may occur in which non-International Business program students may be scheduled in International Business program classes. Therefore, consideration should be given to incorporate the teaching of global business concepts to all students in the class. Understanding global business concepts will be beneficial to the growth and development of all students.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Electronic Business Enterprise
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8200300
CIP Number	0552060109
Grade Level	9-12
Standard Length	4 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-4051 – Customer Service Representatives 11-1021 – General and Operations Managers 15-1134 – Web Developers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to planning and development, retail and Internet marketing, ethics, laws and regulations, web design, entrepreneurship, and systems and design of e-commerce enterprises.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four (4) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8200340	Introduction to E-Commerce	BUS ED 1 @2 BUS DP @7 ELECT DP @7 %G	1 credit	43-4051	2	PA
8200350	E-Commerce Entrepreneurship		1 credit	11-1021	2	
8200360	E-Commerce Systems Analysis and Design		1 credit	15-1134	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate language arts knowledge and skills.
- 17.0 Demonstrate mathematics knowledge and skills.
- 18.0 Use oral and written communication skills in creating, expressing and interpreting information and ideas.
- 19.0 Demonstrate knowledge of the Internet to enhance workplace performance.
- 20.0 Demonstrate knowledge of e-commerce principles.
- 21.0 Develop an awareness of career opportunities and options in e-commerce and the criteria for entering those fields.
- 22.0 Perform e-mail activities.
- 23.0 Identify the challenges and issues associated with e-commerce business models.
- 24.0 Develop an online marketing plan.
- 25.0 Demonstrate an awareness of the issues involved in a global/international e-commerce environment.
- 26.0 Research the plan and design of an e-commerce web page.
- 27.0 Create an e-commerce web site.
- 28.0 Apply skills that will enhance the presentation, value and profitability of the web site.
- 29.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 30.0 Create an e-commerce web site.

- 31.0 Develop and implement a business plan for an e-commerce site.
- 32.0 Perform human resources management activities to build interpersonal skills with individuals and teams.
- 33.0 Explain the importance of employability skill and entrepreneurship skills.
- 34.0 Describe the importance of professional ethics and legal responsibilities.
- 35.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 36.0 Use information technology tools.
- 37.0 Evaluate market expansion to the Internet and the effect of global access on e-commerce.
- 38.0 Demonstrate knowledge of basic market research tools.
- 39.0 Demonstrate knowledge of data collection methods.
- 40.0 Demonstrate knowledge of advertising principles.
- 41.0 Demonstrate proficiency in web site promotion of an e-commerce site.
- 42.0 Define the building blocks of a secure system.
- 43.0 Demonstrate knowledge, skill, management and application of an Internet advertising campaign.
- 44.0 Analyze financial data relevant to e-commerce decision making.
- 45.0 Identify principles of pricing.
- 46.0 Identify principles of selling.
- 47.0 Analyze electronic payment mechanisms.
- 48.0 Analyze taxation issues relevant to e-commerce.
- 49.0 Describe mobile commerce.
- 50.0 Demonstrate an understanding of global concepts relevant to customer relationship management.
- 51.0 Explain the role of quality, warranties and guarantees, and e-commerce usability in customer satisfaction.
- 52.0 Develop communication skills for an international audience.
- 53.0 Analyze the building blocks of a secure system.
- 54.0 Demonstrate an awareness of the issues and trends involved in an e-commerce environment.
- 55.0 Analyze effectiveness and proficiency of web site.
- 56.0 Demonstrate knowledge of e-commerce legal issues.
- 57.0 Demonstrate knowledge of disaster protection methods.
- 58.0 Analyze methods of web hosting.
- 59.0 Analyze and demonstrate the application of e-commerce software packages.
- 60.0 Demonstrate knowledge of network components.
- 61.0 Maintain an e-portfolio for job application purposes.
- 62.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 63.0 Solve problems using critical thinking skills, creativity and innovation.
- 64.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 65.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Introduction to E-Commerce
Course Number: 8200340
Course Credit: 1

Course Description:

This course is designed to provide an introduction to Electronic-Commerce (E-Commerce). This course covers topics such as history and evolution of e-commerce; e-commerce business models; impact of e-commerce in the world economy; security and tax issues in e-commerce; and e-commerce web site design, development and maintenance.

CTE Standards and Benchmarks	
16.0	Demonstrate language arts knowledge and skills. The student will be able to:
16.01	Locate, comprehend and evaluate key elements of oral and written information.
16.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
16.03	Present information formally and informally for specific purposes and audiences.
17.0	Demonstrate mathematics knowledge and skills. The student will be able to:
17.01	Demonstrate knowledge of arithmetic operations.
17.02	Analyze and apply data and measurements to solve problems and interpret documents.
17.03	Construct charts/tables/graphs using functions and data.
18.0	Use oral and written communication skills in creating, expressing and interpreting information and ideas. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.04	Interpret verbal and nonverbal cues/behaviors that enhance communication.
18.05	Apply active listening skills to obtain and clarify information.
18.06	Develop and interpret tables and charts to support written and oral communications.

CTE Standards and Benchmarks

18.07	Exhibit public relations skills that aid in achieving customer satisfaction.
19.0	Demonstrate knowledge of the internet to enhance workplace performance. The student will be able to:
19.01	Explain the history of the Internet and development of e-commerce.
19.02	Discuss the social, economic, and political impact of the Internet on society.
19.03	Identify accepted Internet etiquette (i.e., netiquette).
19.04	Identify and describe Web terminology.
19.05	Identify the differences between the Internet, Intranet and WWW.
19.06	Describe and demonstrate the use of the different methods by which information may be accessed on the Internet/Intranet (browser, FTP, gopher, telnet, server).
19.07	Explain the main elements of Web Browsers (example: status bar, refresher button, toolbar tabs, scroll bars, location field, title bar, bookmarks).
19.08	Copy information from the Internet/Intranet, save, and print using a Web browser.
19.09	Identify and use search engines to locate information.
19.10	Define Web robot/bot/spider and identify its advantages.
19.11	Explain the difference between a search engine and a web directory.
20.0	Demonstrate knowledge of e-commerce principles. The student will be able to:
20.01	Define Electronic Commerce (e-commerce).
20.02	Explain domain name and why it is important to e-commerce sites.
20.03	Identify and describe the difference between 'brick-and-mortar' and 'click-and-mortar' businesses.
20.04	Describe business-to-business e-commerce.
20.05	Describe business-to-consumer e-commerce.
20.06	Define the scope of business-to-consumer e-commerce.
20.07	Identify the components of a successful business-to-consumer e-commerce site.
20.08	Identify and discuss issues associated with business-to-consumer e-commerce.

CTE Standards and Benchmarks

20.09	Describe the difference between e-tailing and wholesaling.
20.10	Explain how e-commerce is similar to and/or different from traditional commerce.
20.11	Identify types of businesses most likely to succeed online.
21.0	Develop an awareness of career opportunities and options in e-commerce and the criteria for entering those fields. The student will be able to:
21.01	Identify entry-level positions in e-commerce.
21.02	Identify education, skills, and training requirements for possible career pathways in e-commerce.
21.03	Identify present and future employment opportunities.
21.04	Compare salary ranges and benefit packages.
21.05	Design a personal career ladder in e-commerce with a time-line for career advancement.
21.06	Identify professional organizations in the area of e-commerce.
21.07	Define the role of a webmaster.
21.08	Identify job titles and describe the job functions of a web development team.
22.0	Perform e-mail activities. The student will be able to:
22.01	Describe e-mail capabilities and functions.
22.02	Explain how to setup an e-mail address.
22.03	Explain the rules for using e-mail on the Internet.
22.04	Describe the issues involved in sending and receiving documents as e-mail attachments.
22.05	Use the Internet to perform e-mail activities.
22.06	Utilize all applicable e-mail options and functions (forward, reply, attach, address book).
22.07	Organize and manage e-mail messages.
22.08	Explain some abbreviations, acronyms and emoticons used in e-mail.
22.09	Explain the purpose of an e-mail signature and how to create one.
23.0	Identify the challenges and issues associated with e-commerce business models. The student will be able to:

CTE Standards and Benchmarks

23.01	Explain the scope of e-commerce and how it relates to business operations.
23.02	Explain how the self-serve economy impacts e-commerce.
23.03	Discuss the global impact of e-commerce.
23.04	Identify ways e-commerce sites can develop and enhance customer relationships to encourage repeat business and brand loyalty.
23.05	Explain why the main purpose of any e-commerce site is to transform surfers into customers.
23.06	Using a variety of problem solving strategies, charts, diagrams, etc. to identify the range of costs associated with developing an e-commerce site.
23.07	Identify security issues involved in developing a site (firewalls, sniffer programs, hacking, viruses, encryption, SSL, TSL, digital certificates).
23.08	Explain why web site design is critical to the success of an e-commerce venture.
23.09	Discuss advantages/disadvantages of using an e-commerce developer or an in-house web team to design and maintain a site.
23.10	Define SET and compare it to SSL using Venn diagrams.
23.11	Explain how PGP works.
23.12	Define Structured Query Language (SQL).
23.13	Explain how SQL enables users on the Internet.
23.14	Define electronic payment.
23.15	Discuss customer security and privacy issues when providing financial information on the Internet.
23.16	Explain different payment methods available for online purchase (credit card, e-check, e-cash, smart card, electronic wallets, virtual credit cards).
23.17	Explain the Electronic Funds Transfer Act and its application to online payments.
24.0	Develop an online marketing plan. The student will be able to:
24.01	Identify trends in e-marketing using a variety of problem solving strategies.
24.02	Define marketing-related terms.
24.03	Describe the effect of e-mail and spamming on marketing in e-commerce sites.
24.04	Identify legal, ethical and privacy issues in online marketing.

CTE Standards and Benchmarks

24.05	Explain target marketing and niche marketing in relation to e-commerce.
24.06	Describe customer profiling and related issues.
24.07	Identify the various types of advertising options in e-commerce (links, banner ads, affiliate programs, pop-up windows, viral marketing, newsgroup postings).
24.08	Describe electronic marketing techniques.
24.09	Identify types of and describe the use of databases in e-commerce sites. Symbolically represent and solve multi-step and real world applications.
24.10	Explain how electronic catalogs work Internet sales.
24.11	Explain database-driven system and describe its advantages over a static catalog.
24.12	Analyze e-commerce solutions including shopping carts, electronic malls, order entry systems, full cost display and smart cards. Decide whether a solution is reasonable and whether a given statement is always, sometimes or never true.
24.13	Identify, define and discuss shipping options for an e-commerce web site.
25.0	Demonstrate an awareness of the issues involved in a global/international e-commerce environment. The student will be able to:
25.01	Define and discuss the advantages of global/international e-commerce.
25.02	Describe the implications of trade barriers on global e-commerce.
25.03	Describe the effect of currency exchange rates on international e-commerce, using functions and equations for specified variables.
25.04	Identify cultural attitudes and practices in the USA that could inhibit successful business operations in another country.
25.05	Describe changes in American business practices required for success in the global marketplace.
25.06	Identify and discuss import, export, and international tax laws and their effect on e-commerce trade.
25.07	Analyze multi-cultural influences on global e-commerce.
26.0	Research the plan and design of an e-commerce web page. The student will be able to:
26.01	Research web site design principles and explain how each contributes towards an effective web site.
26.02	Compare and contrast positive and negative features of different web sites, using Venn diagrams, unions and intersections.
26.03	Identify elements of a web page.
26.04	Plan the goals, structure and design of the web site.

CTE Standards and Benchmarks

26.05	Determine business goals for the e-commerce site.
26.06	Determine product assortment, incentive, pricing, payment and shipping options.
26.07	Develop a storyboard for the web site.
26.08	Explain the importance of loading time as an element of web site design.
26.09	Define HTML, DHTML, XML, VRML, web page design software and how each can be effectively used in creating an e-commerce web site.
27.0	Create an e-commerce web site. The student will be able to:
27.01	Create a business for an e-commerce site.
27.02	Create a web page.
27.03	Create and apply a custom theme and a solid color background.
27.04	Create a logo.
27.05	Add clip art, graphics, images and/or photos and text.
27.06	Add animation to text and objects using DHTML.
27.07	Utilize navigation aids and plug-ins.
27.08	Add graphic buttons.
27.09	Add form elements.
27.10	Add graphics as a form button.
27.11	Link buttons and forms.
27.12	Embed audio and video files.
27.13	Add a host counter to display the number of times the web page has been visited.
27.14	Organize information using frames.
27.15	Launch the web browser and view the page created.
27.16	Test the website for effectiveness (loading time, graphics, link integrity).
28.0	Apply skills that will enhance the presentation, value and profitability of the web site. The student will be able to:

CTE Standards and Benchmarks

28.01 Develop site personality (create useful site content).

28.02 Discuss the advantages and disadvantages of outsourcing vs. an in-house team to create and manage the e-commerce site.

28.03 Determine customer service options (e.g., e-mail, phone, fax).

28.04 Determine the terms and conditions of sale, including warranties, after-sales service, and privacy assurances.

28.05 Explain client-side application.

28.06 Explain the purpose of forms in e-commerce web sites.

28.07 Design forms for e-commerce web sites using different procedures for constructing forms (HTML tags, Software programs).

28.08 Use JavaScript to validate data in form fields.

28.09 Use programming tools to make web site more powerful and interactive.

28.10 Explain the difference between dynamic and static web programming.

28.11 Use programming language to support multi-tasking and exception handling.

28.12 Create a site map and explain its importance.

28.13 Create a Frequently Asked Questions page.

**Florida Department of Education
Student Performance Standards**

Course Title: E-Commerce Entrepreneurship
Course Number: 8200350
Course Credit: 1

Course Description:

This course is designed to provide the tools necessary to create an e-commerce site by developing, analyzing and implementing a business plan. This course covers topics such as business plan development and implementation, human resources, marketing, Internet advertisement, financial management, pricing and selling of product or service, payment methods, mobile commerce, and customer service.

CTE Standards and Benchmarks	
29.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
29.01	Monitor expense accounts by using a variety of problem-solving strategies, including drawing diagrams, charts and tables.
29.02	Prepare and interpret balance sheets, income statements, cash-flow statements, change-in-equity statements, forecasts, break-even analyses and budgets. Decide whether a solution is reasonable, true and solve equations. Symbolically represent and solve multi-step and real world applications.
29.03	Document the impact of financial analysis on the strategic planning process. Graph and chart information, using equations to solve problems.
29.04	Revise short-term and long-term strategic plans based on financial analyses.
30.0	Create an e-commerce website. The student will be able to:
30.01	Edit web pages.
30.02	Use appropriate file names for the Internet.
30.03	Explain optimization of files for load time.
30.04	Differentiate between pixels and KB as it relates to graphic size.
30.05	Explain the purpose of Common Gateway Interface (CGI) script and Active Server Pages (ASP) in e-commerce web sites.
30.06	Demonstrate the use of Java Applets in an e-commerce site.
30.07	Define Java Script and explain its role in e-commerce sites.
30.08	Demonstrate the use of data-processing tools to perform specific tasks with information that customers enter into a web site.

CTE Standards and Benchmarks

30.09	Explain the use of Common Gateway Interface script in processing data on web sites.
30.10	Explain the use of Active Server Pages (ASP) in processing data in web sites.
30.11	Define ActiveX and indicate its advantages/disadvantages.
30.12	Locate a host site that offers free web space.
30.13	Upload web pages to the Internet.
31.0	Develop and implement a business plan for an e-commerce site. The student will be able to:
31.01	Identify types of businesses most likely to succeed online.
31.02	Identify the range of costs associated with developing an e-commerce site.
31.03	Identify the risks/rewards associated with online business.
31.04	Identify legal and political environments that affect e-commerce.
31.05	Describe the process of obtaining a business license for an e-commerce site.
31.06	Distinguish between trademark and copyright.
31.07	Identify federal legislation protecting competition.
31.08	Explain the concepts and benefits of e-business systems.
31.09	Describe and explain the use of e-business systems to achieve the goals of Enterprise Resource Planning (ERP).
31.10	Define the purpose of and describe the major components included in a business plan.
31.11	Develop a basic business plan. Solve and graph inequalities, justify steps, determine range and domain and other appropriate multi-step applications.
31.12	Evaluate the plan using milestones and benchmarks.
31.13	Develop overall marketing objectives.
31.14	Evaluate online catalog implementation methodologies.
31.15	Coordinate and plan an evaluation of promotional activities.
32.0	Perform human resources management activities to build interpersonal skills with individuals and teams. The student will be able to:
32.01	Compare personal interests and skills with those needed by an entrepreneur.

CTE Standards and Benchmarks

32.02	Determine motives for becoming an entrepreneur.
32.03	Examine characteristics of online entrepreneurs.
32.04	Explain ethical and legal issues faced by e-commerce professionals.
32.05	Explain the social implications of decisions made and actions taken as an e-commerce professional.
32.06	Identify the major functions and activities of management.
32.07	Explain the role of authority, accountability, and responsibility in task management.
32.08	Describe current and emerging e-commerce management trends.
32.09	Analyze the interdependence of empathetic listening, synergy, and consensus building.
32.10	Promote teamwork, leadership, empowerment, and strategies for fostering creativity.
32.11	Define the roles within the group in the decision-making process.
33.0	Explain the importance of employability skill and entrepreneurship skills. The student will be able to:
33.01	Identify and demonstrate positive work behaviors needed to be employable.
33.02	Develop personal career plan that includes goals, objectives, and strategies.
33.03	Examine licensing, certification, and industry credentialing requirements.
33.04	Maintain a career portfolio to document knowledge, skills, and experience.
33.05	Evaluate and compare employment opportunities that match career goals.
33.06	Identify and exhibit traits for retaining employment.
33.07	Identify opportunities and research requirements for career advancement.
33.08	Research the benefit of ongoing professional development.
33.09	Examine and describe entrepreneurship opportunities as a career planning option.
34.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
34.01	Evaluate and justify decisions based on ethical reasoning.
34.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.

CTE Standards and Benchmarks

34.03 Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.

34.04 Interpret and explain written organizational policies and procedures.

35.0 Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:

35.01 Identify and describe the services and legal responsibilities of financial institutions.

35.02 Describe the effect of money management on personal and career goals.

35.03 Develop a personal budget and financial goals.

35.04 Complete financial instruments for making deposits and withdrawals.

35.05 Maintain financial records.

35.06 Read and reconcile financial statements.

35.07 Research, compare and contrast investment opportunities.

36.0 Use information technology tools. The student will be able to:

36.01 Use personal information management (PIM) applications to increase workplace efficiency.

36.02 Employ technological tools to expedite workflow, including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.

36.03 Employ computer operations applications to access, create, manage, integrate, and store information.

36.04 Employ collaborative/groupware applications to facilitate group work.

37.0 Evaluate market expansion to the internet and the effect of global access on e-commerce. The student will be able to:

37.01 Evaluate the impact of multiple time zones, languages, currencies, social, and cultural issues on e-commerce.

37.02 Analyze the concept of personalization in e-commerce.

37.03 Identify e-commerce site components that influence branding (logo, graphic style, online customer service, product information, site navigation, testing, core values).

37.04 Integrate logos, slogans, URL, etc., throughout offline and online publications and advertising.

37.05 Identify products, which are most likely to succeed in an e-commerce venture.

37.06 Compare and contrast traditional product development with online product development.

CTE Standards and Benchmarks

37.07 Explain the need for differing development cycles for online products.

37.08 Describe rapid release marketing introduction strategies.

37.09 Explain the Gutenberg Diagonal and its international implications.

38.0 Demonstrate knowledge of basic market research tools. The student will be able to:

38.01 Identify the steps of market research.

38.02 Describe market research as both a formal and informal process.

38.03 Identify common market research activities and the type of information each provides.

38.04 Explain the role of ethics in marketing research.

38.05 Explain internal/external research and the advantages/disadvantages of each.

38.06 Explain factors limiting market research (objectives, level of commitment, resources available).

38.07 Develop a sampling plan (who, how many, how chosen).

38.08 Establish means to identify customer base and marketing profile.

39.0 Demonstrate knowledge of data collection methods. The student will be able to:

39.01 Explain the differences in data generated from surveys and questionnaires collected over the telephone, by mail, online, and in person.

39.02 Explain the purpose and types of observational research and focus groups.

39.03 Determine priorities for and potential sources of information that should be gathered.

39.04 Explain target audience/user group as a key information source.

39.05 Conduct interviews with selected human information sources.

39.06 Gather information from selected print and electronic sources.

39.07 Determine the accuracy and completeness of the information gathered.

39.08 Define Electronic Data Interchange (EDI).

39.09 Identify the benefits and essential elements of EDI.

39.10 Define EDI transaction sets and data elements.

CTE Standards and Benchmarks

39.11	Describe the different standards governing EDI transactions.
39.12	Define data mining.
39.13	Identify basic tools and techniques of data mining.
39.14	Explain the use of data mining in Customer Relationship Management (CRM).
39.15	Identify ethical issues of data mining.
40.0	Demonstrate knowledge of advertising principles. The student will be able to:
40.01	Publicize e-commerce site through non-Internet means such as mail, press release, broadcast media, print media, and specialty advertising.
40.02	Prepare a display advertisement for an e-commerce product or service.
40.03	Create offline ads for an e-commerce product or service.
40.04	Create online ads for an e-commerce product or service.
40.05	Write a news release to promote an e-commerce business.
40.06	Analyze the nature of direct advertising strategies (direct mail, e-mail, automated callers, faxes, catalogs).
40.07	Identify factors affecting the cost of e-mail advertising.
40.08	Identify factors affecting the cost of newspaper ads, magazine ads, radio ads, television ads, direct mail advertising, outdoor ads, and Internet advertising.
40.09	Differentiate between publicity and public relations.
40.10	Describe the impact of the Internet on publicity.
40.11	Identify niche advertising.
40.12	Discuss the role of online communities.
40.13	Examine the use, sources, and costs of databases in advertising.
40.14	Identify the difference between business-to-business and business-to-consumer advertising.
41.0	Demonstrate proficiency in web site promotion of an e-commerce site. The student will be able to:
41.01	Research site development methodology.

CTE Standards and Benchmarks

41.02	Demonstrate site registration with search engines, shopping bots, and Web directories.
41.03	Identify processes to improve visibility in search engines (meta tags, titling, keyword repetition, content management, site design, and link popularity).
41.04	Evaluate legal effects of registration (spamming, duplication).
41.05	Establish and manage links with other sites.
41.06	Determine methods to generate hit analysis data.
41.07	Determine whether to offer response incentives.
41.08	Determine what type of response incentives to offer.
41.09	Use design elements and principles to facilitate use and buying decision.
41.10	Provide company information and update frequently.
42.0	Define the building blocks of a secure system. The student will be able to:
42.01	Define terms associated with system security (user authentication, data origin authentication, confidentiality, data integrity, non-repudiation, peer authentication, message digests).
42.02	Describe security and privacy issues in e-business systems.
42.03	Explain the difference between security and privacy.
42.04	Explain how Internet and Intranet sites become vulnerable to attack.
42.05	Identify security issues associated with business-to-consumer e-commerce.
42.06	Describe Intrusion Detection System, misuse intrusion, and anomaly intrusion.
42.07	Explain transaction security.
42.08	Explain security-related agencies and software.
42.09	Explain how privacy affects personalization.
42.10	Identify security and payment processing issues involved in developing a site (SSL, Digital Certificates, SET Protocol, Cyber Cash).
43.0	Demonstrate knowledge, skill, management and application of an internet advertising campaign. The student will be able to:
43.01	Analyze the types, advantages, and disadvantages of Internet advertising (interacting personally and wireless network).

CTE Standards and Benchmarks

43.02	Evaluate locations for ad placement (search engines, directories, specialty websites, sponsorship websites).
43.03	Identify factors affecting the cost of e-mail advertising and banner ads (click-through pricing, bartering, Internet Advertising Bureau rate cards, audience demographics).
43.04	Identify standard sizes for Internet ads.
43.05	Identify file formats for graphic ads.
43.06	Define goal of Internet ads (banners, buttons).
43.07	Create Internet ads using layers to create simple animation, a tagline, and design features to gain attention.
43.08	Create design that encourages customer order.
43.09	Place Internet ads, evaluate results, and cost effectiveness.
43.10	Compare potential effectiveness with other Internet strategies.
44.0	Analyze financial data relevant to e-commerce decision making. The student will be able to:
44.01	Explain the critical nature of banking relationships.
44.02	Explain the purpose and importance of obtaining business financing.
44.03	Describe sources of financing for businesses.
44.04	Describe electronic financial services.
44.05	Use the Internet to locate sources of financing for businesses.
44.06	Examine the costs of owning/running a server.
44.07	Examine the costs of using an Internet Service Provider (ISP).
44.08	Examine costs related to e-commerce (site design, maintenance, and support).
44.09	Explain costs of interfacing with existing databases, order systems, and accounting systems.
44.10	Explain profitability in e-commerce sites.
44.11	Explain the financial implications of outsourcing vs. internal development.
45.0	Identify principles of pricing. The student will be able to:
45.01	Perform set operations using Venn diagrams to explore relationships and patterns.

CTE Standards and Benchmarks

45.02	Explain the nature and scope of the pricing function, the role of business ethics and the use of technology in pricing.
45.03	Identify the basic considerations consumers and businesses weigh in accepting a price.
45.04	Explain how supply, demand, and price are related.
45.05	Research and analyze competitors' prices.
45.06	Evaluate psychological and discount pricing techniques.
45.07	Describe geographic and promotional pricing techniques.
45.08	Calculate product cost, break-even point, and elasticity of demand.
45.09	Evaluate difficulties in applying traditional pricing strategies to e-commerce.
45.10	Evaluate characteristics, goals, advantages and disadvantages of cost-based pricing, demand-based, competition-based, product mix, product change, segmented (customer segmented, location, time), and the impact of e-commerce on pricing strategies.
45.11	Evaluate the relationship between shipping costs and prices in online sales.
45.12	Evaluate the impact of pricing errors in e-commerce.
45.13	Explain real-time pricing in the online environment.
46.0	Identify principles of selling. The student will be able to:
46.01	Explain the purpose, importance and business ethics of selling.
46.02	Describe the nature of selling regulations.
46.03	Describe the use of technology in the selling function.
46.04	Identify the benefits of site/online sales.
46.05	Explain the role of customer service as a component of selling relationships.
46.06	Identify key factors in building a clientele.
46.07	Identify incentives for sales staff.
46.08	Identify types of sales promotion (coupons, premiums, sweepstakes) and it can be used in e-commerce.
46.09	Determine when sales promotion activities are the best promotional tool.
46.10	Generate a sales promotion plan for an e-commerce site.

CTE Standards and Benchmarks

46.11 Calculate the costs of sales promotion activities.

46.12 Identify return on investment of sales promotion activities.

46.13 Create an electronic sales presentation with an integrated Internet link.

46.14 Evaluate effectiveness of integration.

46.15 Use on-line strategies for follow-up.

46.16 Examine automated follow-up.

46.17 Prepare and evaluate sales reports.

47.0 Analyze electronic payment mechanisms. The student will be able to:

47.01 Identify e-cash terminology.

47.02 Describe stored-value cards, online checks and electronic wallets.

47.03 Define real time processing.

47.04 Explain the purpose of auto e-mail.

47.05 Describe risks and costs involved with credit card use online.

47.06 Identify the advantages/disadvantages of electronic/digital cash.

47.07 Evaluate the impact of multiple currencies on e-commerce.

47.08 Describe electronic funds transfer at point of sale (EFT/POS).

47.09 Describe direct data entry transmissions and financial electronic data interchanges (F-EDI).

47.10 Describe the characteristics of successful payment systems.

47.11 Identify future trends in and risks associated with electronic payment systems.

47.12 Differentiate between the payment systems applicable for business-to-consumer, business-to-business, and consumer-to-consumer transactions.

47.13 Describe a transaction-processing service.

47.14 Explain Internet Transaction Brokers (ITBs).

47.15 Explain the Electronic Funds Transfer Act and its application to online payments.

CTE Standards and Benchmarks

47.16 Describe a turnkey system.

47.17 Define Merchant Account Provider (MAP).

47.18 Identify costs associated with a merchant service and/or third-party verifier agreement.

47.19 Locate an online application for a merchant account.

47.20 Define related terms (Card Not Present (CNP), Mail Order/Telephone Order (MOTO), real time and digital certificate).

47.21 Explain verification activities.

48.0 Analyze taxation issues relevant to e-commerce. The student will be able to:

48.01 Define permanent establishment.

48.02 Explain permanent establishment issues in e-commerce.

48.03 Identify the issues of digital downloads.

48.04 Describe international issues.

48.05 Identify global taxation solutions.

48.06 Explain Value Added Tax.

48.07 Explain the Internet Tax Freedom Act (ITFA).

48.08 Determine payment options that comply with legal regulations regarding sales taxes.

49.0 Describe mobile commerce. The student will be able to:

49.01 Define mobile-commerce.

49.02 Define related terms (personal digital assistant, micro browser, Wireless Application Protocol/WAP).

49.03 Identify m-commerce payment methods.

49.04 Identify the challenges associated with M-Commerce.

49.05 Compare WML with HTML.

49.06 Identify attributes of mobile communications and how each will affect mobile commerce.

50.0 Demonstrate an understanding of global concepts relevant to customer relationship management (CRM). The student will be able to:

CTE Standards and Benchmarks

50.01	Identify ways an e-commerce site can be used to develop and enhance customer relationships to encourage repeat business and brand loyalty.
51.0	Explain the role of quality, warranties and guarantees, and e-commerce usability in customer satisfaction. The student will be able to:
51.01	Identify ways of keeping in touch with customers after the sale.
51.02	Explain the correlation between customer retention and acquisition costs.
51.03	Explain the use of CRM software in business-to-consumer and business-to-business operations.
51.04	Describe the influence of culture on consumer behavior.
51.05	Determine training needs for traditional sales staff for use on an e-commerce site.
51.06	Provide customer training for use of on-line buying.
51.07	Facilitate a customer service policy.
51.08	Explain the purpose of a call center for an online business.
51.09	Explain click-through rates and the role of visit duration on click decision.
51.10	Explain why and how consumer decision-making is influenced online.
51.11	Explain and evaluate the impact of online customer support.
51.12	Explain the 80/20 rule of customer support.
51.13	Use online methods to receive and respond to customers' questions (e-mail, mailbots, auto responder).
51.14	Enable consumer to choose communication vehicle (call home, work, cell, fax, e-mail).
51.15	Create Frequently Asked Questions (FAQs).
51.16	Use file libraries and archives.
51.17	Project a professional image (appearance, voice, grammar, word usage, enunciation, nonverbal communication).
51.18	Interact with customers and colleagues in a professional manner (prompt, friendly, courteous, respectful, helpful, knowledgeable, clear).
51.19	Explain how the Communications Decency Act applies to e-commerce issues.
51.20	Evaluate how online forums can promote customer relations.

CTE Standards and Benchmarks

51.21 Conduct conferences and surveys.

51.22 Use sales promotion (free samples, contests).

51.23 Provide links to complementary sites.

51.24 Discuss the benefits of an extranet.

51.25 Describe how Value Added Networks (VANs) operate.

51.26 Explain VAN-based EDI and Internet EDI.

52.0 Develop communication skills for an international audience. The student will be able to:

52.01 Identify the customs of the recipient that impact communication.

52.02 Find answers to questions related to international communications using available human, print, and electronic sources.

52.03 Prepare documents in correct style for international communications.

52.04 Use appropriate message and delivery in oral communications.

**Florida Department of Education
Student Performance Standards**

Course Title: E-Commerce Systems Analysis and Design
Course Number: 8200360
Course Credit: 1

Course Description:

This course is designed to provide a systematic overview of analysis and design factors, as well as trends and issues impacting the effectiveness, efficiency and profitability of e-commerce web sites.

CTE Standards and Benchmarks	
53.0	Analyze the building blocks of a secure system. The student will be able to:
53.01	Define system and network security.
53.02	Describe the different types of Internet security.
53.03	Explain and identify anti-virus programs.
53.04	Explain the difference between security and privacy.
53.05	List the principal protocols used in Internet security.
53.06	Explain Intrusion Detection System.
53.07	Define security-related terms.
53.08	Explain how a user identification and password provide security one-commerce sites.
53.09	Explain encryption, decryption, private key encryption and public key encryption.
53.10	Explain the difference between the two types of key encryptions.
53.11	Identify and explain data transmission technology and how it is used in web pages (SSL, TLS, SET).
53.12	Describe a SET enabled browser and a SET enabled server.
53.13	Explain the use of digital signatures and certificates.
53.14	Describe the certificate life cycle.

CTE Standards and Benchmarks

53.15	Develop a privacy policy that considers <i>what</i> information is being collected with and without the user's (IP address, personal data, demographics); <i>why</i> the data is needed (customization, administration, communication); <i>when</i> is it collected (forms, cookies, other locations); <i>who</i> will use the information (suppliers, sell or lease to others, third parties); <i>where</i> will the information be housed (on-site, sent to data base); <i>how</i> can the data be removed or modified.
53.16	Describe procedures for maintaining the confidentiality of client information.
53.17	Explain why information is a competitive resource.
53.18	Explain the importance of data warehouses.
53.19	Discuss application security measures.
53.20	Describe the various messaging security techniques.
53.21	Define a Virtual Private Network and explain its features, its components, and how it is deployed.
54.0	Demonstrate an awareness of the issues and trends involved in an e-commerce environment. The student will be able to:
54.01	Discuss issues and trends impacting the economy and the success of e-commerce web sites.
54.02	Discuss reasons for slow productivity despite advancing technology.
54.03	Discuss the advantages/disadvantages of removing bugs from software already installed in information systems.
54.04	Discuss solutions to ease the shortage of technology workers.
54.05	Discuss factors faced by e-commerce companies when seeking funding.
54.06	Research current trends and issues impacting e-commerce nationally and globally.
54.07	Explain how the Communications Decency Act applies to e-commerce issues.
54.08	Research and discuss privacy issues faced by employees and consumers in today's electronic society.
54.09	Identify developing ethical and legal issues in e-commerce.
54.10	Explain the social, ethical, and legal implications of decisions made and actions taken as an e-commerce professional.
55.0	Analyze effectiveness and proficiency of web site. The student will be able to:
55.01	Explain why the website design is critical to the success of an e-commerce venture. Use a variety of problem solving strategies, draw diagrams and charts. Decide if a solution is reasonable and if a statement is true. Symbolically represent applications and solve and graph variables and solutions.
55.02	Define System Development Life Cycle (SDLC).

CTE Standards and Benchmarks

55.03	Explain the five major phases of a SDLC (Planning, Analysis, Design, Implementation, and Support).
55.04	Research and discuss activities performed during the planning, analysis, design, implementation, and support phase.
55.05	Discuss the necessity to correct major errors during the System Development Life Cycle (SDLC) of an e-commerce site.
55.06	Explain potential costs involved in correcting problems not caught during the SDLC.
55.07	Explain the use of web statistics in planning, management, marketing and developing/revising promotional strategy.
55.08	Determine site profitability over time.
55.09	Assess the impact of site on costs.
55.10	Determine if the site increases quality of customer service, builds brand and improves business image.
55.11	Explain advantage decision support systems (e.g., airlines use it to sum up flight history, aircraft wear, reduce traffic congestion).
55.12	Create an evaluation plan to measure the effectiveness of the Web site (page counters, logs, search engines, asking visitors how they found the site).
55.13	Determine methods to generate hit analysis data.
55.14	Evaluate sources of raw data for statistical web site analysis (HTTP server logs, web server hardware and operating system logs, network monitor logs, user registration databases, and third-party web site analysis services).
55.15	Calculate and analyze site effectiveness based on statistical hits and clickstream data.
55.16	Compose a report of relevant data that includes charts or graphs and presents conclusions.
55.17	Implement financial analysis techniques in decision making.
55.18	Implement non-financial analysis techniques in decision making.
56.0	Demonstrate knowledge of e-commerce legal issues. The student will be able to:
56.01	Explain the legal use of digital signatures for electronic contracting.
56.02	Discuss laws pertaining to security and privacy of data collected.
56.03	Explain consumer protection law.
56.04	Explain court jurisdictional issues related to e-commerce.
56.05	Identify the liability for invasion of privacy.

CTE Standards and Benchmarks

56.06	Describe confidentiality issues and their liability implications.
56.07	Explain legal and ethical issues related to consumer privacy.
56.08	Identify federal legislation protecting competition.
56.09	Identify major federal food and drug legislation affecting marketing strategies.
57.0	Demonstrate knowledge of disaster protection methods. The student will be able to:
57.01	Identify the purpose of a server accelerator card.
57.02	Define noise, spike, brownout, and blackout.
57.03	Research ways to protect hardware from system failure.
57.04	Explain UPS and the importance of having one.
57.05	Discuss types of backups to prevent data loss.
58.0	Analyze methods of web hosting. The student will be able to:
58.01	Compare the advantages/disadvantages and costs of self-hosting vs. web hosting.
58.02	Compare the advantages/disadvantages of using web development and design services.
58.03	Identify the qualities of server providers (uptime, technical support, connection time).
58.04	Identify and describe hardware necessary for web site hosting.
58.05	Design a sample business system architecture for a self-hosting web site.
58.06	Examine the requirements of Web, Commerce, Transaction and Database servers used in e-commerce.
58.07	Examine costs related to e-commerce (site design, maintenance and support). Solve real world problems, use charts and graphs, perform set operations, and use Venn diagrams.
58.08	Plan how to establish a domain name.
58.09	Upload files to the server.
58.10	Explain server capacity to support site options and user traffic.
58.11	Explain the process to e-commerce-enable a website.
58.12	Collect/analyze usage statistics.

CTE Standards and Benchmarks

58.13 Select hosting company based on set criteria.

58.14 Test site with different browsers.

58.15 Register site with various search engines/portals.

58.16 Revise design to reflect user feedback.

59.0 Analyze and demonstrate the application of e-commerce software packages. The student will be able to:

59.01 Analyze project management software.

59.02 Evaluate software packages for Internet ads management.

59.03 Explain the use of CRM software in business-to-consumer and business-to business-operations.

59.04 Identify the key functions of systems software.

59.05 Explain and identify widely used software applications (browsers, word processing, database management, spreadsheet development, CRM applications, web content development).

59.06 Identify new and emerging classes of software.

59.07 Identify software used in e-commerce.

59.08 Identify storefront software packages.

59.09 Identify selection criteria used for software purchases.

59.10 Identify differences between implementing an e-commerce site with an off-the-shelf software package vs. freeware CGI solutions.

59.11 Outline and explain business application tools and processes that can be used as part of a company's e-commerce solution.

59.12 Define site template.

59.13 Identify types of editor software used as a source of templates (HTML, Word Processor, WYSIWYG).

59.14 Identify advantages/disadvantages of using templates.

59.15 Identify online services that provide templates.

59.16 Identify storefront hosting services.

59.17 Differentiate between site templates and store templates.

59.18 Create an example site using a site template.

CTE Standards and Benchmarks

59.19 Create an example site using a store template.

60.0 Demonstrate knowledge of network components. The student will be able to:

60.01 Identify the four components of a network operating system (server platform, network services software, network redirection software, communications software).

60.02 Define fat client and thin client.

60.03 Interpret basic networking terminology.

60.04 Identify the different types of Wide-Area Network (WAN) connections.

60.05 Describe point-to-point (PPP) interconnection.

60.06 Identify basic telecommunications services (satellite, circuit switching, packet switching, wireless).

60.07 Differentiate between local exchange carriers and interexchange carriers.

60.08 Define local access and transport areas.

60.09 Identify packet carriers and their services.

60.10 Identify the role of telecommunications tariffs.

60.11 Explain the role of the router in connecting to the Internet.

60.12 Explain the role of a Channel Service Unit/Data Service Unit.

60.13 Identify basic telecommunication bandwidths.

60.14 Describe the basics of ISDN, X.400, and DSL technologies.

61.0 Maintain an e-portfolio for job application purposes. The student will be able to:

61.01 Plan, design, and create e-commerce websites that include a theme, backgrounds, content, categories and product, text, graphics, graphic buttons, graphics as a form button, hyperlinks, form elements, company and contact information, navigation bars, navigation aids, a company logo, audio and video files, a host counter, frames.

61.02 Prepare and submit a résumé to use for online job applications.

61.03 Prepare and submit a letter of application online.

62.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:

62.01 Employ leadership skills to accomplish organizational goals and objectives.

CTE Standards and Benchmarks

62.02	Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.
62.03	Conduct and participate in meetings to accomplish work tasks.
62.04	Employ mentoring skills to inspire and teach others.
63.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
63.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
63.02	Employ critical thinking and interpersonal skills to resolve conflicts.
63.03	Identify and document workplace performance goals and monitor progress toward those goals.
63.04	Conduct technical research to gather information necessary for decision-making.
64.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
64.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
64.02	Explain emergency procedures to follow in response to workplace accidents.
64.03	Create a disaster and/or emergency response plan.
65.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
65.01	Describe the nature and types of business organizations.
65.02	Explain the effect of key organizational systems on performance and quality.
65.03	List and describe quality control systems and/or practices common to the workplace.
65.04	Explain the impact of the global economy on business organizations.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Implementation

This program is intended for implementation as an academy and as such, it is strongly suggested that a total interdisciplinary approach be implemented. It is through a balanced and integrated curriculum that students attain the attitudes, skills, and knowledge needed to compete successfully in today's workforce. It is also strongly suggested that program teachers have common planning periods to achieve curriculum integration.

The use of cooperative learning groups through program courses is recommended. By learning and practicing group process skills, students will be prepared to work "together" in real work situations.

Emphasis in the program should be given to the development of abilities and/or awareness necessary to function in a high technological society. Students in the program are encouraged to enroll in the Emerging Technology in Business course to become effective users of evolving technology.

Situations may occur in which non-International Business program students may be scheduled in International Business program classes. Therefore, consideration should be given to incorporate the teaching of global business concepts to all students in the class. Understanding global business concepts will be beneficial to the growth and development of all students.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Course Title: Business Cooperative Education - OJT
Course Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Cooperative Education - OJT

Course Number	8200410
CIP Number	05079999CP
Grade Level	9-12
Standard Length	Multiple credits
Teacher Certification	Refer to the <u>Course Structure</u> section.
CTSO	FBLA BPA
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration cluster.

Each student job placement must be related to the job preparatory program in which the student is enrolled or has completed.

The purpose of this course is to provide the on-the-job training component when the **cooperative method of instruction** is appropriate. Whenever the cooperative method is offered, the following is required for each student: a training agreement; a training plan signed by the student, teacher and employer, including instructional objectives; a list of on-the-job and in-school learning experiences; a workstation which reflects equipment, skills and tasks which are relevant to the occupation which the student has chosen as a career goal; and a site supervisor with a working knowledge of the selected occupation. The workstation may be in an industry setting or in a virtual learning environment. The student **must be compensated** for work performed.

The teacher/coordinator must meet with the site supervisor a minimum of once during each grading period for the purpose of evaluating the student's progress in attaining the competencies listed in the training plan.

Business Cooperative Education - OJT may be taken by a student for one or more semesters. A student may earn multiple credits in this course. The specific student performance standards which the student must achieve to earn credit are specified in the Cooperative Education - OJT Training Plan.

Course Structure

To teach the course listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary course structure:

Course Number	Course Title	Teacher Certification	Length	Level	Graduation Requirement
8200410	Business Cooperative Education - OJT	ANY BUSINESS ED G ANY BUSINESS ED w/TC COOP ED @7 BUS ED 1 @2 TC COOP ED @7 VOE @7	Multiple credits	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Perform designated job skills.
- 02.0 Demonstrate work ethics.

Florida Department of Education
Student Performance Standards

Program Title: Business Cooperative Education - OJT
Secondary Number: 8200410

Standards and Benchmarks	
01.0	Perform designated job skills. The student will be able to:
01.01	Perform tasks as outlined in the training plan.
01.02	Demonstrate job performance skills.
01.03	Demonstrate safety procedures on the job.
01.04	Maintain appropriate records.
01.05	Attain an acceptable level of productivity.
01.06	Demonstrate appropriate dress and grooming habits.
02.0	Demonstrate work ethics. The student will be able to:
02.01	Follow directions.
02.02	Demonstrate good human relations skills on the job.
02.03	Demonstrate good work habits.
02.04	Demonstrate acceptable business ethics.

Additional Information

Special Notes

The **Cooperative Education Manual** is available on-line and has guidelines for students, teachers, employers, parents and other administrators and sample training agreements. It can be accessed on the DOE Website at <http://fldoe.org/academics/career-adult-edu/career-tech-edu/additional-cte-programs-courses/diversified-edu.stml>.

The occupational standards and benchmarks outlined in this secondary course correlate to the standards and benchmarks of the postsecondary course with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA), Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:
<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Emerging Technology in Business
Program Type: Non Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Non Career Preparatory

Program Number	8207010
CIP Number	05070701PA
Grade Level	9-12
Standard Length	1 credit
Teacher Certification	Refer to the <u>Course Structure</u> section.
CTSO	FBLA BPA
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

The purpose of this program is to give students an opportunity to apply knowledge and skills related to the area of Emerging Technology in Business.

The content includes but is not limited to electronic research methods; business communications including speaking, listening, writing, and telecommunicating; multimedia presentation skills; ethical considerations related to technology; and emerging technologies affecting business environments. Instruction is designed to provide an understanding of the advances being made in technology today and in the future.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Course Structure

To teach the course listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary course structure:

Course Number	Course Title	Teacher Certification	Length	Level	Graduation Requirement
8207010	Emerging Technology in Business	ACCTING @7 7 G BOOKKEEPIN @4 @7 7 G BUS DP @7 %G BUS ED 1 @2 CLERICAL @7 7 G COMPU SCI 6 ELECT DP @7 %G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 TEC ELEC @7 \$7 G VOE @7	1 credit	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 02.0 Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance.
- 03.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 04.0 Perform decision-making activities.

**Florida Department of Education
Student Performance Standards**

Course Title: Emerging Technology in Business
Course Number: 8207010
Course Credit: 1

Course Description:

This course provides instruction in electronic research methods; business communications including speaking, listening, writing, and telecommunicating; multimedia presentation skills; ethical considerations related to technology; and emerging technologies affecting business environments.

CTE Standards and Benchmarks	
01.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
01.01	Demonstrate interactive listening techniques.
01.02	Identify research methods used to gather information.
01.03	Demonstrate proficiency in taking notes while gathering information.
01.04	Demonstrate interviewing techniques for gathering information.
01.05	Identify electronic research sources.
01.06	Evaluate and select appropriate electronic resources.
01.07	Describe the process for arranging an electronic conference.
02.0	Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. The student will be able to:
02.01	Gather and compile data using a wide variety of references and research resources (e.g., electronic bulletin boards, information services).
02.02	Demonstrate an awareness of emerging technologies.
02.03	Identify and define multimedia terminology.
02.04	Identify techniques for designing effective multimedia presentations.
02.05	Create and deliver a multimedia presentation.

CTE Standards and Benchmarks

02.06 Conduct business-related research using electronic resources.

02.07 Distribute business information electronically.

02.08 Demonstrate techniques for conducting a business meeting via satellite or on-line conferencing.

02.09 Apply the rules of electronic conferencing etiquette.

02.10 Participate in an electronic discussion on a business topic.

02.11 Use electronic reference manuals.

02.12 Evaluate and select appropriate electronic resources.

03.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:

03.01 Identify ethical issues resulting from technological advances (e.g., computer snooping, hacking).

03.02 Discuss copyright laws that affect the use of technology.

03.03 Discuss computer security issues related to the use of technology.

04.0 Perform decision-making activities. The student will be able to:

04.01 Evaluate and select appropriate software packages to complete assigned tasks.

04.02 Evaluate information to be used and choose relevant material.

04.03 Compare and select appropriate multimedia tools.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Medical Administrative Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8212300
CIP Number	0551071603
Grade Level	9-12
Standard Length	7 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-4171 – Receptionists and Information Clerks 43-6013 – Medical Secretaries
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers as an Information Technology Assistant, Front Desk Specialist, Medical Office Technologist, and Medical Administrative Specialist in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communication skills, higher level thinking skills, and decision making skills; medical terminology; the performance of office procedures specific to the medical environment; transcription of medical documents from machine dictation; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Program Structure

This program is a planned sequence of instruction consisting of seven (7) credits.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8212110	Administrative Office Technology 1	BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit	43-4171	2	
8212120	Business Software Applications 1		1 credit		2	
8212201	Medical Office Technology 1	BUS ED 1 @2 CLERICAL @7 7 G SECRETAR 7 G MANAG SUPV 7 G TC COOP ED @7 VOE @7	1 credit	43-6013	2	
8212202	Medical Office Technology 2		1 credit		2	
8212203	Medical Office Technology 3		1 credit	43-6013	2	
8212204	Medical Office Internship		1 credit		2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Apply professional oral and written communication skills in in a courteous, concise, and correct manner.
- 19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace Practice quality performance in the learning environment and the workplace.
- 21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 22.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 23.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 24.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 25.0 Describe the importance of professional ethics and legal responsibilities.
- 26.0 Participate in simulated work-based learning experiences.
- 27.0 Use technology to increase administrative office support productivity and enhance workplace performance.

- 28.0 Use information technology tools.
- 29.0 Participate in simulated work-based learning experiences.
- 30.0 Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 31.0 Participate in simulated work-based learning experiences in a medical office environment.
- 32.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.
- 33.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 34.0 Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 35.0 Use technology to increase medical office support productivity and enhance workplace performance.
- 36.0 Participate in simulated work-based learning experiences.
- 37.0 Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 38.0 Use technology to increase medical office support productivity and enhance workplace performance.
- 39.0 Participate in medical office simulated work-based learning experiences.
- 40.0 Demonstrate employability skills.
- 41.0 Explain the importance of employability skill and entrepreneurial skills.
- 42.0 Demonstrate business management skills.
- 43.0 Demonstrate positive human relations and leadership skills in the workplace.
- 44.0 Describe the importance of professional ethics and legal responsibilities.
- 45.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 46.0 Demonstrate personal money-management concepts, procedures, and strategies.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Technology 1
Course Number: 8212110
Course Credit: 1

Course Description:

This course is designed to assist with administrative and general office duties in a support capacity. This course explores and expands the core competencies in the areas of personal and professional development and promotes application of higher level office procedures tasks and communications skills through the use of technology.

CTE Standards and Benchmarks	
16.0	Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations. The student will be able to:
16.01	Enhance proficiency with touch keyboarding skills (speed and accuracy to enter and manipulate data).
16.02	Use communications and networking to perform tasks and solve problems in business environments.
16.03	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements of oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
17.03	Present information formally and informally for specific purposes and audiences.
18.0	Apply professional oral and written communication skills in in a courteous, concise, and correct manner. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.04	Apply active listening skills to obtain and clarify information.
18.05	Exhibit public relations skills that aid in achieving customer satisfaction.

CTE Standards and Benchmarks

18.06	Integrate all forms of communication.
18.07	Discuss the need to use professional demeanor in business communications.
19.0	Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:
19.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
19.02	Employ critical thinking and interpersonal skills to resolve conflicts.
19.03	Identify and document workplace performance goals and monitor progress toward those goals.
19.04	Conduct technical research to gather information necessary for decision-making.
19.05	Interpret verbal and nonverbal cues/behaviors that enhance communication.
19.06	Develop and interpret tables and charts.
20.0	Practice quality performance incorporating customer service strategies in the learning environment and the workplace. The student will be able to:
20.01	Discuss performance evaluation methods and instruments used to assess employee progress and performance.
20.02	Develop an understanding of the integral value of a customer and practice skills to provide excellent customer service.
20.03	Develop and implement a plan for maintaining quality service and production in a workplace, business, or learning environment.
21.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
21.01	Facilitate discussions regarding service, supervision, and ethical considerations that impact the workplace.
21.02	Identify the main causes of accidents in the office and preventive measures.
21.03	Discuss the responsibilities organizations have to their employees.
22.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
22.01	Plan ethical, political strategies to achieve goals and advance careers.
22.02	Discuss the role of and understand how to use professional networking resources, including web-based resources.
23.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:

CTE Standards and Benchmarks

23.01	Develop professional workplace relationship skills both internally and externally to include team building and group dynamics. Understand how individual personalities fit the team.
23.02	Develop initiative and problem-solving skills to effectively deal with conflict resolution.
24.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
24.01	Apply the use of information management tools to develop and coordinate distribution of work.
24.02	Maintain equipment and supplies.
24.03	Perform financial functions.
24.04	Have knowledge of transcription and how to prepare documents using machine dictation.
24.05	Perform specialized records management functions.
24.06	Determine the most efficient method of sending business documents and materials.
25.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
25.01	Identify the importance of making decisions that are based on ethical reasoning.
25.02	Identify and discuss personal and long term consequences of unethical choices in the workplace.
26.0	Participate in simulated work-based learning experiences. The student will be able to:
26.01	Participate in simulated work-based learning experiences in the administrative field.
26.02	Discuss the use of technology in the administrative field.
26.03	Compare and contrast the software applications used in the administrative field.
26.04	Discuss organizational networks or charts and describe the relationships between positions and responsibilities.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Software Applications 1
Course Number: 8212120
Course Credit: 1

Course Description:

This course is designed to develop proficiency in using the advanced features of software programs to perform office-related tasks.

CTE Standards and Benchmarks	
27.0	Use technology to increase administrative office support productivity and enhance workplace performance. The student will be able to:
27.01	Access, process, and transmit information through all mediums.
27.02	Create documents using advanced features in word processing, database, spreadsheet, presentation, and multimedia software.
27.03	Discuss how to and where access is possible install/ download and update software for current office use.
27.04	Use technology to research, compile, create, and deliver an oral presentation.
27.05	Key with speed and accuracy to meet industry standards for employment as a secretary or administrative assistant.
27.06	Perform integrated functions using various software applications.
27.07	Perform proofreading skills including electronic reference tools.
27.08	Identify various means to scan, store and manage electronic documents and understand how to use.
27.09	Articulate various ways to hold a meeting through web conferencing.
28.0	Use information technology tools. The student will be able to:
28.01	Employ digital tools to expedite workflow.
28.02	Employ computer operations applications to access, create, manage, integrate, and store information.
28.03	Employ collaborative/groupware applications to facilitate group work.
29.0	Participate in simulated work-based learning experiences. The student will be able to:
29.01	Participate in simulated work-based learning experiences in the administrative field.

CTE Standards and Benchmarks

29.02 Compare and contrast the software applications used in the administrative field.

29.03 Discuss organizational networks or charts and describe the relationships between positions and responsibilities.

29.04 Create a professional portfolio.

**Florida Department of Education
Student Performance Standards**

Course Title: Medical Office Technology 1
Course Number: 8212201
Course Credit: 1

Course Description:

This course is designed to assist with administrative office duties and procedures specific to the medical environment. The course explores and expands the competencies learned in Administrative Office Technology 1 and promotes application of higher level office procedures tasks and communication skills.

CTE Standards and Benchmarks	
30.0	Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
30.01	Perform medical administrative office tasks including insurance verification, billing and collections, scheduling and processing referrals.
30.02	Prepare medical documents.
30.03	Utilize medical references.
30.04	Discuss and simulate legal and ethical procedures in the medical office.
30.05	Recognize usage of specialized medical software.
30.06	Proofread to include mechanics, content, and specialized medical formats.
30.07	Perform specialized records management functions specific to the medical field.
30.08	Use medical terminology.
30.09	Identify key standards for privacy and security of health information as mandated in Health Insurance Portability and Accountability Act (HIPAA).
30.10	Demonstrate the ability to accurately transcribe and format medical records.
30.11	Discuss how to use encryption to support patient confidentiality when sending communication.
31.0	Participate in simulated work-based learning experiences in a medical office environment. The student will be able to:
31.01	Participate in simulated work-based learning experiences in a medical office environment.

CTE Standards and Benchmarks

31.02 Discuss the use of technology in a medical office environment.

31.03 Discuss the management/supervisory skills needed in a medical office environment.

32.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:

32.01 Describe the nature and types of business organizations.

32.02 Explain the effect of key organizational systems on performance and quality.

32.03 List and describe quality control systems and/or practices common to the workplace.

33.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:

33.01 Employ leaderships qualities that seek to contribute to the organization's direction.

33.02 Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.

33.03 Employ mentoring skills to inspire and teach others.

**Florida Department of Education
Student Performance Standards**

Course Title: Medical Office Technology 2
Course Number: 8212202
Course Credit: 1

Course Description:

This course expands the competencies learned in Medical Office Technology 1. Students are required to perform higher level thinking and decision making and to use technology as a resource to efficiently perform systematic procedural tasks and to produce quality work in an efficient manner.

CTE Standards and Benchmarks	
34.0	Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
34.01	Simulate professional communication skills in situations with patients and medical contacts.
34.02	Use medical terminology.
35.0	Use technology to increase medical office support productivity and enhance workplace performance. The student will be able to:
35.01	Demonstrate the ability to accurately transcribe and format medical records.
35.02	Discuss how to use encryption to support patient confidentiality when sending communication.
35.03	Demonstrate the ability to use integrated application software.
36.0	Participate in simulated work-based learning experiences. The student will be able to:
36.01	Participate in simulated work-based learning experiences in a medical office environment.
36.02	Discuss the use of specialized medical office equipment.
36.03	Discuss the management/supervisory skills needed in a medical office environment.

**Florida Department of Education
Student Performance Standards**

Course Title: Medical Office Technology 3
Course Number: 8212203
Course Credit: 1

Course Description:

This course expands the competencies learned in Medical Office Technology 2 and is designed to develop medical vocabulary and skill in transcribing medical documents from machine transcription. Students will use technology to produce high-quality employment portfolios, research job opportunities, and compile and disseminate job-seeking documents.

CTE Standards and Benchmarks	
37.0	Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
37.01	Use medical terminology.
37.02	Demonstrate knowledge of medical emergency management procedures.
37.03	Demonstrate an understanding of insurance fraud and abuse.
37.04	Communicate with health organizations to process referrals and verify patient coverage adhering to HIPAA requirements.
37.05	Demonstrate knowledge of OSHA regulations and compliances as they relate to medical offices.
37.06	Identify and discuss various State Insurance Licenses offered covering physicians' offices.
37.07	Participate in simulated work-based learning experiences in a medical office environment.
37.08	Discuss the use of technology in a medical office environment.
38.0	Use technology to increase medical office support productivity and enhance workplace performance. The student will be able to:
38.01	Perform specialized administrative office tasks including insurance verification, billing and collections, scheduling and processing referrals.
38.02	Key with speed and accuracy to meet industry standards for employment as a secretary or administrative assistant.
38.03	Demonstrate the ability to use integrated application software.
39.0	Participate in medical office simulated work-based learning experiences. The student will be able to:

CTE Standards and Benchmarks

39.01 Participate in simulated work-based learning experiences in a medical office environment.

39.02 Demonstrate the ability to use integrated application software.

39.03 Discuss ways to respond positively to change and reduce stress in a business medical office.

**Florida Department of Education
Student Performance Standards**

Course Title: Medical Office Internship
Course Number: 8212204
Course Credit: 1

Course Description:

This course is designed to provide students with the opportunity to stimulate their career interest in medical secretarial technology. Students will also enhance and apply the instructional competencies learned in the classroom with the internship experience. Students will be able to develop human relations skills, communications and employability skills needed to secure a position in the medical office environment.

For this internship, the rules, guidelines, and requirements are specified in the Florida Department of Education [Cooperative Education Manual](#).

CTE Standards and Benchmarks	
40.0	Demonstrate employability skills. The student will be able to:
40.01	Demonstrate successful interview techniques.
40.02	Maintain and update a career portfolio.
40.03	Define terms related to medical office careers.
40.04	Apply for positions with a letter of application and resume.
41.0	Explain the importance of employability skills and entrepreneurial skills. The student will be able to:
41.01	Identify and demonstrate positive work behaviors needed to be employable.
41.02	Develop personal career plan that includes goals, objectives, and strategies.
41.03	Examine licensing, certification, and industry credentialing requirements.
41.04	Maintain a career portfolio to document knowledge, skills, and experience.
41.05	Evaluate and compare employment opportunities that match career goals.
41.06	Identify and exhibit traits for retaining employment.
41.07	Identify opportunities and research requirements for career advancement.
41.08	Research the benefits of ongoing professional development.

CTE Standards and Benchmarks

41.09	Examine and describe entrepreneurship opportunities as a career planning.
42.0	Demonstrate business management skills. The student will be able to:
42.01	Describe the relationships between levels of management and how the levels of management work together
43.0	Demonstrate positive human relations and leadership skills in the workplace. The student will be able to:
43.01	Apply ethnocentric, polycentric, regiocentric, and geocentric approaches to managing human resources.
43.02	Demonstrate communication strategies necessary and appropriate for effective medical office business relations.
43.03	Demonstrate skills as a team member and qualities of a leader.
43.04	Participate in leadership activities in FBLA, BPA, and SkillsUSA.
43.05	Participate in community service activities.
44.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
44.01	Demonstrate ethical medical business behavior.
44.02	Evaluate and justify decisions based on ethical reasoning.
44.03	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities and employer policies.
44.04	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
44.05	Interpret and explain written organizational policies and procedures.
45.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
45.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
45.02	Explain the effect of key organizational systems on performance and quality.
45.03	Understand the components and value of a disaster and/or emergency response plan.
45.04	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
46.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
46.01	Identify and describe the services and legal responsibilities of financial institutions.
46.02	Describe the effect of money management on personal and career goals.

CTE Standards and Benchmarks

46.03 Develop a personal budget and financial goals.

46.04 Complete financial instruments for making deposits and withdrawals.

46.05 Maintain financial records.

46.06 Read and reconcile financial statements.

46.07 Research, compare and contrast investment opportunities.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>

Florida Department of Education
Curriculum Framework

This program is daggered to be deleted in the 26-27 school year.

Program Title: Administrative Office Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8212500
CIP Number	0552040103
Grade Level	9-12
Standard Length	7 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-1011 – First-Line Supervisors of Office and Administrative Support Workers 43-9031 – Desktop Publishers 43-6011 – Executive Secretaries and Executive Administrative Assistants
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communications skills, higher level thinking skills, and decision making skills; the performance of office procedures tasks; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of seven (7) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8212110	Administrative Office Technology 1	BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit	43-1011	2	
8212120	Business Software Applications 1		1 credit		2	
8209510	Digital Design 1	BUS ED 1 @2 CLERICAL @7 7 G COMM ART @7 7G COMP SCI 6@2 MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 ELECT DO @7 ENG&TEC ED1@2 TEC ED 1@2	1 credit	43-9031	3	PA
8212410	Administrative Office Technology 2	BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit	43-6011	2	
8212420	Administrative Office Technology 3		1 credit		2	
8212160	Business Software Applications 2		1 credit		2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Apply professional oral and written communication skills in in a courteous, concise, and correct manner.
- 19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace.
- 21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 22.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 23.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 24.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 25.0 Describe the importance of professional ethics and legal responsibilities.
- 26.0 Participate in simulated work-based learning experiences.
- 27.0 Use technology to increase administrative office support productivity and enhance workplace performance.
- 28.0 Use information technology tools.
- 29.0 Participate in simulated work-based learning experiences.
- 30.0 Demonstrate knowledge of digital publishing concepts.

- 31.0 Demonstrate knowledge of basic digital imaging.
- 32.0 Demonstrate proficiency in the safe and ethical use of the Internet to locate information.
- 33.0 Identify project requirements, define project planning, and understand the design process.
- 34.0 Perform page layout and measurement activities.
- 35.0 Demonstrate an understanding of color and its role in digital design.
- 36.0 Demonstrate a basic understanding of typography.
- 37.0 Demonstrate an understanding of elements and principles of design.
- 38.0 Demonstrate basic skill in digital photography.
- 39.0 Demonstrate skills in the use of raster software applications.
- 40.0 Demonstrate basic skills in the use of vector software applications.
- 41.0 Demonstrate basic technical skills using a desktop publishing application.
- 42.0 Develop an awareness of the emergent technologies associated with digital design.
- 43.0 Demonstrate understanding in page layout using desktop publishing applications.
- 44.0 Demonstrate an understanding of career opportunities and requirements in the field of digital design.
- 45.0 Participate in simulated work-based learning experiences.
- 46.0 Apply communication skills (reading, writing speaking, listening and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 47.0 Use information to accomplish job objectives and enhance workplace performance.
- 48.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 49.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 50.0 Participate in administrative office simulated work-based learning experiences.
- 51.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.
- 52.0 Demonstrate the importance of health, safety, and environmental management in organizations and their importance to organizational performance and regulatory compliance.
- 53.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 54.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 55.0 Use technology to increase administrative office support productivity and enhance workplace performance.
- 56.0 Participate in simulated work-based learning experiences.
- 57.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 58.0 Assess the importance of professional ethics and legal responsibilities.
- 59.0 Explain the importance of employability skill and entrepreneurship skills.
- 60.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Technology 1
Course Number: 8212110
Course Credit: 1

Course Description:

This course is designed to assist with administrative and general office duties in a support capacity. This course explores and expands the core competencies in the areas of personal and professional development and promotes application of higher level office procedures tasks and communications skills through the use of technology.

CTE Standards and Benchmarks	
16.0	Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations. The student will be able to:
16.01	Enhance proficiency with touch keyboarding skills (speed and accuracy to enter and manipulate data.
16.02	Use communications and networking to perform tasks and solve problems in business environments.
16.03	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements of oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
17.03	Present information formally and informally for specific purposes and audiences.
18.0	Apply professional oral and written communication skills in in a courteous, concise, and correct manner. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.

CTE Standards and Benchmarks

18.04 Apply active listening skills to obtain and clarify information.

18.05 Exhibit public relations skills that aid in achieving customer satisfaction.

18.06 Integrate all forms of communication.

18.07 Discuss the need to use professional demeanor in business communications.

19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:

19.01 Employ critical thinking skills independently and in teams to solve problems and make decisions.

19.02 Employ critical thinking and interpersonal skills to resolve conflicts.

19.03 Identify and document workplace performance goals and monitor progress toward those goals.

19.04 Conduct technical research to gather information necessary for decision-making.

19.05 Interpret verbal and nonverbal cues/behaviors that enhance communication.

19.06 Develop and interpret tables and charts.

20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace. The student will be able to:

20.01 Discuss performance evaluation methods and instruments used to assess employee progress and performance.

20.02 Develop an understanding of the integral value of a customer and practice skills to provide excellent customer service.

20.03 Develop and implement a plan for maintaining quality service and production in a workplace, business, or learning environment.

21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:

21.01 Facilitate discussions regarding service, supervision, and ethical considerations that impact the workplace.

21.02 Identify the main causes of accidents in the office and preventive measures.

CTE Standards and Benchmarks

21.03	Discuss the responsibilities organizations have to their employees.
22.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
22.01	Plan ethical, political strategies to achieve goals and advance careers.
22.02	Discuss the role of and understand how to use professional networking resources, including web-based resources.
23.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:
23.01	Develop professional workplace relationship skills both internally and externally to include team building and group dynamics. Understand how individual personalities fit the team.
23.02	Develop initiative and problem-solving skills to effectively deal with conflict resolution.
24.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
24.01	Apply the use of information management tools to develop and coordinate distribution of work.
24.02	Maintain equipment and supplies.
24.03	Perform financial functions.
24.04	Have knowledge of transcription and how to prepare documents using machine dictation.
24.05	Perform specialized records management functions.
24.06	Determine the most efficient method of sending business documents and materials.
25.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
25.01	Identify the importance of making decisions that are based on ethical reasoning.
25.02	Identify and discuss personal and long term consequences of unethical choices in the workplace.
26.0	Participate in simulated work-based learning experiences. The student will be able to:

CTE Standards and Benchmarks

26.01 Participate in simulated work-based learning experiences in the administrative field.

26.02 Discuss the use of technology in the administrative field.

26.03 Compare and contrast the software applications used in the administrative field.

26.04 Discuss organizational networks or charts and describe the relationships between positions and responsibilities.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Software Applications 1
Course Number: 8212120
Course Credit: 1

Course Description:

This course is designed to develop proficiency in using the advanced features of software programs to perform office-related tasks.

CTE Standards and Benchmarks	
27.0	Use technology to increase administrative office support productivity and enhance workplace performance. The student will be able to:
27.01	Access, process, and transmit information through all mediums.
27.02	Create documents using advanced features in word processing, database, spreadsheet, presentation, and multimedia software.
27.03	Discuss how to and where access is possible install/ download and update software for current office use.
27.04	Use technology to research, compile, create, and deliver an oral presentation.
27.05	Key with speed and accuracy to meet industry standards for employment as a secretary or administrative assistant.
27.06	Perform integrated functions using various software applications.
27.07	Perform proofreading skills including electronic reference tools.
27.08	Identify various means to scan, store and manage electronic documents and understand how to use.
27.09	Articulate various ways to hold a meeting through web conferencing.
28.0	Use information technology tools. The student will be able to:
28.01	Employ digital tools to expedite workflow.
28.02	Employ computer operations applications to access, create, manage, integrate, and store information.
28.03	Employ collaborative/groupware applications to facilitate group work.
29.0	Participate in simulated work-based learning experiences. The student will be able to:
29.01	Participate in simulated work-based learning experiences in the administrative field.
29.02	Compare and contrast the software applications used in the administrative field.
29.03	Discuss organizational networks or charts and describe the relationships between positions and responsibilities.
29.04	Create a professional portfolio.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Design 1
Course Number: 8209510
Course Credit: 1

Course Description:

This course is designed to develop the entry-level skills required for careers in digital design. The content includes computer skills; digital publishing concepts and operations; layout, design, and measurement activities; digital imaging; communication, collaboration and decision-making activities; critical thinking and problem-solving.

CTE Standards and Benchmarks

30.0 Demonstrate knowledge of digital publishing concepts. The student will be able to:

30.01 Define the terms commonly used in digital publishing.

30.02 Identify the characteristics of paper (e.g., weight and point).

30.03 Apply different types of color (e.g., RGB, CMYK, Pantone Color Matching System, and HEX).

30.04 Identify software used in digital publishing.

30.05 Differentiate between raster (bitmap) and vector graphic images.

30.06 Compare and contrast image formats (e.g., BMP, EPS, GIF, JPEG, PDF, PNG, RAW, and TIF).

31.0 Demonstrate knowledge of basic digital imaging The student will be able to:

31.01 Demonstrate proper use of scanners, digital cameras, and various input devices.

31.02 Identify the attributes of line art, grayscale, duotone, spot color and the four-color process.

32.0 Demonstrate proficiency in the safe and ethical use of the Internet to locate information. The student will be able to:

32.01 Understand the principles of copyright.

32.02 Identify and apply Copyright Fair Use guidelines.

32.03 Demonstrate an understanding of safe and ethical Internet usage.

33.0 Identify project requirements, define project planning, and understand the design process. The student will be able to:

33.01	Identify the purpose, audience, and the needs of the audience for the preparation of design projects.
33.02	Research and describe the implications of audience, purpose/message, and time constraints relative to a design project.
33.03	Determine project specifications.
33.04	Define design criteria and design constraints.
33.05	Produce basic thumbnail sketches and rough designs.
33.06	Identify project management tasks and responsibilities.
34.0	Perform page layout and measurement activities. The student will be able to:
34.01	Determine the appropriate type of basic layout for a specified problem (e.g., audience and purpose).
34.02	Identify distinct components in a layout (e.g., headlines, subheads, and body copy).
34.03	Demonstrate basic use of typography (e.g., visual hierarchy, proximity, alignment, contrast, and repetition).
34.04	Compare and contrast units of measurement (e.g., inches, centimeters, millimeters, points, picas, and pixels).
34.05	Produce a variety of design layouts (e.g., flyers, postcards, brochures, business cards, and letterhead).
34.06	Incorporate clip art, images, borders, and other special effects into a layout.
34.07	Select the appropriate color format and resolution for a variety of purposes (e.g., web, print).
35.0	Demonstrate an understanding of color and its role in digital design. The student will be able to:
35.01	Understand the color wheel and its uses.
35.02	Describe the spectral colors in the visible light spectrum.
35.03	Define and explain the terminology related to color (e.g., Chroma, lightness, saturation, hue, intensity, luminance/value, shade, and tint).
35.04	Describe the difference between additive and subtractive color mixing.
35.05	Compare and contrast RGB and CYMK color models as used in digital design.
35.06	Demonstrate the application of color theory to design practices.
36.0	Demonstrate a basic understanding of typography. The student will be able to:
36.01	Define and describe the terminology related to character and line spacing (e.g., leading, kerning, tracking, baseline shift, and ligature).
36.02	Identify the characteristics and psychology of type, type families, type series, and type styles.

36.03	Understand the installation and application of fonts.
37.0	Demonstrate an understanding of elements and principles of design. The student will be able to:
37.01	Identify the elements of design (line, shape, mass, color, texture, etc.).
37.02	Identify the principles of design (variety, movement, emphasis, balance, space, etc.).
38.0	Demonstrate basic skill in digital photography. The student will be able to:
38.01	Demonstrate knowledge of ethics related to digital images/imaging; examine legal and content-related issues.
38.02	Demonstrate the operation of a digital camera (typical features/modes).
38.03	Apply effective design principles in digital photography compositions (e.g., rule of thirds).
38.04	Develop an understanding of metadata and the digital photography workflow.
39.0	Demonstrate skills in the use of raster software applications. The student will be able to:
39.01	Demonstrate basic knowledge of the tools and techniques for using a raster-based software application.
39.02	Demonstrate skill in importing, transforming and cropping images.
39.03	Create and edit images/photographs using digital imaging software (e.g., layers, image editing, adjustments, filters, and selections).
39.04	Demonstrate skill in raster image manipulation, color correction, and special effects.
39.05	Demonstrate an understanding of image resolution and compression factors such as transmission speed, color reduction, and delivery media parameters.
40.0	Demonstrate basic skills in the use of vector software applications. The student will be able to:
40.01	Demonstrate basic knowledge of the tools and techniques for using vector software applications.
40.02	Create and edit various illustrations using vector software (e.g., line art, drawing basics, transforming/applying effects to objects, painting, type and type effects, and layers).
41.0	Demonstrate basic technical skills using a desktop publishing application. The student will be able to:
41.01	Determine the activities and implications of content preparation and proofreading.
41.02	Incorporate scanned and digital photographs into documents comprising a specified design (e.g., poster, brochure, card, and advertisement).
41.03	Proofread manually and digitally.
42.0	Develop an awareness of the emerging technologies associated with digital design. The student will be able to:

42.01	Compare and contrast emerging technologies relative to their role in digital design (e.g., wireless, cloud-based, mobile, portable devices, and kiosks).
42.02	Describe social media as a form of digital design.
42.03	Describe the emergent and evolving nature of software applications used in interactive design.
42.04	Explain how the use of advanced image sensing devices have altered the manner in which communication takes place, especially those utilizing Quick Response (QR) Codes and other forms of two-dimensional bar coding techniques.
43.0	Demonstrate understanding in page layout using desktop publishing applications. The student will be able to:
43.01	Design a document using grids and formats.
43.02	Produce documents integrating the Elements and Principles of Art and Design.
44.0	Demonstrate an understanding of career opportunities and requirements in the field of digital design. The student will be able to:
44.01	Discuss individual interests related to a career in digital design.
44.02	Identify the skills required of a digital designer.
44.03	Explore career opportunities in the field of digital design.
44.04	Explore secondary and post-secondary educational opportunities related to digital design.
44.05	Identify job search platforms.

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Technology 2
Course Number: 8212410
Course Credit: 1

Course Description:

This course explores and expands the competencies learned in Administrative Office Technology 1 and promotes application of higher level office procedures tasks and communication skills.

CTE Standards and Benchmarks	
45.0	Participate in simulated work-based learning experiences. The student will be able to:
45.01	Participate in simulated work-based learning experiences in an administrative office environment.
45.02	Discuss the use of technology in an administrative office environment.
46.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
46.01	Deliver impromptu and planned speeches.
46.02	Synthesize information from multiple speakers in a group and respond in an effective manner.
46.03	Communicate in a diverse environment.
47.0	Use information to accomplish job objectives and enhance workplace performance. The student will be able to:
47.01	Gather and compile data for supervisors and for company reports.
47.02	Assemble information to use as a personal or shared resource to enhance workplace performance.
48.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
48.01	Serve as interviewer, interviewee, and liaison in public relations, civic, media, community, and employment situations.
48.02	Demonstrate leadership behavior to include delegation of duties.
48.03	Train and assist others in business behavior, procedures, and skills.
49.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:

CTE Standards and Benchmarks

49.01 Organize and conduct a meeting using parliamentary procedures.

49.02 Perform budgeting and accounting procedures.

49.03 Plan and arrange business functions.

49.04 Analyze equipment specifications to meet required needs and make purchase recommendations.

49.05 Access and maintain digital resources.

49.06 Perform specialized office procedures.

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Technology 3
Course Number: 8212420
Course Credit: 1

Course Description:

This course expands the competencies learned in Administrative Office Technology 2. Students are required to perform higher level thinking and decision making and to use technology as a resource to efficiently perform systematic procedural tasks and to produce quality work in an efficient manner

CTE Standards and Benchmarks	
50.0	Participate in simulated work-based learning experiences. The student will be able to:
50.01	Discuss the use of technology in an administrative office environment.
50.02	Compare and contrast the software applications used in an administrative office environment.
50.03	Discuss the changing role of administrative support in today’s business environment and the ways to manage stress related to these changes.
50.04	Discuss the management/supervisory skills needed in an administrative office environment.
51.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
51.01	Describe the nature and types of business organizations.
51.02	Explain the effect of key organizational systems on performance, quality and excellent customer service.
51.03	List and describe quality control systems and/or practices common to the workplace.
52.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
52.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
52.02	Explain emergency procedures to follow in response to workplace accidents.
52.03	Create a disaster and/or emergency response plan.
53.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
53.01	Train and assist others in business behavior, procedures and skills.

CTE Standards and Benchmarks

53.02 Train and assist others in customer service.

54.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:

54.01 Perform budgeting and accounting procedures.

54.02 Identify requirements for the layout and use of office work stations.

54.03 Analyze equipment specifications to meet required needs and make purchase recommendations.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Software Applications 2
Course Number: 8212160
Course Credit: 1

Course Description:

This course is designed to use technology to produce high quality employment portfolios, research job opportunities, and compile and disseminate job-seeking documents.

CTE Standards and Benchmarks	
55.0	Participate in simulated work-based learning experiences. The student will be able to:
55.01	Discuss the use of technology in an administrative office environment.
55.02	Compare and contrast the software applications used in an administrative office environment.
55.03	Discuss the changing role of administrative support in today’s business environment and the ways to manage stress related to these changes.
55.04	Discuss the management/supervisory skills needed in an administrative office environment.
56.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
56.01	Describe the nature and types of business organizations.
56.02	Explain the effect of key organizational systems on performance, quality and excellent customer service.
56.03	List and describe quality control systems and/or practices common to the workplace.
57.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
57.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
57.02	Explain emergency procedures to follow in response to workplace accidents.
57.03	Create a disaster and/or emergency response plan.
58.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
58.01	Train and assist others in business behavior, procedures and skills.
58.02	Train and assist others in customer service.

CTE Standards and Benchmarks

59.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:

59.01 Perform budgeting and accounting procedures.

59.02 Identify requirements for the layout and use of office work stations.

59.03 Analyze equipment specifications to meet required needs and make purchase recommendations.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>.

For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: International Business
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8216100
CIP Number	0552110110
Grade Level	9-12
Standard Length	5 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 11-1021 – General and Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as entry-level management trainee positions (SOC Code 11-1021) in the international business environment in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the study of organizational structures, business management, entrepreneurship, human relations, cross-cultural communications, leadership, marketing, legal agreements, trade relations, banking and finance, and international economics.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of five (5) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8203310	Accounting Applications 1	ACCTING @7 7 G BOOKKEEPIN @4 @7 7 G BANK FINC @7 7G BUS ED 1 @2 MANAG SUPV 7 G MKTG 1 @2 MKTG MGMT 7G TC COOP ED @7 VOE @7	1 credit	11-1021	3	
8216110	International Business Systems	BOOKKEEPIN @4 @7 7 G BUS ED 1 @2	1 credit		2	
8216120	International Finance and Law	MANAG SUPV 7 G TC COOP ED @7	1 credit		3	
8216130	Business Internship	VOE @7	1 credit		2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Describe management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 17.0 Practice quality performance in the learning environment and the workplace.
- 18.0 Exhibit customer service skills.
- 19.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations.
- 20.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 21.0 Apply accounting principles and concepts to the performance of accounting activities.
- 22.0 Apply accounting principles and concepts using appropriate technology.
- 23.0 Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 24.0 Practice quality performance in the learning environment and the workplace.
- 25.0 Incorporate appropriate leadership and supervision techniques to accomplish job objectives and enhance workplace performance.
- 26.0 Incorporate appropriate customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 27.0 Explain the importance of employability skill and entrepreneurial skills.
- 28.0 Describe the importance of professional ethics and legal responsibilities.

- 29.0 Exhibit positive human relations and leadership skills.
- 30.0 Demonstrate employability skills.
- 31.0 Perform technology applications.
- 32.0 Demonstrate an understanding of the principles of business in global economy.
- 33.0 Develop an understanding of cultural diversity/customs.
- 34.0 Identify business ethics.
- 35.0 Identify channels of promoting and distributing goods.
- 36.0 Identify governmental and political influences.
- 37.0 Perform financial operations.
- 38.0 Use information technology tools.
- 39.0 Apply appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 40.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 41.0 Exhibit positive human relations and leadership skills.
- 42.0 Update employability skills.
- 43.0 Identify business ethics.
- 44.0 Identify channels of promoting and distributing goods.
- 45.0 Perform financial operations.
- 46.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 47.0 Demonstrate knowledge of trade law.
- 48.0 Identify global organizational structures.
- 49.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 50.0 Demonstrate employability skills.
- 51.0 Demonstrate business management skills.
- 52.0 Demonstrate positive human relations and leadership skills in the workplace.
- 53.0 Solve problems using critical thinking skills, creativity and innovation.
- 54.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 55.0 Describe the roles within teams, work units, departments, organizations, inter-organizations systems, and the larger environment.
- 56.0 Demonstrate knowledge of historical and current ethical international business behavior.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Accounting Applications 1
Course Number: 8203310
Course Credit: 1

Course Description:

This course emphasizes double-entry accounting; methods and principles of recording business transactions; the preparation of various documents used in recording income, expenses, acquisition of assets, incurrence of liabilities, and changes in equity; and the preparation of financial statements. The use of computers and appropriate software is required.

CTE Standards and Benchmarks	
16.0	Describe management functions and organizational structures as they relate to today’s workplace and employer/employee roles. The student will be able to:
16.01	Describe how accounting departments work within and across organizations.
16.02	Describe the roles and responsibilities of employees within the organization of a small, medium, or large accounting department (including the CFO, controller, accounting manager, accounts payable and receivable coordinator, payroll administrator, bookkeeper and credit and collection manager).
16.03	Explain the impact of the global economy on business organizations.
17.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
17.01	Apply appropriate organizational skills to manage time and resources.
17.02	Perform tasks accurately, completely, and with attention to detail on a consistent basis.
17.03	Think critically and make informed decisions.
17.04	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
17.05	Follow accepted rules, regulations, policies and workplace safety.
18.0	Exhibit customer service skills. The student will be able to:
18.01	Listen and identify customer’s needs and concerns.
18.02	Model appropriate ways to problem solve with customers in various situations.

CTE Standards and Benchmarks

18.03	Model proper business etiquette (including introductions, phone etiquette, dining, networking, marketing, online services and community service).
18.04	Develop a personal and work ethic (including punctuality, use of company's technology, and loyalty to company, distinction between personal and business tasks).
18.05	Develop and articulate a personal and business code of ethical behavior.
19.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations. The student will be able to:
19.01	Develop an awareness of effective credit management.
19.02	Prepare and analyze a personal budget.
20.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
20.01	Analyze job and career requirements and relate career interests to opportunities in accounting occupations in the global economy.
21.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
21.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner's equity, and balance sheet).
21.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, proof of cash, petty cash, and journal entries related to all banking activities).
21.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
21.04	Use payroll records to prepare and analyze transactions (including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).
21.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
21.06	Understand the purpose of financial accounting and the users of financial information.
22.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
22.01	Identify and use communication technology in an accounting environment such as word processing and email.
22.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).

**Florida Department of Education
Student Performance Standards**

Course Title: International Business Systems
Course Number: 8216110
Course Credit: 1

Course Description:

This course is designed to prepare students to live and work in a global economy. Students develop an understanding of business principles, management styles, economics, and customs which affect business systems in the international environment.

CTE Standards and Benchmarks	
23.0	Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
23.01	Identify the major functions of management.
23.02	Identify international business environmental factors that influence business operations.
24.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
24.01	Examine quality control, quality circle, total quality management and other management styles and how they relate to an organization's international business operations.
25.0	Incorporate appropriate leadership and supervision techniques to accomplish job objectives and enhance workplace performance. The student will be able to:
25.01	Identify the factors that influence how managerial styles are applied in different countries.
25.02	Accomplish tasks within given deadlines.
25.03	Recognize differences in work environments (i.e., safety regulations, ergonomics, gender equity, family leave, work week, fringe benefits).
26.0	Incorporate appropriate customer service strategies and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
26.01	Develop customer service strategies and provide examples.
27.0	Explain the importance of employability skill and entrepreneurial skills. The student will be able to:
27.01	Identify and demonstrate positive work behaviors needed to be employable.
27.02	Explore domestic and international business career opportunities.
27.03	Describe the steps in the career planning process.

CTE Standards and Benchmarks

27.04	Research sources of career planning information.
27.05	Identify international business career opportunities based on personal factors and job availability.
27.06	Develop personal career plan that includes goals, objectives, and strategies.
27.07	Examine licensing, certification, and industry credentialing requirements.
27.08	Create and maintain a career portfolio to document knowledge, skills, and experience.
27.09	Evaluate the advantages/disadvantages of entrepreneurship opportunities.
27.10	Evaluate and compare employment opportunities that match career goals.
27.11	Identify and exhibit traits for retaining employment.
27.12	Identify opportunities and research requirements for career advancement.
27.13	Research the benefits of ongoing professional development.
27.14	Examine and describe entrepreneurship opportunities as a career planning option.
28.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
28.01	Evaluate and justify decisions based on ethical reasoning.
28.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
28.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
28.04	Interpret and explain written organizational policies and procedures.
29.0	Exhibit positive human relations and leadership skills. The student will be able to:
29.01	Compare ethnocentric, polycentric, regiocentric, and geocentric approaches to managing human resources.
29.02	Explain how staffing needs are determined, potential employees are recruited, and qualified applicants are selected for employment.
29.03	Recognize that employee motivation is culturally based.
29.04	Differentiate host-country nationals, home-country nationals, and third-country nationals.
30.0	Demonstrate employability skills. The student will be able to:
30.01	Identify local business involved in international trade.
30.02	Create a plan to obtain the skills/qualifications to enter an elected international business career.

CTE Standards and Benchmarks

30.03 Create a letter of application and resume.

30.04 Exhibit successful interview techniques.

31.0 Perform technology applications. The student will be able to:

31.01 Prepare documents using word processing software.

31.02 Prepare documents using database software.

31.03 Prepare documents using spreadsheet software.

31.04 Operate and troubleshoot peripherals.

31.05 Identify ethical issues related to technology.

31.06 Demonstrate proficiency using the Internet.

31.07 Demonstrate an awareness of the differing stages of technological development in other countries.

32.0 Demonstrate an understanding of the principles of business in a global economy. The student will be able to:

32.01 Define international business.

32.02 Discuss the reasons why international business is important.

32.03 Explain the components of the international business environment.

32.04 Identify import/export activities.

32.05 Define import/export.

32.06 Describe barriers to international trade.

32.07 Identify practices that influence international trade (i.e., quotas, tariffs, embargoes).

32.08 Explain reasons governments attempt to regulate trade.

32.09 Identify different standards and measures (i.e., weight, volume, distance).

32.10 Identify specific job skills needed for import and export activities.

32.11 Describe the impact of international business activities on the local, regional, national, and international economies.

32.12 Interpret the impact of emerging economic and political changes in international operations.

CTE Standards and Benchmarks

32.13	Describe the resources (e.g., ports, trade routes, transportation centers, foreign trade zones, and natural, financial, and human resources) of major cities around the world.
32.14	Determine the impact of geography on international business, to include areas such as climate, time zones, distance, topography, and social, economic and natural resources.
32.15	Determine social and cultural influences on the form of business ownership used or required in different countries.
32.16	Determine qualifications necessary for a successful business.
33.0	Develop an understanding of cultural diversity/customs. The student will be able to:
33.01	Demonstrate knowledge of multi-cultural environments.
33.02	Identify distinctive social and cultural factors affecting business protocol.
33.03	Explain the impact of cultures on human resource management.
33.04	Identify personal documentation for international travel (i.e., passport, visa).
33.05	Describe the importance of verbal and non-verbal communications.
33.06	Compare social customs (i.e., holidays, attire, and gifts).
33.07	Compare and contrast marketing strategies. (i.e., compare the differences in a company's US website to the website for a different country).
33.08	Compare customs for conducting business in other countries (i.e., the need for consensus, closing for the Mexican siesta and staying open until late in the evening, etc.).
34.0	Identify business ethics. The student will be able to:
34.01	Recognize ethical international business issues.
34.02	Describe the factors in the international business environment affecting ethical behavior.
35.0	Identify channels of promoting and distributing goods. The student will be able to:
35.01	Define international marketing.
35.02	Recognize risks in overseas markets.
35.03	Illustrate how social, cultural, technological, and geographic factors influence consumer buying behavior in different cultures.
35.04	Identify trends that influence global marketing opportunities.
35.05	Identify the differences in roles of agents, wholesalers, retailers, freight forwarders, export companies, trading companies, and customs brokers.
35.06	Define procedures and prepare documentation associated with transportation of goods.

CTE Standards and Benchmarks

36.0 Identify governmental and political influences. The student will be able to:

36.01 Define international economics.

36.02 Identify the impact of geography and resources on trade.

36.03 Describe the impact of supply and demand.

36.04 Identify advantages and disadvantages of free trade.

36.05 Describe the role that US Customs and the customs agencies of other countries play in international trade activities.

36.06 Analyze the impact of political environments on international business.

37.0 Perform financial operations. The student will be able to:

37.01 Identify factors that influence consumer behavior in different countries.

37.02 Calculate currency exchange rates.

37.03 Explain how currency exchange rates affect international trade.

38.0 Use information technology tools. The student will be able to:

38.01 Use personal information management (PIM) applications to increase workplace efficiency.

38.02 Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.

38.03 Employ computer operations to access, create, manage, integrate, and store information for computerized accounting software.

38.04 Employ collaborative/groupware applications to facilitate group work.

**Florida Department of Education
Student Performance Standards**

Course Title: International Finance and Law
Course Number: 8216120
Course Credit: 1

Course Description:

This course is designed to introduce students to the laws and regulations governing international trade including knowledge of import-export activities, banking, treaties, and currency exchange rates.

CTE Standards and Benchmarks	
39.0	Apply appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
39.01	Discuss solutions to the major issues related to the work environment (i.e., safety regulations, ergonomics, gender equity, family leave, workweek, fringe benefits).
40.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
40.01	Use estimation and approximation strategies to compare, contrast, and analyze a variety of business-related financial calculations.
40.02	Analyze and discuss graphs and tables as used in the business world.
40.03	Construct and discuss tables, graphs, and charts using appropriate computer software and data from the business world.
40.04	Apply concepts of forecasting with financial information using appropriate technology (graphing calculators, business calculators and/or computer software) for written and oral presentations.
40.05	Investigate and discuss the impact of probability and statistics in all aspects of business activities.
41.0	Exhibit positive human relations and leadership skills. The student will be able to:
41.01	Apply communication strategies (verbal and non-verbal) necessary and appropriate for effective and profitable international business relations.
41.02	Develop the ability to work in teams.
41.03	Participate in leadership activities in FBLA or BPA.
41.04	Participate in community service activities.
42.0	Update employability skills. The student will be able to:

CTE Standards and Benchmarks

42.01	Research the requirements of business careers.
42.02	Explore domestic and international business career opportunities.
42.03	Follow the steps in the career planning process.
42.04	Research sources of career planning information.
42.05	Identify international business career opportunities based on personal factors and job availability.
42.06	Evaluate the advantages/disadvantages of entrepreneurship opportunities.
42.07	Identify local business involved in international trade.
42.08	Create a plan to obtain the skills/qualifications to enter a selected international business career.
42.09	Create a letter of application and resume.
42.10	Practice successful interview techniques.
42.11	Update a career portfolio.
43.0	Identify business ethics. The student will be able to:
43.01	Recognize ethical international business issues.
43.02	Describe the factors in the international business environment affecting ethical business behavior.
43.03	Define terms, such as ethics, social responsibility and bribe.
43.04	Analyze the effect of an international business organization's action on a host country, the company's home country, owners, employees, consumers and society.
44.0	Identify channels of promoting and distributing goods. The student will be able to:
44.01	Identify trends that influence global marketing opportunities.
44.02	Identify the differences in roles of agents, wholesalers, retailers, freight forwarders, export companies, trading companies and customs brokers.
44.03	Define procedures and prepare documentation associated with transportation of goods.
44.04	Explain how foreign exchange, economic conditions, and the international business environment affect prices charged in foreign markets.
44.05	Describe business documents used in international trade (i.e., shipping, billing, method of payment).

CTE Standards and Benchmarks

45.0 Perform financial operations. The student will be able to:

45.01 Explain how currency exchange rates affect international trade.

45.02 Define international finance and law.

45.03 Describe methods and procedures used to control risks.

45.04 Identify international services and practices of financial institutions.

45.05 Identify the components of the US balance of payments account.

45.06 Recognize pricing factors.

45.07 Explain how currency exchange rates affect international trade.

45.08 Describe how economic conditions, balance of payment situations, and political stability affect currency values.

46.0 Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:

46.01 Identify and describe the services and legal responsibilities of financial institutions.

46.02 Describe the effect of money management on personal and career goals.

46.03 Develop a personal budget and financial goals.

46.04 Complete financial instruments for making deposits and withdrawals.

46.05 Maintain financial records.

46.06 Read and reconcile financial statements.

46.07 Research, compare and contrast investment opportunities.

47.0 Demonstrate knowledge of trade law. The student will be able to:

47.01 Describe the differences among various legal systems such as code, statutory, and common law.

47.02 Define trade law.

47.03 Describe how trade barriers, tariffs, quotas, and taxation policies affect choices of location for companies operating internationally.

47.04 Recognize government's role in international law (i.e., protect against illegal imports, protect individual rights, ecology).

CTE Standards and Benchmarks

47.05	Recognize legal differences that exist between/among countries in areas such as consumer protection, product guidelines, labor laws, contract formulation, liability, and taxation.
47.06	Identify unfair trade practices.
48.0	Identify global organizational structures. The student will be able to:
48.01	Identify international banking organizations.
48.02	Describe the international monetary system, including the International Monetary Fund, World Bank, and Eurocurrency.
48.03	Define terms related to global organizations and trade alliances.
48.04	Explain purpose of trade alliances.
48.05	Identify major trade alliances (e.g., NAFTA, GATT, Mercosur, Caribbean Basin Initiative, European Union, Pacific Rim Initiative).
49.0	Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:
49.01	Employ leadership skills to accomplish organizational goals and objectives.
49.02	Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.
49.03	Conduct and participate in meetings to accomplish work tasks.
49.04	Employ mentoring skills to inspire and teach others.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Internship
Course Number: 8216130
Course Credit: 1

Course Description:

This course is designed to provide students with the opportunity to stimulate their career interest in business. Students will also enhance and apply the instructional competencies learned in the classroom with the internship experience. Students will be able to develop human relations skills, communications and employability skills needed to secure a position in the business environment.

For this six to eight-week internship, the rules, guidelines, and requirements specified in the Florida Department of Education Cooperative Education Manual apply. This manual is available online at: <http://fldoe.org/academics/career-adult-edu/career-tech-edu/additional-cte-programs-courses/diversified-edu.stml>.

CTE Standards and Benchmarks	
50.0	Demonstrate employability skills. The student will be able to:
50.01	Demonstrate successful interview techniques.
50.02	Update a career portfolio.
50.03	Define international business careers.
50.04	Apply for positions with a letter of application and resume.
51.0	Demonstrate business management skills. The student will be able to:
51.01	Apply the major functions of management in all areas of the internship workplace.
52.0	Demonstrate positive human relations and leadership skills in the workplace. The student will be able to:
52.01	Explain ethnocentric, polycentric, regiocentric, and geocentric approaches to managing human resources.
52.02	Demonstrate communication strategies (verbal and non-verbal) necessary and appropriate for effective and profitable international business relations.
52.03	Demonstrate skills as a team member.
52.04	Participate in leadership activities in FBLA or BPA.

CTE Standards and Benchmarks

52.05	Participate in community service activities.
53.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
53.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
53.02	Employ critical thinking and interpersonal skills to resolve conflicts.
53.03	Identify and document workplace performance goals and monitor progress toward those goals.
53.04	Conduct technical research to gather information necessary for decision-making.
54.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
54.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
54.02	Explain emergency procedures to follow in response to workplace accidents.
54.03	Create a disaster and/or emergency response plan.
55.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
55.01	Describe the nature and types of business organizations.
55.02	Explain the effect of key organizational systems on performance and quality.
55.03	List and describe quality control systems and/or practices common to the workplace.
55.04	Explain the impact of the global economy on business organizations.
56.0	Demonstrate knowledge of historical and current ethical international business behavior. The student will be able to:
56.01	Demonstrate ethical international business behavior.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Implementation

This program is intended for implementation as an academy and as such, it is strongly suggested that a total interdisciplinary approach be implemented. It is through a balanced and integrated curriculum that students attain the attitudes, skills, and knowledge needed to compete successfully in today's work force. It is also strongly suggested that program teachers have common planning periods to achieve curriculum integration.

The use of cooperative learning groups through program courses is recommended. By learning and practicing group process skills, students will be prepared to work "together" in real work situations.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Promotional Enterprise
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8217100
CIP Number	0552070302
Grade Level	9-12
Standard Length	7 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 27-1021 – Commercial and Industrial Designers 41-1011 – First-line Supervisors of Retail Sales Workers 11-2021 – Marketing Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as an Information Technology Assistant, Custom Promotional Design Manager, First Line Supervisor, Small Business Manager, and General Operations Manager/Owner in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to enhanced practical experiences in management of digital layout and design, production of embroidered apparel, direct to garment print, sublimation, specialty items and signs as it relates to the running and management of a digital imprinted merchandise business. Development of specialized skills in production planning, design, layout, and evaluation of business promotional campaigns in the digital imprinted merchandise industry are critical components within the program.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of seven (7) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8217110	Custom Promotional Layout Design	BUS ED 1 @2 BUS DP @7 %G CLERICAL @7 7 G ELECT DP @7 %G COMPU SCI 6 COMM ART @7 7 G SECRETAR 7 G TEC ELEC \$7 G TC COOP ED @7 VOE @7	1 credit	27-1021	2	PA
8217120	Promotional Design Management		1 credit		2	
8217130	Custom Promotional Sales and Distribution Management		1 credit	41-1011	2	PA
8217140	Promotional Business Management and Supervision 1		1 credit	11-2021	2	
8217150	Promotional Business Management and Supervision 2		1 credit		2	
8217160	Legal Aspects of Promotional Industry Ownership		1 credit		2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Participate in work-based learning experiences.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Demonstrate mathematics knowledge and skills.
- 19.0 Demonstrate proficiency in computer skills.
- 20.0 Demonstrate knowledge of digital design concepts.
- 21.0 Use information technology tools.
- 22.0 Perform decision-making activities.
- 23.0 Perform layout, design, and measurement activities.
- 24.0 Demonstrate proficiency in digital design operations.
- 25.0 Demonstrate proficiency in digital imaging.
- 26.0 Justify the need to gain and maintain competitive advantage.
- 27.0 Integrate and evaluate numerous sources of information that demonstrate an understanding of entrepreneurship.
- 28.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 29.0 Perform supervisory/management functions.
- 30.0 Maintain an e-portfolio for job applications purposes.

- 31.0 Discuss importance of ethics in business.
- 32.0 Identify strategies and methods for generating a business idea.
- 33.0 Demonstrate the knowledge of merchandising and inventory.
- 34.0 Identify the elements of manufacturing and production.
- 35.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 36.0 Use oral and written communication skills in creating, expressing and interpreting information and ideas.
- 37.0 Explain the importance of employability skill and entrepreneurship skills.
- 38.0 Describe the importance of professional ethics and legal responsibilities.
- 39.0 Participate in work-based learning experiences.
- 40.0 Perform decision-making activities.
- 41.0 Demonstrate proficiency in digital design operations.
- 42.0 Demonstrate proficiency in digital imaging.
- 43.0 Maintain an e-portfolio for job application purposes.
- 44.0 Integrate and evaluate numerous sources of information addressing the role of the entrepreneur.
- 45.0 Participate in work-based learning experiences.
- 46.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 47.0 Identify basic economic principles of entrepreneurship.
- 48.0 Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables to describe the concept of the global economy and related functions.
- 49.0 Outline steps in planning a new business.
- 50.0 Identify principles of marketing.
- 51.0 Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables to identify the functions of selling.
- 52.0 Identify principles of financing. Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables to identify the functions of financing.
- 53.0 Identify principles of pricing. Use diagrams, charts, solve simple problems, and a variety of variables.
- 54.0 Identify and demonstrate employability and human relations skills.
- 55.0 Identify principles of management.
- 56.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 57.0 Solve problems using critical thinking skills, creativity and innovation.
- 58.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 59.0 Participate in work-based learning experiences.
- 60.0 Demonstrate proficiency in digital design operations.
- 61.0 Maintain an e-portfolio for job application purposes.
- 62.0 Demonstrate an understanding of entrepreneurship and the free enterprise system.
- 63.0 Identify types and sources of government regulations and taxation that may affect a business.
- 64.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 65.0 Describe roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

Florida Department of Education
Student Performance Standards

Course Title: Custom Promotional Layout Design
Course Number: 8217110
Course Credit: 1

Course Description:

This course is designed to develop basic entry-level skills required for careers in the custom imprinted merchandise industry. The content includes computer skills, layout, design, measurement activities, decision making activities, digital imaging, sublimation activities, digital embroidery activities, digital precision cutting activities, direct to garment printing activities, and sign making activities. After successful completion of Custom Promotional Layout Design students will be able to perform basic design and layout in predictable situations.

CTE Standards and Benchmarks	
16.0	Participate in work-based learning experiences. The student will be able to:
16.01	Operate and perform basic maintenance on a digital embroidery machine.
16.02	Operate and perform basic maintenance on a digital cutter.
16.03	Operate and perform basic maintenance on a flat heat press.
16.04	Operate and perform basic maintenance on a round/mug heat press.
16.05	Operate and perform basic maintenance on a hat/cap heat press.
16.06	Operate and perform basic maintenance on a sublimation printer.
16.07	Operate and perform basic maintenance on a direct to garment printer.
16.08	Operate and perform basic maintenance on a grommet press.
16.09	Operate and perform basic maintenance on a laser engraver.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements for oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.

CTE Standards and Benchmarks

17.03 Present information formally and informally for specific purposes and audiences.

18.0 Demonstrate mathematics knowledge and skills. The student will be able to:

18.01 Demonstrate knowledge of arithmetic operations.

18.02 Analyze and apply data and measurements to solve problems and interpret documents.

18.03 Construct charts/tables/graphs using functions and data.

19.0 Demonstrate proficiency in computer skills. The student will be able to:

19.01 Identify all computer parts (e.g., RAM, ROM).

19.02 Demonstrate an understanding of all functions of a computer.

19.03 Utilize appropriate font management techniques (e.g., TrueType, postscript, install and remove fonts).

19.04 Perform storage management (e.g., hard drive, floppy disk).

19.05 Perform maintenance of computers and peripherals.

20.0 Demonstrate knowledge of digital design concepts. The student will be able to:

20.01 Identify the skills needed by a digital designer.

20.02 Define commonly used terms in graphic communications.

20.03 Identify characteristics of paper and other products.

20.04 Identify different kinds of color (e.g., spot, process).

20.05 Identify software used in digital design.

20.06 Demonstrate knowledge of copyright laws.

21.0 Use information technology tools. The student will be able to:

21.01 Use personal information management (PIM) applications to increase workplace efficiency.

21.02 Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.

CTE Standards and Benchmarks

21.03 Employ computer operations applications to access, create, manage, integrate, and store information.

21.04 Employ collaborative/groupware applications to facilitate group work.

22.0 Perform decision-making activities. The student will be able to:

22.01 Determine work priorities.

22.02 Evaluate information to be used and choose relevant material.

22.03 Determine the audience.

22.04 Demonstrate an understanding of various promotional mediums.

22.05 Recognize and maintain ethical standards.

23.0 Perform layout, design, and measurement activities. The student will be able to:

23.01 Identify characteristics of type, type families, type series, and type styles.

23.02 Paste up mechanical elements electronically.

23.03 Prepare rough layout designs.

23.04 Identify elements of design.

24.0 Demonstrate proficiency in digital design operations. The student will be able to:

24.01 Complete projects using a variety of fonts, sizes, leading, and alignments.

24.02 Output projects using a variety of devices (e.g., printers, image setters).

24.03 Design with type using kerning, tracking, horizontal/vertical scale, baseline shift, etc.

24.04 Produce projects using tables.

24.05 Produce projects using white space.

24.06 Assemble products.

24.07 Create documents that use master pages.

24.08 Use a variety of styles to produce effective layouts

24.09 Produce a document using printer and reader spreads.

CTE Standards and Benchmarks

24.10 Use design software to create a pre-press profile.

24.11 Produce a variety of designs using layout/paste-up software.

25.0 Demonstrate proficiency in digital imaging. The student will be able to:

25.01 Demonstrate proper use of a scanner/input devices/digital camera.

25.02 Crop and scale photographs electronically.

25.03 Demonstrate an understanding of formats and modes (e.g., EPS, TIFF, PICT, JPEG, ASCII, binary).

25.04 Demonstrate use of image editing software.

25.05 Proofread electronically and manually.

26.0 Justify the need to gain and maintain competitive advantage. The student will be able to:

26.01 Identify ways in which businesses compete with each other (e.g., quality, service, status, price).

26.02 Define market share.

26.03 Identify various forms of competition (e.g., pure competition, oligopoly, monopolistic competition, monopoly).

**Florida Department of Education
Student Performance Standards**

Course Title: Promotional Design Management
Course Number: 8217120
Course Credit: 1

Course Description:

This course is designed to develop organizational skills needed for the imprinted merchandise industry. The content includes entrepreneur concepts, basic supervision and management activities, portfolio development activities, and workforce development skills evaluation activities. After successful completion of Promotional Design Management, the student will be able to manage small production runs of imprinted merchandise in unpredictable situations.

CTE Standards and Benchmarks	
27.0	Integrate and evaluate numerous sources of information that demonstrate an understanding of entrepreneurship. The student will be able to:
27.01	Define entrepreneurship.
27.02	Discuss the evolution of entrepreneurship.
27.03	Evaluate, compare and contrast the differences between a product-based business and a service-based business. Use charts, graphs, linear equations, operations tools, union, intersections, and complements to describe the differences.
27.04	Identify contributions of entrepreneurs to the economic growth of the United States; use charts and tables.
27.05	Discuss future prospects for entrepreneurship and its anticipated impact on the economy.
27.06	Discuss the role of the entrepreneur in his/her local community (mentoring, philanthropy).
28.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
28.01	Identify personal strengths and weaknesses relating to work habits
28.02	Identify short-term goals for work readiness
28.03	Design a plan to strengthen work habits
29.0	Perform supervisory/management functions. The student will be able to:
29.01	Describe the functions of management (e.g., planning, organizing, staffing, directing, controlling) and discuss how the functions are interrelated
29.02	Identify factors of strategic planning and define the role of strategic planning in a business environment.

CTE Standards and Benchmarks

29.03	Define the purpose of a business plan and describe the major components included in a business plan.
29.04	Define the marketing concept and explain its impact on consumers.
29.05	Identify and describe examples of diverse marketing activities. Use charts, graphs, linear equations, operations tools, union, intersections, and complements to describe the functions.
30.0	Maintain an e-portfolio for job application purposes. The student will be able to:
30.01	Plan, design, and create e-commerce websites that include a theme, backgrounds, content, categories and product, text, graphics, graphic buttons, graphics as a form button, hyperlinks, form elements, company and contact information, navigation bars, navigation aids, a company logo, audio and video files, a host counter, frames.
30.02	Prepare and submit a résumé to use for online job applications.
30.03	Prepare and submit a letter of application online.
31.0	Discuss importance of ethics in business. The student will be able to:
31.01	Define "ethics" and "ethical behavior."
31.02	Identify examples of ethical business practices.
31.03	Discuss role of the entrepreneur in promoting ethical business practices and relationships.
31.04	Identify social responsibilities and/or legal issues involved in making ethical choices in business. Use charts, graphs, linear equations, operations tools, union, intersections, and complements to describe the functions.
32.0	Identify strategies and methods for generating a business idea. The student will be able to:
32.01	Identify current publications and websites available to assist with determining what type of business to start.
32.02	Discuss importance of personality and ability when selecting type of business to open.
32.03	Identify changes and trends as a source of new enterprise ideas (e.g., outsourcing). Use charts, graphs, linear equations, operations tools, union, intersections, and complements to describe the functions.
32.04	Discuss how brainstorming, creative thinking, and observations can be used to develop new enterprise ideas.
32.05	Explain how personal goals, life style, background, hobbies, interests, experience, abilities, and financial resources will impact ones' choice of business.
33.0	Demonstrate the knowledge of merchandising and inventory. The student will be able to:
33.01	Define planned sales, planned stock levels, estimated markdowns, and shrinkage.
33.02	Analyze options for inventory control (cost vs. retail).

CTE Standards and Benchmarks

33.03	Explain the purchasing procedures for a small business by defining model stock.
33.04	Describe factors to consider when selecting vendors (e.g., terms of sale, cash discount, quantity discount, seasonal discount, future dating, Free On Board destination, consignment buying).
33.05	Define and calculate basic business measurements (e.g., break-even point, stock turnover, cost of goods sold, markup, markdown, and discounts/terms).
33.06	Explain methods that businesses use to authorize payments for goods and services.
33.07	Identify use of computer systems in managing merchandise and inventory.
34.0	Identify the elements of manufacturing and production. The student will be able to:
34.01	Identify different types of manufacturing (e.g., custom, mass, continuous, repetitive, and intermittent).
34.02	Identify the elements of product production planning (e.g., inventory, human resources, and production scheduling).
34.03	Identify factors that influence the location of a manufacturing business.
34.04	Discuss the principles of quality management.

**Florida Department of Education
Student Performance Standards**

Course Title: Custom Promotional Sales and Distribution Management
Course Number: 82171310
Course Credit: 1

Course Description:

This course is designed to develop mid-level management skills required in the imprinted merchandise industry. The content includes real world production schedules for single lines of merchandise, management of production equipment, customer relations, and sales of imprinted merchandise and delivery of the product. This course is designed to be done in a real production environment through placement in a school-based imprinted merchandise enterprise or industry internship placement. After successful completion of Custom Promotional Sales and Distribution the student will be able to manage a production line from customer product design through delivery of final product.

CTE Standards and Benchmarks	
35.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
35.01	Prepare a portfolio.
35.02	Present a portfolio to an audience.
36.0	Use oral and written communication skills in creating, expressing and interpreting information and ideas. The student will be able to:
36.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
36.02	Locate, organize, and reference written information from various sources.
36.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
36.04	Interpret verbal and nonverbal cues/behaviors that enhance communication.
36.05	Apply active listening skills to obtain and clarify information.
36.06	Develop and interpret tables and charts to support written and oral communications.
36.07	Exhibit public relations skills that aid in achieving customer satisfaction.
37.0	Explain the importance of employability skill and entrepreneurship skills. The student will be able to:
37.01	Identify and demonstrate positive work behaviors needed to be employable.

CTE Standards and Benchmarks

37.02	Develop personal career plan that includes goals, objectives, and strategies.
37.03	Maintain a career portfolio to documents knowledge, skills and experience.
37.04	Evaluate and compare employment opportunities that match career goals.
37.05	Identify and exhibit traits for retaining employment.
37.06	Identify opportunities and research requirements for career advancement.
37.07	Research the benefits of ongoing professional development.
37.08	Examine and describe entrepreneurship opportunities as a career planning option.
38.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
38.01	Evaluate and justify decisions based on ethical reasoning.
38.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
38.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
38.04	Interpret and explain written organizational policies and procedures.
39.0	Participate in work-based learning experiences. The student will be able to:
39.01	Participate in work-based learning experiences in a digital design environment.
39.02	Compare and contrast the software applications used in a digital design environment. Use charts, graphs, operations tools, union, intersections, and complements to describe the functions.
40.0	Perform decision-making activities. The student will be able to:
40.01	Determine project specifications.
41.0	Demonstrate proficiency in digital design operations. The student will be able to:
41.01	Produce multiple color designs using different color techniques including process color and spot color.
41.02	Prepare output files using pre-press preparations (e.g., color separation, font management, file management, use of postscript fonts, etc.)
41.03	Read work orders and prepare electronic files that meet all specifications.
41.04	Design a document using grids and formats.

CTE Standards and Benchmarks

41.05	Produce documents integrating elements of design.
41.06	Demonstrate proficiency in the use of a vector based illustration program.
42.0	Demonstrate proficiency in digital imaging. The student will be able to:
42.01	Crop and scale photographs electronically.
42.02	Demonstrate proficiency in use of an understanding of formats and modes (e.g., EPS, TIFF, PICT, JPEG, ASCII, binary).
42.03	Demonstrate use of image editing software.
42.04	Complete projects using proper resolution and screen values (e.g., PPI, LPI, DPI).
42.05	Produce electronically retouched photographs.
42.06	Produce projects using a digital camera.
42.07	Scan multiple documents.
42.08	Crop and scale photographs electronically using a scanner.
42.09	Apply the use of proper resolution and screen values (e.g., PPI, LPI, DPI in documents).
42.10	Produce electronically retouched photographs using tones, hues, and values.
42.11	Apply special effects to image files.
43.0	Maintain an e-portfolio for job application purposes. The student will be able to:
43.01	Develop primary examples of documentation for inclusion in a career portfolio i.e. sublimation products, embroidery products, direct to garment print products, custom print or cut products.
43.02	Analyze e-portfolio web site for graphical changes to improve communication of products and ideas.
44.0	Integrate and evaluate numerous sources of information addressing the role of the entrepreneur. The student will be able to:
44.01	Define "entrepreneurship."
44.02	Compare and contrast the future prospects for entrepreneurship and its anticipated impact on the economy. Use charts, graphs, operations tools, union, intersections, and complements to describe the functions.
44.03	Discuss the role of the entrepreneur in his/her local community (mentoring, philanthropy).

**Florida Department of Education
Student Performance Standards**

Course Title: Promotional Business Management and Supervision 1
Course Number: 8217140
Course Credit: 1

Course Description:

This course is designed to develop entry-level skills required in management and supervision in the imprinted merchandise industry. The content includes activities in equipment operation and maintenance, small business development, market evaluation, and economic effects on small businesses in the United States. After successful completion of Promotional Business Management and Supervision 1 students will be able to organize a small business in the imprinted merchandise industry.

CTE Standards and Benchmarks	
45.0	Participate in work-based learning experiences. The student will be able to:
45.01	Advanced operation and maintenance of a digital embroidery machine.
45.02	Advanced operation and maintenance of on a digital cutter.
45.03	Operate and perform advanced maintenance on a flat heat press.
45.04	Advanced operation and maintenance of a round/mug heat press.
45.05	Advanced operation and maintenance of a hat/cap heat press.
45.06	Operate and perform advanced maintenance on a sublimation printer.
45.07	Advanced operation and maintenance of a direct to garment printer.
45.08	Advanced operation and maintenance of a grommet press.
46.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
46.01	Identify and describe the services and legal responsibilities of financial institutions.
46.02	Describe the effect of money-management on personal and career goals
46.03	Develop personal budget and financial goals.
46.04	Complete financial instruments for making deposits and withdrawals.

CTE Standards and Benchmarks

46.05	Maintain financial records.
46.06	Read and reconcile financial statements.
46.07	Research, compare and contrast investment opportunities.
47.0	Identify basic economic principles of entrepreneurship. The student will be able to:
47.01	Identify role of small business in the global economy.
47.02	Describe the concept and function of the profit motive. Chart and graph profitability factors and its impact on business. Use set operations tools, including union, intersections and complements.
47.03	Identify, compare, contrast, and calculate different types of competition and explain their impact on business (e.g., direct, indirect, price, non-price, competitive position). Use charts, graphs and linear equations to visually express findings.
47.04	Identify the stages of the product life cycle and the characteristics of each.
47.05	Identify role and types of producers, distributors, and services in today's business economy.
47.06	Integrate and evaluate major fields of business activity (e.g., extractive, subcontracting, manufacturing, wholesaling, retailing, services, cottage industries, urban street sales).
47.07	Identify and discuss the four parts of a business by comparing and contrasting production, finance, marketing, and customer service factors. Chart and graph the parts of business and its impact on business. Use set operations tools, including union, intersections and complements.
47.08	Identify, compare and contrast factors that contribute to success of a small business.
47.09	Describe the process of starting a small business.
47.10	Explain procedure for registering a sole proprietorship and obtaining a sales tax identification number.
47.11	Identify reasons for small business failure. Use unions, intersections, complements and Venn diagrams to explore relationships.
47.12	Recognize opportunities for small business in the global marketplace.
48.0	Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables to describe the concept of the global economy and related functions. The student will be able to:
48.01	Identify the role of an Internet site in generating international interest.
48.02	Define, compare and contrast exchange rates, letter of credit (L/C), and freight forwarder.
48.03	Identify, compare and contrast characteristics of the global economy. Use a variety of equations, graphs, make predictions, and describe how these characteristics impact the global economy.
48.04	Compare and contrast the impact of international trade in small business using equations and graphs.

CTE Standards and Benchmarks

48.05 Compare and contrast global business opportunities.

48.06 Describe the methods of researching specific international markets. Solve real world problems involving systems of linear equations and inequalities using several variables.

48.07 Identify potential barriers to international trade.

48.08 Identify differences between importing and exporting.

**Florida Department of Education
Student Performance Standards**

Course Title: Promotional Business Management and Supervision 2
Course Number: 8217150
Course Credit: 1

Course Description:

This course is designed to develop advanced skills required in management and supervision in the imprinted merchandise industry. The content includes development of a formal business plan for a small business. After successful completion of Promotional Business Management and Supervision 2 students will be able to organize operate a small business in the imprinted merchandise industry.

CTE Standards and Benchmarks	
49.0	Outline steps in planning a new business. The student will be able to:
49.01	Discuss importance of "defining" a prospective business.
49.02	List reasons for writing a business plan.
49.03	Identify and describe components of a business plan. Use charts, graphs, operations tools, union, intersections, and complements to describe the functions of the plan.
49.04	Describe importance of a vision/mission statement in identifying direction and objectives of a business.
49.05	Discuss importance of determining what products and services will be offered by the business.
49.06	Identify how scope of products and services will vary based upon type of business (e.g., wholesale, retail, service).
49.07	Explain importance of and the factors influencing a business' image.
49.08	Identify and discuss the legal forms of business ownership (sole proprietorship, partnership, corporation, franchise, licensing).
49.09	Identify and discuss different types of corporations (subchapter S, limited liability, nonprofit).
49.10	Identify factors that influence choice of ownership type. Use charts, graphs, operations tools, union, intersections, and complements to describe the functions of ownership type.
49.11	Describe legal implications and taxes for each type of business structure.
49.12	Discuss the internal organization of a business and assignment of tasks to be performed.
49.13	Discuss the different types of organization charts (e.g., line and staff).

CTE Standards and Benchmarks

49.14	Describe different types of records needed by small businesses.
49.15	Identify factors that affect purchasing. Use charts, graphs, operations tools, union, intersections, and complements to describe the functions.
49.16	Explain importance and types of inventory control.
49.17	Identify procedures to be followed in shipping and receiving (channels of distribution).
49.18	Describe role of selling in small business.
49.19	Identify sources of assistance when planning a business (e.g., Small Business Development Center [SBDC], Small Business Administration [SBA], Chamber of Commerce, Service Corp of Retired Executives [SCORE]).
50.0	Identify principles of marketing. The student will be able to:
50.01	Define and explain market, market research, market mix, market positioning, market penetration strategy, market segmentation, market share, target market, and customer profile survey.
50.02	Identify and explain the marketing functions (e.g., financing, risk management, selling, promotion, pricing, purchasing, marketing-information management, product/service planning, distribution). Use charts, graphs, operations tools, union, intersections, and complements to describe marketing functions.
50.03	Discuss methods of forecasting sales. Use algebraic relations, charts, graphs, operations tools, union, intersections, and complements to describe the functions of forecasting marketing.
50.04	Discuss importance of the five (5) P's of the marketing mix: product, place, price, promotion, and people.
50.05	Discuss methods, costs, and importance of promoting products and services (e.g., publicity, public relations, press release, community events, advertising, Internet).
50.06	Describe factors that should be evaluated in a promotion (e.g., source, message, media, budget).
50.07	Identify components of a marketing plan.
50.08	Describe the importance of coordinating promotional activities.
50.09	Explain the differences between selling direct and going through external sales representatives.
50.10	Identify and describe examples of diverse marketing activities.
51.0	Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables to identify the functions of selling. The student will be able to:
51.01	Identify ways to satisfy consumer needs.
51.02	Identify features/benefits of selling.
51.03	Discuss the principles of selling.

CTE Standards and Benchmarks

51.04	Identify the steps of a sale.
51.05	Identify the stages of selling (e.g., attention, interest, desire, and action).
51.06	Discuss the advantages and disadvantages of establishing sales quotas/commissions.
51.07	Discuss importance of customer service.
51.08	Discuss telemarketing as a sales tool.
51.09	Discuss the role of selling via the Internet.
51.10	Discuss network marketing (multilevel marketing).
51.11	Discuss selling opportunities at flea markets and trade shows.
52.0	Identify principles of financing. Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables to identify the functions of financing. The student will be able to:
52.01	Explain difference between income (credit) and expense (debit).
52.02	Discuss the importance of maintaining an accounting journal.
52.03	Discuss personal risks involved in financing a business.
52.04	Define invoice, balance sheet, equity capital, debt capital, income statement, financial ratios, line of credit, collateral, factoring, income (earned and unearned), cash flow analysis statement, return on investment [ROI], return on equity, and chart of accounts. In defining financial factors, use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables.
52.05	Explain the importance of financial accounting and management to the entrepreneur.
52.06	Identify start-up costs and operating expenses (fixed and variable) for a new business. Use a variety of problem solving strategies, including diagrams, charts, solving simple problems, and a variety of variables.
52.07	Identify sources of funds for financing a new business.
52.08	Discuss impact of interest rates on short and long term financing.
52.09	Describe methods for establishing credit and obtaining a credit card.
52.10	Identify sources of credit and list steps in applying for a loan.
52.11	Discuss importance of maintaining a favorable credit rating.
52.12	Describe differences between short and long-term capital needs.

CTE Standards and Benchmarks

52.13	Identify circumstances that could require additional financing.
53.0	Identify principles of pricing. Use diagrams, charts, solve simple problems, and a variety of variables. The student will be able to:
53.01	Define selling price, fixed costs, variable costs, elastic demand, inelastic demand, price fixing, bait-and-switch advertising.
53.02	Identify factors that affect selling price (e.g., target market, competition, government regulations, economic conditions, supply and demand).
53.03	Describe how the cost of goods sold influences selling price. Use diagrams, charts, solving simple problems, and a variety of variables.
53.04	Define break-even point, fixed expenses, and variable expenses.
53.05	Explain the difference between markup based on cost and markup based on retail.
53.06	Identify types of adjustments to selling price.
53.07	Define pricing policy, psychological pricing, unit pricing, product line pricing, and promotional pricing.
53.08	Define pricing strategy, penetration pricing, and price skimming.
54.0	Identify and demonstrate employability and human relations skills. The student will be able to:
54.01	Identify and utilize resources used in a job search (e.g., networking, newspaper, Internet).
54.02	Discuss importance of drug tests and criminal background checks in identifying possible employment options.
54.03	Identify steps in the job application process including arranging for references and proper documentation (e.g., green card).
54.04	Identify procedures and documents required when applying for a job (e.g., application, W-4, I-9).
54.05	Prepare a resume (electronic and written), letter of application, follow-up letter, acceptance/rejection letter, letter of resignation, and letter of recommendation.
54.06	Identify and demonstrate appropriate dress and grooming for employment.
54.07	Identify and demonstrate effective interviewing skills (e.g., behavioral).
54.08	Describe methods for handling illegal interview and application questions.
54.09	Discuss state and federal labor laws regulating the workplace (e.g., Child Labor Law, Sexual Harassment, EEOC, ADA, FMLA, OSHA).
54.10	Identify positive work attitudes and behaviors such as honesty, compassion, respect, responsibility, fairness, trustworthiness, caring and respect for diverse populations and the physically challenged.
54.11	Describe importance of producing quality work and meeting performance standards.

CTE Standards and Benchmarks

54.12 Identify personal and business ethics (e.g., preventing theft, pilfering, and unauthorized discounting).

54.13 Demonstrate orderly and systematic behavior by creating and maintaining a monthly planner.

54.14 Identify qualities typically required for promotion (e.g., productivity, dependability, responsibility).

54.15 Create and maintain a portfolio of documents for job placement (e.g., resume, letters of recommendation, awards, evidence of participation in school/community/volunteer activities, employer evaluations).

54.16 Maintain confidentiality of business matters.

54.17 Discuss importance of practicing positive customer service skills.

55.0 Identify principles of management. The student will be able to:

55.01 Discuss the evolution of management as a science and as an art.

55.02 Explain role of management in small business.

55.03 Define five (5) functions of management: planning, organizing, staffing, directing, and controlling.

55.04 Discuss different types of leadership styles.

55.05 Identify characteristics of effective leaders.

55.06 Explain the steps in decision making and problem solving.

56.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:

56.01 Employ leadership skills to accomplish organizational goals and objectives.

56.02 Establish and maintain effective working relationships with other in order to accomplish objectives and tasks.

56.03 Conduct and participate in meetings to accomplish work tasks.

56.04 Employ mentoring skills to inspire and teach others.

57.0 Solve problems using critical thinking skills, creativity, and innovation. The student will be able to:

57.01 Employ critical thinking skills independently and in teams to solve problems and make decisions.

57.02 Employ critical thinking and interpersonal skills to resolve conflicts.

57.03 Identify and document workplace performance goals and monitor progress toward those goals.

57.04 Conduct technical research to gather information necessary for decision-making.

**Florida Department of Education
Student Performance Standards**

Course Title: Legal Aspects of Promotional Industry Ownership
Course Number: 8217160
Course Credit: 1

Course Description:

This course is designed to develop knowledge of legal requirements and resources for owners of businesses in the imprinted merchandise industry. The content includes activities on incorporating, taxation, legal recourses, and free enterprise design. After successful completion of Legal Aspects of Promotional Industry Ownership students will be able to set up a corporation in the imprinted merchandise industry.

CTE Standards and Benchmarks	
58.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
58.01	Create an electronic resume.
58.02	Create an electronic portfolio.
58.03	Present a portfolio to an audience.
59.0	Participate in work-based learning experiences. The student will be able to:
59.01	Participate in work-based learning experiences in a digital design environment.
59.02	Perform decision-making activities
59.03	Compare and select appropriate multimedia tools.
60.0	Demonstrate proficiency in digital design operations. The student will be able to:
60.01	Produce a variety of designs integrating multimedia.
60.02	Create electronic presentations.
60.03	Demonstrate proficiency in multimedia presentations/web design.
61.0	Maintain an e-portfolio for job application purposes. The student will be able to:
61.01	Develop advanced examples of documentation for inclusion in a career portfolio i.e. sublimation products, embroidery products, direct to garment print products, custom print or cut products.

CTE Standards and Benchmarks

61.02	Evaluate e-portfolio for completeness of content. Examples of imprinted merchandise demonstrating multimedia with range of skills, documentation of industry certifications, honors and awards received, and business plan/career plan.
62.0	Demonstrate an understanding of entrepreneurship and the free enterprise system. The student will be able to:
62.01	Research the role of entrepreneurship in the free enterprise system.
62.02	Compare and contrast different types of business ownership.
62.03	Assess advantages and disadvantages of business ownership.
62.04	Analyze risks and responsibilities involved in ownership of a business.
62.05	Examine the obligations of business ownership.
62.06	Diagram the economic/business cycle.
62.07	Interpret concepts of Law of Supply and Demand in relation to a specific product and/or service.
62.08	Investigate current trends contributing to economic change.
63.0	Identify types and sources of government regulations and taxation that may affect a business. The student will be able to:
63.01	Define license, permit, contract, patent, copyright, trademark, and logo.
63.02	Identify major state laws affecting the operation of a business.
63.03	Identify major federal laws affecting the operation of a business, (e.g., OSHA, Social Security, EEOC, Affirmative Action, ADA, FMLA).
63.04	Discuss role of federal regulatory agencies (e.g., Food and Drug Administration [FDA], Consumer Product Safety Commission [CPSC], Environmental Protection Agency [EPA], Securities and Exchange Commission [SEC], Federal Trade Commission [FTC]).
63.05	Identify types of federal, state, and local taxes that are the responsibility of the entrepreneur (e.g., sales, income, self-employment).
63.06	Discuss importance of obtaining outside professional counsel to ensure compliance with government regulations and taxation (i.e., accountant, lawyer).
64.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
64.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
64.02	Explain emergency procedures to follow in response to workplace accidents.
64.03	Create a disaster and/or emergency response plan.
65.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:

CTE Standards and Benchmarks

65.01 Describe the nature and types of business organizations.

65.02 Explain the effect of key organizational systems on performance and quality.

65.03 List and describe quality control systems and/or practices common to the workplace.

65.04 Explain the impact of the global economy on business organizations.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

This program is daggered to be deleted in the 23-24 school year.

Program Title: Customer Assistance Technology
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8218100
CIP Number	0552041102
Grade Level	9-12
Standard Length	3 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes (all applicable)	15-1151 – Computer User Support Specialists 43-4051 – Customer Service Representatives
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as Customer Care Representative, and Customer Care Specialist in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the development of interpersonal, communications, conflict resolution, leadership, decision making, problem solving, supervisory, and employability skills; diversity awareness; telephone techniques; and technical applications in the customer care environment.

Program Structure

This program is a planned sequence of instruction consisting of three (3) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8218010	Customer Assistance 1	BUS ED 1 @2 CLERICAL @7 7 G SECRETAR 7 G	1 credit	43-4051	2	
8218020	Customer Assistance 2	TC COOP ED @7 VOE @7	1 credit	43-4051	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 17.0 Demonstrate procedures for customer care.
- 18.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 19.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 20.0 Participate in simulated work-based learning experiences.
- 21.0 Demonstrate human relations and interpersonal skills necessary for customer care services.
- 22.0 Perform problem-solving activities relevant to customer care services.
- 23.0 Use oral and written communication skills in creating, expressing and interpreting information and ideas.
- 24.0 Develop communication skills and techniques relevant to customer care services.
- 25.0 Demonstrate an understanding of global concepts relevant to customer care services.
- 26.0 Perform technology applications relevant to customer care services.
- 27.0 Explain the importance of employability skill and entrepreneurship skills.

- 28.0 Describe the importance of professional ethics and legal responsibilities.
- 29.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 30.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 31.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 32.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 33.0 Participate in simulated work-based learning experiences.
- 34.0 Demonstrate human relations and interpersonal skills necessary for customer care services.
- 35.0 Perform problem solving activities relevant to customer care services.
- 36.0 Develop skills and techniques relevant to customer care services.
- 37.0 Perform technology applications relevant to customer care services.
- 38.0 Use information technology tools.
- 39.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 40.0 Solve problems using critical thinking skills, creativity and innovation.
- 41.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 42.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.
- 43.0 Demonstrate money-management concepts, procedures, and strategies.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

Florida Department of Education
Student Performance Standards

Course Title: Customer Assistance 1
Course Number: 8218010
Course Credit: 1

Course Description:

This course is designed to build upon the experiences and content of Digital Information Technology so that a fundamental core of knowledge, skills, and attitudes required for today’s business environment is established. Emphasis is placed on developing proficiency with computer skills, telephone skills, interpersonal skills, communication skills, conflict resolution, problem solving, stress management, and employability skills as tools for obtaining customer care positions.

CTE Standards and Benchmarks	
16.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
16.01	Discuss the communication process, including filters and miscommunication.
16.02	Communicate in a diverse environment.
16.03	Express ideas in a positive and confident manner.
16.04	Develop listening skills to determine customer needs.
16.05	Practice inflection, volume, clarity, intensity, and paraphrasing.
16.06	Use correct grammar and diction.
16.07	Demonstrate writing skills.
16.08	Demonstrate probing questions.
16.09	Use terminology specific to the customer care services environment.
16.10	Access reference materials.
16.11	Apply assertive service techniques.
17.0	Demonstrate procedures for customer care. The student will be able to:
17.01	Practice greeting the customer and using sales techniques.

CTE Standards and Benchmarks

17.02	Use the call handling process.
17.03	Demonstrate and explore conflict resolution and de-escalation techniques.
17.04	Practice closing a call.
18.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
18.01	Apply appropriate mathematical processes relevant to the customer care services industry.
18.02	Demonstrate knowledge of basic bookkeeping principles.
18.03	Demonstrate proficiency using a ten-key pad.
18.04	Reconcile reports.
18.05	Recognize different types of customer numerical data.
19.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
19.01	Develop an employability plan related to job requirements and career expectations in the customer care services industry.
20.0	Participate in simulated work-based learning experiences. The student will be able to:
20.01	Participate in simulated work-based learning experiences in a customer care services environment.
20.02	Discuss the use of technology in a customer care services environment.
21.0	Demonstrate human relations and interpersonal skills necessary for customer care services. The student will be able to:
21.01	Demonstrate an understanding of the importance of human relations in business.
21.02	Exhibit the ability to get along with others and work as a member of a team.
21.03	Communicate a positive image.
21.04	Use effective time management skills.
21.05	Demonstrate the ability to work with stressful situations.
21.06	Exhibit a professional image.
21.07	Demonstrate ethical standards of behavior.

CTE Standards and Benchmarks

21.08	Demonstrate the ethical use of customer profiles.
21.09	Demonstrate initiative, courtesy, loyalty, honesty, and punctuality.
21.10	Demonstrate flexibility on the job.
21.11	Adhere to company policies and procedures.
21.12	Demonstrate knowledge of right to privacy issues.
22.0	Perform problem solving activities relevant to customer care services. The student will be able to:
22.01	Apply problem solving techniques when dealing with customers.
22.02	Develop techniques to resolve conflicts.
23.0	Use oral and written communication skills in creating, expressing and interpreting information and ideas. The student will be able to:
23.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
23.02	Locate, organize and reference written information from various sources.
23.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
23.04	Interpret verbal and nonverbal cues/behaviors that enhance communication.
23.05	Apply active listening skills to obtain and clarify information.
23.06	Develop and interpret tables and charts to support written and oral communications.
23.07	Exhibit public relations skills that aid in achieving customer satisfaction.
24.0	Develop communication skills and techniques relevant to customer care services. The student will be able to:
24.01	Log in and out of a system. Practice logging incidents and service requirements.
24.02	Apply call center vocabulary and practice using a common language.
24.03	Listen and input information simultaneously.
24.04	Identify different types of call centers.
24.05	Gather customer information.
25.0	Demonstrate an understanding of global concepts relevant to customer care services. The student will be able to:

CTE Standards and Benchmarks

25.01	Demonstrate an understanding of and respect for diversity in the workplace.
25.02	Apply knowledge of the global economy.
25.03	Apply knowledge of domestic and international time zones.
25.04	Demonstrate an understanding of gender, age, disability, and cultural courtesy.
25.05	Demonstrate an understanding of geography.
26.0	Perform technology applications relevant to customer care services. The student will be able to:
26.01	Keyboard by touch while communicating with customers.
26.02	Compose and retrieve e-mail messages.
26.03	Compose and retrieve voice mail messages.
26.04	Practice using tonality in communication and apply professionalism in written documentation.
26.05	Operate industry specific software.
26.06	Perform data entry operations.
26.07	Obtain and transmit customer information.
26.08	Perform basic computer operations.
26.09	Operate databases.
26.10	Access on-line help.
26.11	Use techniques to protect confidential messages that are transmitted electronically.
26.12	Access and add to existing electronic files.
27.0	Explain the importance of employability skill and entrepreneurship skills. The student will be able to:
27.01	Identify and demonstrate positive work behaviors needed to be employable.
27.02	Develop personal career plan that includes goals, objectives, and strategies.
27.03	Examine licensing, certification, and industry credentialing requirements.
27.04	Maintain a career portfolio to document knowledge, skills, and experience.

CTE Standards and Benchmarks

27.05	Evaluate and compare employment opportunities that match career goals.
27.06	Identify and exhibit traits for retaining employment.
27.07	Identify opportunities and research requirements for career advancement.
27.08	Research the benefits of ongoing professional development.
27.09	Examine and describe entrepreneurship opportunities as a career planning option.
28.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
28.01	Evaluate and justify decisions based on ethical reasoning.
28.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
28.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
28.04	Interpret and explain written organizational policies and procedures.

Florida Department of Education
Student Performance Standards

Course Title: Customer Assistance 2
Course Number: 8218020
Course Credit: 1

Course Description:

This course is designed to build upon the experiences and content of Customer Assistance 1. Emphasis is placed on developing supervisory skills for customer care specialist positions.

CTE Standards and Benchmarks	
29.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
29.01	Apply communication skills when monitoring the team.
29.02	Compose reports.
29.03	Exchange ideas in formal and informal settings.
30.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
30.01	Develop goals for customer care representatives.
30.02	Coach and mentor customer care representatives.
30.03	Assure productivity.
30.04	Organize teams.
30.05	Motivate teams.
30.06	Oversee quality assurance in the delivery of services.
30.07	Encourage team members to demonstrate initiative, courtesy, loyalty, honesty, and punctuality.
31.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
31.01	Apply appropriate mathematical processes relevant to the customer care services industry.
31.02	Demonstrate proficiency using a ten-key pad.

CTE Standards and Benchmarks

31.03	Reconcile reports.
31.04	Recognize different types of customer numerical data.
31.05	Apply basic bookkeeping principles.
31.06	Interpret charts and graphs.
31.07	Forecast, schedule, and track data.
32.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
32.01	Develop an employability plan related to job requirements and career expectations in the customer care services industry.
33.0	Participate in simulated work-based learning experiences. The student will be able to:
33.01	Participate in simulated work-based learning experiences in a customer care services environment.
33.02	Compare and contrast the software applications used in a customer care services environment.
33.03	Discuss the supervisory/management skills needed in a customer care services environment.
34.0	Demonstrate human relations and interpersonal skills necessary for customer care services. The student will be able to:
34.01	Demonstrate the skills necessary for advancement in the customer care services industry.
34.02	Manage stress.
34.03	Provide service to diverse groups.
34.04	Apply courtesy within a diverse workplace.
34.05	Apply courtesy within the customer base.
34.06	Implement company policies and procedures.
34.07	Prepare work schedules for a call center/department.
35.0	Perform problem solving activities relevant to customer care services. The student will be able to:
35.01	Apply problem solving techniques when dealing with the team.
35.02	Track service breakdowns.
36.0	Develop communication skills and techniques relevant to customer care services. The student will be able to:
36.01	Demonstrate an understanding of automated call distribution technology components.

CTE Standards and Benchmarks

36.02	Operate automated call distribution technology.
36.03	Monitor automated call distribution technology.
37.0	Perform technology applications relevant to customer care services. The student will be able to:
37.01	Operate spreadsheet software.
37.02	Access and research the Internet.
37.03	Analyze situations in which technology can positively and negatively impact customer service.
37.04	Implement techniques to protect confidential messages that are transmitted via technology.
37.05	Read and correctly interpret data using call center statistical software.
38.0	Use information technology tools. The student will be able to:
38.01	Use personal information management (PIM) applications to increase workplace efficiency.
38.02	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.
38.03	Employ computer operations applications to access, create, manage, integrate, and store information.
38.04	Employ collaborative/groupware applications to facilitate group work.
39.0	Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:
39.01	Employ leadership skills to accomplish organizational goals and objectives.
39.02	Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.
39.03	Conduct and participate in meetings to accomplish work tasks.
39.04	Employ mentoring skills to inspire and teach others.
40.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
40.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
40.02	Employ critical thinking and interpersonal skills to resolve conflicts.
40.03	Identify and documents workplace performance goals and monitor progress toward those goals.
40.04	Conduct technical research to gather information necessary for decision-making.
41.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:

CTE Standards and Benchmarks

41.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
41.02	Explain emergency procedures to follow in response to workplace accidents.
41.03	Create a disaster and/or emergency response plan.
42.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
42.01	Describe the nature and types of business organizations.
42.02	Explain the effect of key organizational systems on performance and quality.
42.03	List and describe quality control systems and/or practices common to the workplace.
42.04	Explain the impact of the global economy on business organizations.
43.0	Demonstrate money-management concepts, procedures and strategies. The student will be able to:
43.01	Identify and describe the services and legal responsibilities of financial institutions.
43.02	Describe the effect of money management on career goals.
43.03	Develop a budget and financial goals.
43.04	Complete financial instruments for making deposits and withdrawals.
43.05	Maintain financial records.
43.06	Read and reconcile financial statements.
43.07	Research, compare and contrast investment opportunities.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

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English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Residential Property Management
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8300600
CIP Number	0552150100
Grade Level	9 - 12
Standard Length	4 credits
CTSO	FBLA BPA SkillsUSA
SOC Codes	11-9141 – Property, Real Estate and Community Association Managers 11-1021 – General and Operations Managers 11-3011 – Administrative Service Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Finance career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business & Administration career cluster.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four (4) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8300610	Residential Property Management 1	BUS ED 1 @2 BUS DP @7	1 credit	43-4051	2	
8300620	Residential Property Management 2		1 credit	11-1021	2	
8200420	Business Cooperative Education Organization and Management	ANY BUS ED w/TC COOP ED @7 BUS ED 1 @2 TC COOP ED @7 VOE @7	1 credit	NA	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge of the residential property management function.
- 17.0 Identify and discuss legal and ethical issues related to residential property management.
- 18.0 Describe and evaluate best practices for residential property leasing and marketing.
- 19.0 Explain common practices and procedures for maintaining residential property.
- 20.0 Recommend appropriate risk management and safety protocol for residential property.
- 21.0 Demonstrate knowledge of the residential property management function.
- 22.0 Demonstrate effective business communication skills.
- 23.0 Demonstrate employability skills.
- 24.0 Perform designated job skills.
- 25.0 Demonstrate work ethics.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Residential Property Management 1
Course Number: 8300610
Course Credit: 1

This course is designed to develop competencies in business management, legal and ethical issues, marketing, maintaining residential property, and risk management. Students will identify and analyze the fundamentals of residential property management. The use of technology and development of communication skills is an integral part of this program.

CTE Standards and Benchmarks	
16.0	Demonstrate knowledge of the residential property management function. The student will be able to:
16.01	Identify terminology related to property management
16.02	Identify residential types and characteristics
16.03	Identify and describe forms of residential property management
16.04	Identify and describe methods and reasons for owning residential property
16.05	Identify investing entities
16.06	Describe investment performance, resident satisfaction, and legal and ethical adherence.
16.07	Describe employment structure for property managers, including fee-management, owner-management, and agency.
16.08	Identify and describe the 5 P’s – People, Product, Promotion, Place, and Price
16.09	Describe and evaluate market, property, and financial conditions and prepare a “Management Plan.”
16.10	Identify professional trade organizations that support residential property management - National Apartment Association (NAA), Institute of Real Estate Management (IREM), National Multifamily Housing Council (NMNC), and National Association of Residential Property Managers (NARPM).
17.0	Identify and discuss legal and ethical issues related to residential property management. The student will be able to:
17.01	Demonstrate an understanding of contractual relationships.
17.02	Identify the elements of an enforceable contract.
17.03	Differentiate among classes of contracts (e.g., bilateral and unilateral, express and implied, oral and written).

CTE Standards and Benchmarks

17.04	Explain how offer and acceptance can create contractual rights and duties.
17.05	Determine whether an agreement is enforceable as a contract.
17.06	Differentiate among the ways that assent can be disrupted (e.g., fraud, non-disclosure, misrepresentation, mistake, duress, undue influence).
17.07	Define and distinguish among different types of consideration and list the exceptions to the requirements of consideration.
17.08	Identify people who lack contractual capacity.
17.09	List the ways a contract can be discharged.
17.10	Identify legislation that regulates employee rights (e.g., Americans with Disabilities Act, Age Discrimination in Employment Act, Family and Medical Leave Act).
17.11	Identify legislation that regulates employment conditions (e.g., Fair Labor Standards Act, Immigration Reform and Control Act, Occupational Safety and Health Act).
17.12	Differentiate between requirements for insurable interest for property insurance with those needed for life insurance.
17.13	Compare and contrast the different types of other insurance (e.g., property, liability, automobile, homeowners', disability, and marine).
18.0	Describe and evaluate best practices for residential property leasing and marketing. The student will be able to:
18.01	Define marketing and advertising.
18.02	Describe the role of marketing and advertising in effective property management.
18.03	Identify and evaluate property and market conditions.
18.04	Define and prepare a "Market Survey."
18.05	Identify protected classes and distinguish between discriminatory and non-discriminatory advertising, rental criteria, and leasing practices.
18.06	Discuss guidelines pertaining to requests for reasonable accommodations/modifications for persons with disability.
18.07	Discuss the direct relationship between effective leasing, occupancy levels, and property revenues.
18.08	Describe the effects of establishing rent schedules, concessions, and resident retention on financial performance.
18.09	Identify effective and ineffective marketing efforts.
18.10	Define the "Leasing Professional" position.
18.11	Identify best practices for marketing residential property.

CTE Standards and Benchmarks

18.12	Define lease application and describe how they relate to a property's rental criteria.
18.13	Define "Lease Expiration Matrix."
18.14	Describe and prepare a lease, key, and move-in document.
18.15	Describe a move-in inspection and develop a plan. .
18.16	Describe the lease renewal process and discuss resident communication methods.
19.0	Explain common practices and procedures for maintaining residential property. The students will be able to:
19.01	Identify basic tools used for residential property management.
19.02	Define contrast routine, corrective, and preventative maintenance.
19.03	Describe the "service request" process.
19.04	Identify routine property management maintenance practices.
19.05	Discuss resident safety, efficient maintenance, and equipment and supply up-keep.
19.06	Develop a preventative maintenance program plan.
19.07	Explain inventory of maintenance supplies.
19.08	Describe inspection protocol and explain how results are used to plan maintenance needs.
19.09	Explain the procedure for assessing property conditions for adherence to quality standards and company policies.
19.10	Define contractors and vendors and describe their role in effective property management.
19.11	Define and discuss a "request for proposal (RPF)."
19.12	Describe "Green" building practices.
19.13	Discuss the importance of proper maintenance procedures in property management.
20.0	Recommend appropriate risk management and safety protocol for residential property. The student will be able to:
20.01	Discuss federal laws that ensure workplace health, safety, security and privacy. Include: OSHA, Drug-free workplace Act, ADA, HIDAA, Sarbanes-Oxley Act.
20.02	Investigate how to conduct a needs analysis to identify an organization's safety requirements. Discuss occupational injury and illness prevention and compensation and general health and safety practices.

CTE Standards and Benchmarks

20.03	Identify a return-to-work process after injury or illness to ensure a safe workplace. Include modified duty assignment, reasonable accommodations and medical exam.
20.04	Discuss how to develop workplace policies that protect employees and minimize organization's loss and liability. Include employer response, workplace violence and substance abuse and how to train workforce on security plans. Include organizational incident and emergency response plans, internal investigation and monitoring.
20.05	Make a business continuity and disaster plan that includes workforce training.
20.06	Develop policies and procedures for appropriate use of electronic media, including email, social media, web access, and use of hardware.
20.07	Develop internal and external privacy policies that discuss identity theft, data protection and workplace monitoring.
20.08	Develop procedures on workplace safety, health and security enforcement agencies. Include return to work procedures, workplace safety and security risks.
20.09	Identify employer and employee rights regarding substance abuse.
20.10	Plan for business continuity and disaster recovery plan (data storage and back up, alternative work conditions).
20.11	Discuss data integrity techniques and technology, including social media, monitoring software.
20.12	Discuss financial management practices, including procurement policies, credit and policies and expense management.

**Florida Department of Education
Student Performance Standards**

Course Title: Residential Property Management 2
Course Number: 8300620
Course Credit: 1

This course is designed to develop competencies in finance and accounting practices, human resource functions, business communication skills, and employability skills. Students will prepare for the workforce through experiential learning. Emphasis is placed on job readiness and career development.

CTE Standards and Benchmarks	
21.0	Demonstrate knowledge of the residential property management function. The student will be able to:
21.01	Identify residential property finance and accounting practices and calculate financial performance metrics
21.02	Explain the impact of the global economy on business organizations.
21.03	Develop an awareness of effective credit management.
21.04	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner's equity, and balance sheet).
21.05	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, proof of cash, petty cash, and journal entries related to all banking activities).
21.06	Identify and use communication technology in an accounting environment such as word processing and email.
21.07	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).
21.08	Identify property income and expenses.
21.09	Describe before-tax cash flow potential of a real estate investment.
21.10	Prepare a cash flow pro forma.
21.11	Describe and evaluate operating budgets and income statements.
21.12	Describe capitalization rate and cash-on-cash return and explain how they are apply to residential property management.
21.13	Describe property invoices and the process for paying them.

CTE Standards and Benchmarks

21.14	Describe a Budget Variance Report and identify significant variances.
21.15	Define “Physical Occupancy” and “Economic Occupancy” and identify their relevance in monitoring property performance.
22.0	Describe human resource functions and effective management practices related to residential property management. The student will be able to:
22.01	Identify information relating to an organization’s internal operations and strategic development. Include discussion of finance, marketing and IT areas.
22.02	Identify types of strategic relationships with key positions within an organization to impact organizational decision making.
22.03	Develop strategies to manage change within the organization that balances the needs of the organization, employees and other stakeholders.
22.04	Identify ways to develop and communicate organization’s core values and mission.
22.05	Discuss enterprise risk management and identify policies that protect an organization from potential risk.
22.06	Identify organization’s mission, vision, values, business goals, objectives, plans, and processes.
22.07	Describe procedures to conduct job analysis to create and develop job descriptions and competencies.
22.08	Identify, review, document and update examples of essential job functions for positions.
22.09	Describe criteria for hiring, retraining, retaining and promoting based on job descriptions.
22.10	Develop a strategy to select appropriate candidates for a position, including: applicant tracking, interviewing, reference and background checking. Investigate interviewing techniques.
22.11	Practice developing, extending and negotiating job offers.
22.12	Describe post offer employment responsibilities, including: employment agreements, 109 procedures, coordinating relocation and immigration.
22.13	Develop orientation procedures for new and rehires.
22.14	Develop and implement organizational exit for voluntary and involuntary terminations.
22.15	Develop and implement an Affirmative Action Plan.
22.16	Develop a record retention procedure for managing documents and employee files.
22.17	Describe a coaching process for managers to effectively manage organizational talent.
22.18	Identify federal laws and regulations that govern organization’s compensation and benefits programs. Include: FLSA, ERISA, FMLA, and USERRA.
22.19	Identify steps to ensure human resource development activities meet federal laws and regulations.

CTE Standards and Benchmarks

22.20	Identify employee training programs (including leadership skills, harassment prevention, and IT skills) to improve individual and organizational effectiveness.
22.21	Describe performance management methods, including goal setting, relationships to compensation, job placements, and promotions.
22.22	Analyze techniques to assess training program effectiveness, including the use of applicable metrics, including participant surveys, pre and post testing.
23.0	Demonstrate effective business communication skills. The student will be able to:
23.01	Locate, comprehend and evaluate key elements of oral and written information.
23.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
23.03	Present information formally and informally for specific purposes and audiences.
23.04	Deliver impromptu and planned speeches.
23.05	Communicate in a multicultural setting (e.g., with people from varying international, cultural, ethnic, and racial backgrounds).
23.06	Perform communication activities (e.g., receive calls, place calls, text, IM, gather and record information).
23.07	Project a positive impression in person and acknowledging the importance of making eye contact.
23.08	Function as a team member and participate in group discussions to identify and resolve problems.
23.09	Identify how team's effectiveness impacts company's profitability.
23.10	Organize and lead discussions.
23.11	Participate as a team leader and team member at meetings.
23.12	Answer questions in formal and information situations.
23.13	Use corporate business vocabulary appropriate for entry-level jobs and discuss appropriate use of slang communication and demonstrate understanding that slang is never appropriate in the business environment.
23.14	Locate, organize and interpret information obtained from various sources (e.g., business correspondence, professional articles, supporting graphic materials, manuals, computer printouts, electric sources).
23.15	Describe methods used by management to communicate with employees (e.g., formal and informal).
23.16	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail and internet applications.
23.17	Employ computer operations applications to access, create, manage, integrate, and store information.
23.18	Compare and contrast the legal procedures and processes for forming and dissolving various forms of business ownership (e.g., sole proprietorship associations, registered partnerships having limited liability, limited liability company, corporation, and

CTE Standards and Benchmarks

franchise).

23.19 Demonstrate an understanding of contractual relationships.

23.20 Exhibit Resident Retention skills that aid in achieving customer service satisfaction.

24.0 Demonstrate employability skills. The student will be able to:

24.01 Discuss the impact of time management practices on one's personal and professional image.

24.02 Project professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.

24.03 Apply principles of group dynamics in structured activities.

24.04 Exhibit a positive attitude and professional behavior.

24.05 Participate in school, community, and/or volunteer activities.

24.06 Demonstrate effective time management skills.

24.07 Complete a resume and cover letter.

24.08 Describe appropriate responses to feedback from supervisors.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Cooperative Education Organization and Management
Course Number: 8200420
Course Credit: 1

Course Description:

This course provides Business Cooperative Education students with a common class that can be used to reinforce and provide additional competencies in their selected Business Management & Administration program. Curriculum may include maintaining job related forms and instruction in subjects related to the specific job that the student is performing.

For this internship, the rules, guidelines, and requirements are specified in the Florida Department of Education [Cooperative Education Manual](#).

Standards and Benchmarks	
25.0	Perform designated job skills. The student will be able to:
25.01	Perform tasks as outlined in the training plan.
25.02	Demonstrate job performance skills.
25.03	Demonstrate safety procedures on the job.
25.04	Maintain appropriate records.
25.05	Attain an acceptable level of productivity.
25.06	Demonstrate appropriate dress and grooming habits.
26.0	Demonstrate work ethics. The student will be able to:
26.01	Follow directions.
26.02	Demonstrate good human relations skills on the job.
26.03	Demonstrate good work habits.
26.04	Demonstrate acceptable business ethics.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>.

For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

SkillsUSA is the intercurricular career and technical student organization for providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.shtml>.

Florida Department of Education
Curriculum Framework

Program Title: Business Management and Analysis
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8301100
CIP Number	0552070110
Grade Level	9-12
Standard Length	6 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	11-1021 – General and Operations Managers 15-1151 – Computer User Support Specialists 11-3121 – Human Resources Manager 13-1111 – Management Analysts
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to communication skills, forms of business ownership and organizational structures, supervisory/management functions and skills, accounting concepts and practices, business law concepts, leadership skills, business ethics, governmental regulations, human resources and management issues, financial and data analysis, database development and queries, and career development.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of six (6) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8215120	Business and Entrepreneurial Principles	ACCTING @ 7 7 G BUS ED 1 @2 MANAG SUPV 7 G	1 credit	11-1021	3	
8203310	Accounting Applications I	ACCTING @ 7 7 G BANK FINC @7 7G BOOKKEEPIN @4 @7 7 G BUS ED 1 @2 MANAG SUPV 7 G MKTG 1 @2 MKTG MGMT 7G TC COOP ED @7 VOE @7	1 credit		3	
8301110	Management and Human Resources	ACCTING @ 7 7 G BUS ED 1 @2	1 credit		11-3121	3
8301120	Business Analysis	MANAG SUPV 7 G	1 credit	13-1111	3	
8215130	Legal Aspects of Business	ACCTING @ 7 7 G BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit	11-1021	3	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate language arts knowledge and skills.
- 17.0 Demonstrate and apply oral and written communication skills in creating, expressing and interpreting information and ideas on a personal and professional manner.
- 18.0 Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance.
- 19.0 Use information technology tools.
- 20.0 Analyze current and emerging workplace trends and issues and determine potential impact on career and job objectives and workplace performance.
- 21.0 Demonstrate an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 22.0 Practice quality performance in the learning environment and the workplace.
- 23.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 24.0 Solve problems using critical thinking skills, creativity and innovation.
- 25.0 Demonstrate mathematics knowledge and financial planning strategies and skills.
- 26.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 27.0 Justify the need to gain and maintain competitive advantage.

- 28.0 Perform human resources management activities.
- 29.0 Analyze the impact and relationship of government regulations and community involvement on business management decisions.
- 30.0 Perform supervisory/management functions.
- 31.0 Describe management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 32.0 Practice quality performance in the learning environment and the workplace.
- 33.0 Exhibit customer service skills.
- 34.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations.
- 35.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 36.0 Apply accounting principles and concepts to the performance of accounting activities.
- 37.0 Apply accounting principles and concepts using appropriate technology.
- 38.0 Describe how formulating policies and guiding the change process supports the organizations' mission and strategic goals.
- 39.0 Research and explain how evaluating organizational effectiveness contributes to the overall strength of the business.
- 40.0 Describe how sourcing and recruitment planning are important to the organization's ability to achieve goals and objectives.
- 41.0 Explore and discuss how hiring and retention planning are critical to organizational success.
- 42.0 Research and develop tools and programs that support employee training and professional development.
- 43.0 Investigate and prepare employee development tools and performance appraisals to meet organizational needs.
- 44.0 Research and evaluate compensation and benefit programs and their impact on organizational goals, objectives and values.
- 45.0 Explore the manner and importance of maintaining relationships and working conditions to balance employer and employee needs and rights in support of organizational goals and objectives.
- 46.0 Evaluate how to provide a safe, secure work environment that protects the organization from liability.
- 47.0 Describe management functions and organizational structures at the workplace.
- 48.0 Demonstrate skills for accounting work-based learning experiences.
- 49.0 Apply accounting principles and concepts to the performance of accounting activities.
- 50.0 Apply accounting principles and concepts using appropriate technology.
- 51.0 Manage business information using appropriate software.
- 52.0 Evaluate business and financial information to support internal decision making.
- 53.0 Demonstrate fundamental techniques and methods used in the analysis of computerized business activities, including consideration of information requirements, resources, and its impact on business decisions.
- 54.0 Describe the implications of professional values, ethics, and attitudes in business.
- 55.0 Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing.
- 56.0 Participate in work-based learning experiences.
- 57.0 Demonstrate an understanding of business law concepts.
- 58.0 Demonstrate an understanding of different types of insurance.
- 59.0 Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 60.0 Practice quality performance in the learning environment and the workplace.
- 61.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Business and Entrepreneurial Principles
Course Number: 8215120
Course Credit: 1

Course Description:

This course is designed to provide an introduction to business organization, management, and entrepreneurial principles. Topics include communication skills, various forms of business ownership and organizational structures, supervisory/management skills, leadership skills, human resources management activities, business ethics, and cultural diversity. Emphasis is placed on job readiness and career development. The use of computers is an integral part of this program.

CTE Standards and Benchmarks	
16.0	Demonstrate language arts knowledge and skills. The student will be able to:
16.01	Locate, comprehend and evaluate key elements of oral and written information.
16.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
16.03	Present information formally and informally for specific purposes and audiences.
17.0	Demonstrate and apply oral and written communication skills in creating, expressing and interpreting information and ideas on a personal and professional manner. The student will be able to:
17.01	Deliver impromptu and planned speeches.
17.02	Communicate in a multicultural setting (e.g., with people from varying international, cultural, ethnic, and racial backgrounds).
17.03	Perform communication activities (e.g., receive calls, place calls, text, IM, gather and record information).
17.04	Project a positive impression in person and acknowledging the importance of making eye contact.
17.05	Function as a team member and participate in group discussions to identify and resolve problems.
17.06	Identify how team’s effectiveness impacts company’s profitability.
17.07	Organize and lead discussions.
17.08	Participate as a team leader and team member at meetings.

CTE Standards and Benchmarks

17.09	Answer questions in formal and information situations.
17.10	Use corporate business vocabulary appropriate for entry-level jobs and discuss appropriate use of slang communication and demonstrate understanding that slang is never appropriate in the business environment.
17.11	Locate, organize and interpret information obtained from various sources (e.g., business correspondence, professional articles, supporting graphic materials, manuals, computer printouts, electronic sources).
17.12	Describe methods used by management to communicate with employees (e.g., formal and informal).
17.13	Differentiate among various electronic and non-electronic telecommunication methods used to communicate with employees.
17.14	Demonstrate and apply active listening techniques to obtain and clarify information.
17.15	Identify and overcome major barriers to listening.
17.16	Identify relevant information in oral communications.
17.17	Determine when more information is needed and ask appropriate questions.
17.18	Distinguish fact from opinion (e.g., media, Internet).
17.19	Obtain key facts through courteous attention to multiple speakers within a group.
17.20	Interpret verbal and nonverbal cues/behaviors that enhance communication.
17.21	Give examples of how nonverbal messages have different meanings in various cultures.
17.22	Demonstrate an understanding of the importance of establishing and maintaining a work-related network through social contacts and discuss how to use business-oriented social networking.
17.23	Use appropriate etiquette and manners when communicating with people of varying cultures.
17.24	Develop and interpret tables and charts to support written and oral communications.
17.25	Exhibit public relations skills that aid in achieving customer service satisfaction.
17.26	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.0	Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. The student will be able to:
18.01	Gather and compile data using a wide variety of references and research resources Communicate using electronic messaging technologies and applications.
18.02	Apply the rules of electronic messaging etiquette.
18.03	Revise and edit business documents and e-mails to ensure they are clear, correct, concise, complete, consistent, and courteous.

CTE Standards and Benchmarks

18.04	Compose and create business communications appropriate for specific audiences.
18.05	Present findings of projects in a formal presentation using appropriate graphics, media, and support materials.
18.06	Analyze and synthesize information obtained from print and electronic resources for group discussions and team building activities.
19.0	Use information technology tools. The student will be able to:
19.01	Use personal information management (PIM) applications to increase workplace efficiency.
19.02	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail and internet applications.
19.03	Employ computer operations applications to access, create, manage, integrate, and store information.
19.04	Employ collaborative/groupware applications to facilitate group work.
19.05	Employ real time work with the cloud technologies.
20.0	Analyze current and emerging workplace trends and issues and determine potential impact on career and job objectives and workplace performance. The student will be able to:
20.01	Identify changing trends in the workplace.
21.0	Demonstrate an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
21.01	Define management.
21.02	Identify the different levels of management.
21.03	Compare and contrast the various forms of business ownership (e.g., sole proprietorships, partnerships, corporations) and other organizational structures (e.g., nonprofit organizations, governmental agencies).
21.04	Identify variations of basic forms of business ownership (e.g., franchises, employer stock ownership programs).
21.05	List the advantages and disadvantages of each form of business ownership.
21.06	Describe the advantages and disadvantages of the team concept to an organization.
21.07	Analyze organizational charts and discuss how various supervisory/management positions fit into the organizational structure.
21.08	Describe the role of technology in the overall management process.
21.09	Define the entrepreneurial way of thinking (e.g., opportunity, recognition, risk and reward) and discuss its importance to the American economy.
21.10	Apply the entrepreneurial way of thinking in one's own life.

CTE Standards and Benchmarks

21.11	Compare and contrast the legal procedures and processes for forming various forms of business ownership (e.g., sole proprietorship, partnership, limited partnership, joint ventures, limited partnership associations, registered partnerships having limited liability, limited liability company, corporation, franchise).
21.12	Distinguish a limited partnership from a general partnership.
21.13	Discuss partnership rights (e.g., tenancy in partnership, sharing of profits, right to manage, right to reimbursement, right to inspect the books, right to an account).
21.14	Describe the powers and duties of partners (limited partners, general partners in a limited partnership, silent, dormant, secret).
21.15	Describe how partnerships may be dissolved (e.g., acts of the partners, operation of the law, order of the court).
21.16	Explain the winding up of partnership affairs and the distribution of assets after the dissolution of a partnership.
21.17	Define a limited liability corporation.
21.18	Describe the nature of management responsibilities in a limited liability corporation.
21.19	Describe the effects of failing to maintain the proper structure of a limited liability corporation.
21.20	Define a corporation and explain why a corporation is a legal entity.
21.21	Identify characteristics of a franchise and describe where franchises fit in the economic and legal framework.
21.22	Describe the pros and cons of owning a franchise.
22.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
22.01	Discuss the importance of time management, both professional and personally, including the consequences of poor time management skills.
22.02	Perform a personal time management analysis.
23.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
23.01	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
23.02	Apply decision-making processes to business applications.
23.03	Describe the characteristics (e.g., leadership qualities, leadership styles, personality traits) of effective business supervisors, managers, or entrepreneurs.
23.04	Develop a personal and business code of ethical behavior.
23.05	Explain the importance of trust for the successful conduct of business.

CTE Standards and Benchmarks

23.06	Identify examples of unethical behaviors that result in higher prices for consumers (e.g., insurance fraud).
23.07	Identify ethical issues resulting from technological advances (e.g., computer snooping, hacking).
23.08	Identify ethical issues involving employer/employee relationships (e.g., poor working conditions, hours wasted on the job, employee theft).
23.09	Identify ethical issues affecting consumers (e.g., false advertising, shoplifting).
23.10	Apply principles of group dynamics in structured activities.
23.11	Exhibit positive attitude and professional behavior.
23.12	Participate in school, community, and/or volunteer activities.
24.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
24.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
24.02	Employ critical thinking and interpersonal skills to resolve conflicts.
24.03	Identify and document workplace performance goals and monitor progress toward those goals.
24.04	Conduct technical research to gather information necessary for decision-making.
25.0	Demonstrate mathematics knowledge and financial planning strategies and skills. The student will be able to:
25.01	Demonstrate knowledge of arithmetic operations.
25.02	Analyze and apply data and measurements to solve problems and interpret documents.
25.03	Construct charts/tables/graphs using functions and data.
25.04	Describe the importance of financial statements.
26.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
26.01	Identify career paths in supervisory, management, and small business environments.
26.02	Participate in work-based learning experiences in a supervisory, management, or small business environment.
26.03	Demonstrate the use of technology in a supervisory, management, or small business environment.
26.04	Compare and contrast software applications used in a supervisory, management, or small business environment.

CTE Standards and Benchmarks

26.05	Develop an understanding of the integral value of a customer and practice the skills required to provide excellent customer service.
27.0	Justify the need to gain and maintain competitive advantage. The student will be able to:
27.01	Identify ways in which businesses compete with each other (e.g., quality, service, status, price).
27.02	Define market share.
27.03	Identify various forms of competition (e.g., pure competition, oligopoly, monopolistic competition, monopoly).
28.0	Perform human resources management activities. The student will be able to:
28.01	Identify the benefits of professional staff development (e.g., workshops, conferences, course work, membership in professional associations).
28.02	Explain, create and perform employee evaluations, describe the procedures used in the evaluation process, and identify the consequences of positive or negative performance appraisals.
28.03	Describe and research current legislation affecting the workplace and discuss the impact on businesses (e.g., affirmative action, right to privacy, drug testing, sexual harassment, safety).
28.04	Identify the kinds of benefits offered to employees (e.g., insurance plans; retirement plans; payroll deductions for savings bonds, cafeteria plans, 401K plans) and describe the proposal process of acquiring and negotiating benefits.
28.05	Describe methods used to compensate employees (e.g., minimum wage, wages, salary, commission). Describe the methods to negotiate employee compensation and the role of benchmark surveys.
28.06	Define “downsizing” and explain why it occurs and the impact of reducing workforce size.
29.0	Analyze the impact and relationship of government regulations and community involvement on business management decisions. The student will be able to:
29.01	Explain how tax policies, licensure requirements, and governmental regulations affect a business.
29.02	Identify ways companies can help their communities (e.g., jobs, taxes, contributions to community projects).
30.0	Perform supervisory/management functions. The student will be able to:
30.01	Describe the functions of management (e.g., planning, organizing, staffing, directing, controlling) and discuss how the functions are interrelated.
30.02	Identify factors of strategic planning and define the role of strategic planning in a business environment.
30.03	Define the purpose of a business plan and describe the major components included in a business plan.
30.04	Define the marketing concept and explain its impact on consumers.
30.05	Identify and describe examples of diverse marketing activities.

CTE Standards and Benchmarks

30.06 Define long-term and short-term planning.

30.07 Perform long-term and short-term planning activities for a specific event.

30.08 Develop a basic business plan.

**Florida Department of Education
Student Performance Standards**

Course Title: Accounting Applications 1
Course Number: 8203310
Course Credit: 1

Course Description:

This course emphasizes double-entry accounting; methods and principles of recording business transactions; the preparation of various documents used in recording income, expenses, acquisition of assets, incurrence of liabilities, and changes in equity; and the preparation of financial statements. The use of computers and appropriate software is required.

CTE Standards and Benchmarks	
31.0	Describe management functions and organizational structures as they relate to today’s workplace and employer/employee roles. The student will be able to:
31.01	Describe how accounting departments work within and across organizations.
31.02	Describe the roles and responsibilities of employees within the organization of a small, medium, or large accounting department (including the CFO, controller, accounting manager, accounts payable and receivable coordinator, payroll administrator, bookkeeper and credit and collection manager).
31.03	Explain the impact of the global economy on business organizations.
32.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
32.01	Apply appropriate organizational skills to manage time and resources.
32.02	Perform tasks accurately, completely, and with attention to detail on a consistent basis.
32.03	Think critically and make informed decisions.
32.04	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
32.05	Follow accepted rules, regulations, policies and workplace safety.
33.0	Exhibit customer service skills. The student will be able to:
33.01	Listen and identify customer’s needs and concerns.
33.02	Model appropriate ways to problem solve with customers in various situations.
33.03	Model proper business etiquette (including introductions, phone etiquette, dining, networking, marketing, online services and community service).

CTE Standards and Benchmarks

33.04	Develop a personal and work ethic (including punctuality, use of company's technology, and loyalty to company, distinction between personal and business tasks).
33.05	Develop and articulate a personal and business code of ethical behavior.
34.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations. The student will be able to:
34.01	Develop an awareness of effective credit management.
34.02	Prepare and analyze a personal budget.
35.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
35.01	Analyze job and career requirements and relate career interests to opportunities in accounting occupations in the global economy.
36.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
36.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner's equity, and balance sheet).
36.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, proof of cash, petty cash, and journal entries related to all banking activities).
36.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
36.04	Use payroll records to prepare and analyze transactions (including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).
36.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
36.06	Understand the purpose of financial accounting and the users of financial information.
37.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
37.01	Identify and use communication technology in an accounting environment such as word processing and email.
37.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).

**Florida Department of Education
Student Performance Standards**

Course Title: Management and Human Resources
Course Number: 8301110
Course Credit: 1

Course Description:

This course explores the reach and impact of managing people, one of the most important resources of an organization. Students are required to perform higher level strategic thinking. Topics include; management policy development, evaluating organizational effectiveness, sourcing and recruitment, hiring and retention planning, employee training, performance appraisals, compensation and benefit programs, maintaining working conditions and providing a safe working environment.

CTE Standards and Benchmarks	
38.0	Describe how formulating policies and guiding the change process supports the organizations' mission and strategic goals. The student will be able to:
38.01	Identify information relating to an organization's internal operations and strategic development. Include discussion of finance, marketing and IT areas.
38.02	Identify information from outside the organization; include reference to the general business environment, industry practices, technology advancements, economy, and labor force, legal and regulatory environment.
38.03	Identify types of strategic relationships with key positions within an organization to impact organizational decision making.
38.04	Identify important alliances with key people outside an organization to support strategic growth (e.g., community partnerships).
38.05	Develop strategies to manage change within the organization that balances the needs of the organization, employees and other stakeholders.
38.06	Identify ways to develop and communicate organization's core values and mission.
38.07	Demonstrate ways to support organization's core values and mission through modeling, communication and coaching.
39.0	Research and explain how evaluating organizational effectiveness contributes to the overall strength of the business. The student will be able to:
39.01	Explain how data describing human capital projections and related costs support the organization's general budget.
39.02	Identify types of legislative and regulatory changes that impact organizations. Discuss steps organizations might take to support, modify or oppose these types of changes.
39.03	Discuss enterprise risk management and identify policies that protect an organization from potential risk.
39.04	Identify organization's mission, vision, values, business goals, objectives, plans, and processes.

CTE Standards and Benchmarks

39.05	Identify and analyze legislative and regulatory processes.
39.06	Identify and analyze how design factors, implementation and evaluation impact strategic planning processes.
39.07	Identify and analyze how planning, organizing, directing and controlling impact management functions.
39.08	Describe examples of significant corporate governance procedures and compliance.
39.09	Identify cost benefit analysis factors utilized during the life cycle of a business, including growth scenarios, anticipated scenarios, economic stress, worst case scenarios and impact on net worth and earnings.
39.10	Describe business concepts, including competitive advantage, organizational branding, business case development, and corporate responsibility.
40.0	Describe how sourcing and recruitment planning are important to the organization's ability to achieve goals and objectives. The student will be able to:
40.01	Describe the importance and manner in which workforce planning and employment activities need to comply with applicable federal laws and regulations, including Title VII, ADA, EEOC, and Uniform Guidelines on Employee Selection Procedures, Immigration Reform and Control Act.
40.02	Identify workforce requirements needed to achieve an organization's strategic goals and objectives (include corporate recruiting, workforce expansion and reduction). Discuss costs/hire, selection ratios and adverse impact. Evaluate impact of compensation and benefits on recruitment and retention.
40.03	Describe procedures to conduct job analysis to create and develop job descriptions and competencies.
40.04	Identify, review, document and update examples of essential job functions for positions.
40.05	Describe criteria for hiring, retraining, retaining and promoting based on job descriptions.
40.06	Investigate labor market resources that influence an organization's ability to satisfy workforce requirements.
40.07	Describe how to assess internal and external workforce skills to determine availability of qualified candidates. Discuss skills testing, inventory, and workforce demographics. Develop performance appraisal processes.
40.08	Identify and describe internal and external recruitment resources including employee referrals, diversity groups, and social media.
40.09	Identify and describe measurement tools for workforce planning.
40.10	Describe methods, steps and plan to brand and market an organization to potential applicants.
41.0	Explore and discuss how hiring and retention planning are critical to organizational success. The student will be able to:
41.01	Develop a strategy to select appropriate candidates for a position, including: applicant tracking, interviewing, reference and background checking. Investigate interviewing techniques.
41.02	Practice developing, extending and negotiating job offers.

CTE Standards and Benchmarks

41.03	Describe post offer employment responsibilities, including: employment agreements, 109 procedures, coordinating relocation and immigration.
41.04	Develop orientation procedures for new and rehires.
41.05	Develop and implement organizational exit for voluntary and involuntary terminations.
41.06	Develop and implement an Affirmative Action Plan.
41.07	Develop a record retention procedure for managing documents and employee files.
41.08	Describe a coaching process for managers to effectively manage organizational talent.
42.0	Research and develop tools and programs that support employee training and professional development. The student will be able to:
42.01	Identify steps to ensure human resource development activities meet federal laws and regulations.
42.02	Describe an effective needs assessment that establishes priorities for HR development.
42.03	Identify employee training programs (including leadership skills, harassment prevention, and IT skills) to improve individual and organizational effectiveness.
42.04	Plan and evaluate performance appraisal processes.
42.05	Describe coaching to managers and executives regarding management of organizational talent.
43.0	Investigate and prepare employee development tools and performance appraisals to meet organizational needs. The student will be able to:
43.01	Describe career and leadership development theories and their applications, including succession planning and dual career ladders.
43.02	Identify and describe organization development theories and their application.
43.03	Describe training development techniques to create general and specialized training programs.
43.04	Identify facilitation techniques, instructional methods, and program delivery mechanisms.
43.05	Describe performance management methods, including goal setting, relationships to compensation, job placements, and promotions.
43.06	Analyze techniques to assess training program effectiveness, including the use of applicable metrics, including participant surveys, pre and post testing.
44.0	Research and evaluate compensation and benefit programs and their impact on organizational goals, objectives and values. The student will be able to:
44.01	Identify federal laws and regulations that govern organization's compensation and benefits programs. Include: FLSA, ERISA, FMLA, and USERRA.
44.02	Evaluate compensation policies, including pay structures, performance-based pay, internal and external equity. Investigate related

CTE Standards and Benchmarks

	budgeting and accounting practices and related fiduciary responsibilities.
44.03	Investigate how payroll information is managed, including new hires, adjustments and terminations.
44.04	Investigate how outsourced compensation and benefits components are managed, including payroll vendors, COBRA administration.
44.05	Describe how compensation and benefits programs are developed, managed, updated and evaluated; including health and welfare, wellness, retirement, and stock purchase.
44.06	Investigate how workforce is trained in compensation and benefits program, policies and processes. Include self-service technologies.
44.07	Discuss job evaluation methods, include job pricing and pay structures and non-cash compensation methods (e.g., equity programs, and non-cash rewards).
45.0	Explore the manner and importance of maintaining relationships and working conditions to balance employer and employee needs and rights in support of organizational goals and objectives. The student will be able to:
45.01	Discuss federal laws affecting employment in union and non-union environments; including laws regarding antidiscrimination policies, sexual harassment, labor relations and privacy. Include discussion of WARN, Act, Title VII, and NLRA.
45.02	Discuss how to investigate organizational climate by surveying employees. Include focus groups, employee surveys and staff meetings
45.03	Analyze employee relations programs that promote a positive organizational culture through employee recognition, special events, and diversity programs. Evaluate their effectiveness through metrics using exit interviews, employee surveys and turnover rates. Review employee involvement strategies, including employee management activities.
45.04	Discuss workplace policies and procedures, including employee handbook, reference guides and operating procedures. Include review of individual employment rights and practices, employment at will, negligent hiring, defamation. Include a discussion of unfair labor practices.
45.05	Investigate effective discipline policies based on organizational code of conduct and ethics. Consider disparate impact. Include review of workplace behavior issues, such as absenteeism and performance improvement.
45.06	Create termination process that addresses reductions in force, policy violations and poor performance. Consider disparate impact.
45.07	Evaluate grievance and dispute resolution, performance improvement policies. Discuss legal disciplinary procedures and techniques for investigating unbiased investigations.
45.08	Discuss how to resolve employee complaints filed with federal agencies regarding employment practices, working conditions and how to work with legal counsel and mediation and arbitration specialists.
45.09	Discuss how to participate in collective bargaining activities, including contract negotiations, costing and administration.
46.0	Evaluate how to provide a safe, secure work environment that protects the organization from liability. The student will be able to:
46.01	Discuss federal laws that ensure workplace health, safety, security and privacy. Include: OSHA, Drug-free workplace Act, ADA, HIDAA, Sarbanes-Oxley Act.
46.02	Investigate how to conduct a needs analysis to identify an organization's safety requirements. Discuss occupational injury and illness prevention and compensation and general health and safety practices.

CTE Standards and Benchmarks

46.03	Identify a return-to-work process after injury or illness to ensure a safe workplace. Include modified duty assignment, reasonable accommodations and medical exam.
46.04	Discuss how to develop workplace policies that protect employees and minimize organization's loss and liability. Include employer response, workplace violence and substance abuse and how to train workforce on security plans. Include organizational incident and emergency response plans, internal investigation and monitoring.
46.05	Make a business continuity and disaster plan that includes workforce training.
46.06	Develop policies and procedures for appropriate use of electronic media, including email, social media, web access, and use of hardware.
46.07	Develop internal and external privacy policies that discuss identity theft, data protection and workplace monitoring.
46.08	Develop procedures on workplace safety, health and security enforcement agencies. Include return to work procedures, workplace safety and security risks.
46.09	Identify employer and employee rights regarding substance abuse.
46.10	Plan for business continuity and disaster recovery plan (data storage and back up, alternative work conditions).
46.11	Discuss data integrity techniques and technology, including social media, monitoring software.
46.12	Discuss financial management practices, including procurement policies, credit and policies and expense management.

**Florida Department of Education
Student Performance Standards**

Course Title: Business Analysis
Course Number: 8301120
Course Credit: 1

Course Description:

This course is designed to provide a higher level of understanding of business systems, accounting concepts, working with financial information, data analysis skills, managing business information with appropriate software, requirements analysis of information systems, data modeling, and database management.

CTE Standards and Benchmarks	
47.0	Describe management functions and organizational structures at the workplace. The student will be able to:
47.01	Investigate how accounting and other departments work within and across organizations.
47.02	Describe how departments gather, store, use and share data.
48.0	Demonstrate skills for accounting work-based learning experiences. The student will be able to:
48.01	Apply accounting principles in an accounting environment.
48.02	Explore the use of technology in an accounting environment.
48.03	Complete a work-based simulation.
49.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
49.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner’s equity, and balance sheet).
49.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, and proof of cash, petty cash, and journal entries related to all banking activities).
49.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
49.04	Use payroll records to prepare and analyze transactions (including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).

CTE Standards and Benchmarks

49.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
49.06	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet)).
49.07	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
49.08	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
50.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
50.01	Identify and use the appropriate technology in an accounting environment.
50.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).
50.03	Research types of accounting systems.
51.0	Manage business information using appropriate software. The student will be able to:
51.01	Identify and use the appropriate software in a business environment.
51.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
51.03	Utilize technology to access, research, analyze, and interpret business information.
51.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
52.0	Evaluate business and financial information to support internal decision making. The student will be able to:
52.01	Identify and apply fundamentals of managerial accounting.
52.02	Analyze data to evaluate alternatives in making short-run and capital budget decisions.
52.03	Calculate and use break-even analysis and other related topics to make unstructured business decisions.
52.04	Evaluate customer and product/service profitability.
52.05	Prepare business plans, budgets, and forecasts to support the management process.
52.06	Evaluate the performance of an organization, its processes, and people.
53.0	Demonstrate fundamental techniques and methods used in the analysis of computerized business activities, including consideration of information requirements, resources, and its impact on business decisions. The student will be able to:

CTE Standards and Benchmarks

53.01	Describe data warehousing concepts and business applications.
53.02	Model business analysis using online analytical processing (OLAP), where data is interactively analyzed using multidimensional data from multiple perspectives.
53.03	Develop business reports using visualization and predictive analytics.
53.04	Describe data mining, text and web mining concepts and their business applications.
53.05	Describe data mining techniques, including: how it is used, benefits, and expectations. Identify business efforts affected by data mining and the types of benefits they experience (retail and consumer sales, marketing, fraud, health care applications, medical diagnostics, e-commerce, media, accounting, banking, credit, customer service).
54.0	Describe the implications of professional values, ethics, and attitudes in business. The student will be able to:
54.01	Identify the appropriate use of employer property.
54.02	Describe the role of confidentiality in business.
54.03	Identify the importance of making decisions that are based on ethical reasoning and describe the personal and long term consequences of unethical choices in the workplace.
54.04	Use ethical reasoning and judgment and act in accordance with legal responsibilities.
54.05	Demonstrate conflict resolution skills.
54.06	Recognize different personality styles and how to interact effectively with them in the workplace.
54.07	Discuss how values and attitudes influence behavior.

**Florida Department of Education
Student Performance Standards**

Course Title: Legal Aspects of Business
Course Number: 8215130
Course Credit: 1

Course Description:

This course is designed to provide an introduction to the legal aspects of business. Topics include business law concepts, forms of business ownership, insurance awareness, governmental regulations, management functions, human resources management issues, and career development. The use of computers is an integral part of this program.

CTE Standards and Benchmarks	
55.0	Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing. The student will be able to:
55.01	Demonstrate an understanding of the importance of establishing and maintaining a work-related network through social contacts.
55.02	Use appropriate etiquette and manners when communicating with people of varying cultures.
56.0	Participate in work-based learning experiences. The student will be able to:
56.01	Participate in work-based learning experiences in a supervisory, management, or small business environment.
56.02	Discuss the use of technology in a supervisory, management, or small business environment.
56.03	Compare and contrast software applications used in a supervisory, management, or small business environment.
57.0	Demonstrate an understanding of business law concepts. The student will be able to:
57.01	Demonstrate an understanding of contractual relationships.
57.02	Identify the elements of an enforceable contract.
57.03	Differentiate among classes of contracts (e.g., bilateral and unilateral, express and implied, oral and written).
57.04	Explain how offer and acceptance can create contractual rights and duties.
57.05	Determine whether an agreement is enforceable as a contract.
57.06	Differentiate among the ways that assent can be disrupted (e.g., fraud, non-disclosure, misrepresentation, mistake, duress, undue influence).

CTE Standards and Benchmarks

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| 57.07 | Define and distinguish among different types of consideration and list the exceptions to the requirements of consideration. |
| 57.08 | Identify people who lack contractual capacity. |
| 57.09 | Explain a minor's right to avoid a contract. |
| 57.10 | Describe the rules that apply to the interpretation of contracts. |
| 57.11 | Describe the rules that apply to contracts involving third parties. |
| 57.12 | List the ways a contract can be discharged. |
| 57.13 | Describe breach of contract and the remedies available when a contract is breached. |
| 57.14 | Define an agency relationship and list the ways that agency relationships may be created. |
| 57.15 | Discuss potential problems with signing employment contracts. |
| 57.16 | Determine questions that can and cannot be asked during an employment interview. |
| 57.17 | Determine which employees or applicants may be asked to participate in employee testing (e.g., aptitude, psychological, polygraph, and drug). |
| 57.18 | Identify legislation that regulates employee rights (e.g., Americans with Disabilities Act, Age Discrimination in Employment Act, Family and Medical Leave Act). |
| 57.19 | Identify legislation that regulates employment conditions (e.g., Fair Labor Standards Act, Immigration Reform and Control Act, Occupational Safety and Health Act). |
| 57.20 | Define key terms in computer law. |
| 57.21 | Identify circumstances under which the copyright of a computer program has been violated. |
| 57.22 | Describe the various kinds of federal, state, territory, and province statutes designed to combat computer crime and how regulations can be used to prevent the use of computers to invade privacy. |
| 57.23 | Describe the purposes of various consumer laws and explain their effect on the consumer's well-being. |
| 57.24 | Describe how local businesses can be a source of consumer assistance and identify consumer organizations, businesses, and governmental agencies that provide consumer assistance. |
| 57.25 | Differentiate among the various types of consumer fraud and explain steps that can be taken by victims to gain redress. |
| 57.26 | Distinguish fraudulent, misleading, and legitimate product claims and explain what the consumer should do if such claims lead to the purchase of a faulty product. |

CTE Standards and Benchmarks

58.0 Demonstrate an understanding of different types of insurance. The student will be able to:

58.01 Differentiate between requirements for insurable interest for property insurance with those needed for life insurance.

58.02 Compare and contrast the different types of life insurance (e.g., ordinary, limited payment, endowment, and term).

58.03 Compare and contrast the different types of other insurance (e.g., property, liability, automobile, homeowners', disability, and marine).

58.04 Compare and contrast the differences in health insurance coverage.

58.05 Demonstrate an understanding of professional liability (i.e., malpractice) coverage.

59.0 Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:

59.01 Compare and contrast the legal procedures and processes for forming and dissolving various forms of business ownership (e.g., sole proprietorship associations, registered partnerships having limited liability, limited liability company, corporation, and franchise).

60.0 Practice quality performance in the learning environment and the workplace. The student will be able to:

60.01 Discuss the impact of time management practices on one's personal and professional image.

61.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:

61.01 Project professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.

61.02 Apply principles of group dynamics in structured activities.

61.03 Exhibit a positive attitude and professional behavior.

61.04 Participate in school, community, and/or volunteer activities.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 Plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an

additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

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Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Accounting Applications
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8302100
CIP Number	0552030220
Grade Level	9-12
Standard Length	4 credit
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialist 43-3031 -- Bookkeeping, Accounting and Auditing Clerks
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as an Information Technology Assistant, Accounting Clerk, Accounting Associate, and Accounting Assistant in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupationally-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to double-entry accounting principles; methods of recording business transactions; preparation and analysis of various documents and financial statements; payroll records and tax forms; accounting control systems; account and transaction analysis; inventory methods; the aging process; depreciation; and the application of accounting principles to various entities.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four (4) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8203310	Accounting Applications 1	ACCTING @7 7 G BANK FINC @7 7G BOOKKEEPIN @4 @7 7 G BUS ED 1 @2 MANAG SUPV 7 G MKTG 1 @2 MKTG MGMT 7G TC COOP ED @7 VOE @7	1 credit	43-3031	3	
8203320	Accounting Applications 2	ACCTING @7 7 G BOOKKEEPIN @4 @7 7 G BUS ED 1 @2	1 credit		3	
8203330	Accounting Applications 3	TC COOP ED @7 VOE @7	1 credit		3	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Describe management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 17.0 Practice quality performance in the learning environment and the workplace.
- 18.0 Exhibit customer service skills.
- 19.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations.
- 20.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 21.0 Apply accounting principles and concepts to the performance of accounting activities.
- 22.0 Apply accounting principles and concepts using appropriate technology.
- 23.0 Analyze and explain organizational forms as they relate to today's workplace.
- 24.0 Demonstrate skills for accounting work-based learning experiences.
- 25.0 Apply accounting principles and concepts to the performance of accounting activities.
- 26.0 Describe the importance of professional ethics and legal responsibilities.
- 27.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 28.0 Solve problems using critical thinking skills, creativity and innovation.
- 29.0 Use information technology tools.
- 30.0 Describe the importance of professional ethics and legal responsibilities.

- 31.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 32.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 33.0 Participate in work-based learning experiences.
- 34.0 Apply accounting principles and concepts to the performance of accounting activities.
- 35.0 Apply accounting principles and concepts using appropriate technology.
- 36.0 Explain the importance of employability skills.
- 37.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 38.0 Apply the decision-making process to personal and family financial choices.
- 39.0 Analyze the use of consumer credit.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Accounting Applications 1
Course Number: 8203310
Course Credit: 1

Course Description:

This course emphasizes double-entry accounting; methods and principles of recording business transactions; the preparation of various documents used in recording income, expenses, acquisition of assets, incurrence of liabilities, and changes in equity; and the preparation of financial statements. The use of computers and appropriate software is required.

CTE Standards and Benchmarks	
16.0	Describe management functions and organizational structures as they relate to today’s workplace and employer/employee roles. The student will be able to:
16.01	Describe how accounting departments work within and across organizations.
16.02	Describe the roles and responsibilities of employees within the organization of a small, medium, or large accounting department (including the CFO, controller, accounting manager, accounts payable and receivable coordinator, payroll administrator, bookkeeper and credit and collection manager).
16.03	Explain the impact of the global economy on business organizations.
17.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
17.01	Apply appropriate organizational skills to manage time and resources.
17.02	Perform tasks accurately, completely, and with attention to detail on a consistent basis.
17.03	Think critically and make informed decisions.
17.04	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
17.05	Follow accepted rules, regulations, policies and workplace safety.
18.0	Exhibit customer service skills. The student will be able to:
18.01	Listen and identify customer’s needs and concerns.
18.02	Model appropriate ways to problem solve with customers in various situations.

CTE Standards and Benchmarks

18.03	Model proper business etiquette (including introductions, phone etiquette, dining, networking, marketing, online services and community service).
18.04	Develop a personal and work ethic (including punctuality, use of company's technology, and loyalty to company, distinction between personal and business tasks).
18.05	Develop and articulate a personal and business code of ethical behavior.
19.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations. The student will be able to:
19.01	Develop an awareness of effective credit management.
19.02	Prepare and analyze a personal budget.
20.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
20.01	Analyze job and career requirements and relate career interests to opportunities in accounting occupations in the global economy.
21.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
21.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner's equity, and balance sheet).
21.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, proof of cash, petty cash, and journal entries related to all banking activities).
21.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
21.04	Use payroll records to prepare and analyze transactions (including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).
21.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
21.06	Understand the purpose of financial accounting and the users of financial information.
22.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
22.01	Identify and use communication technology in an accounting environment such as word processing and email.
22.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).

**Florida Department of Education
Student Performance Standards**

Course Title: Accounting Applications 2
Course Number: 8203320
Course Credit: 1

Course Description:

This course is designed to continue the study of accounting principles. The content includes voucher systems, cash receipts, petty cash, payroll records, and internal control systems. The use of computers is required.

CTE Standards and Benchmarks	
22.0	Analyze and explain organizational forms as they relate to today’s workplace. The student will be able to:
22.01	Develop a working knowledge of individual income tax procedures and requirements to comply with tax laws and regulations.
22.02	Compare and contrast the various forms of business ownership (e.g., sole proprietorships, partnerships, corporations) and other organizational structures (e.g., nonprofit organizations, government agencies).
22.03	List the advantages and disadvantages of each form of business ownership.
23.0	Demonstrate skills for accounting work-based learning experiences. The student will be able to:
23.01	Apply accounting principles in an accounting environment.
23.02	Use technology in an accounting environment.
23.03	Complete a work-based simulation.
24.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
24.01	Identify and describe generally accepted accounting principles (GAAP), explain how the application of GAAP impacts the recording of financial transactions, and the preparation of financial statements. Discuss the move to International Financial Reporting Standards (IFRS).
24.02	Identify tax forms (e.g., personal, payroll, sales) necessary for compliance with local, state and federal agencies.
24.03	Describe an internal control system.
24.04	Apply accounting concepts to corporations and other business entities.
24.05	Compare and contrast the cost of merchandise inventory using various inventory valuation methods (including LIFO, FIFO, and weighted average).

CTE Standards and Benchmarks

24.06 Determine the aging of accounts receivable and a computation of allowance for doubtful accounts using the various methods.

24.07 Determine the aging of accounts payable.

24.08 Compute depreciation using Financial Accounting Standards Board (FASB) regulations and record the associated journal entries.

25.0 Describe the importance of professional ethics and legal responsibilities. The student will be able to:

25.01 Evaluate and justify decisions based on ethical reasoning.

25.02 Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.

25.03 Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.

25.04 Interpret and explain written organizational policies and procedures, including discrimination, whistleblowing, and sexual harassment.

26.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:

26.01 Employ leadership skills to accomplish organizational goals and objectives.

26.02 Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.

26.03 Conduct and participate in meetings to accomplish work tasks.

26.04 Employ mentoring skills to inspire and teach others.

**Florida Department of Education
Student Performance Standards**

Course Title: Accounting Applications 3
Course Number: 8203330
Course Credit: 1

Course Description:

This course continues the study of accounting principles and applies those principles to various entities. The content includes methods for determining the cost of merchandise inventory, general ledger account analysis, and the aging process. The use of computers is required.

CTE Standards and Benchmarks	
27.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
27.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
27.02	Employ critical thinking and interpersonal skills to resolve conflicts.
27.03	Identify and document workplace performance goals and monitor progress toward those goals.
27.04	Conduct technical research to gather information necessary for decision-making.
27.05	Gather information, extract key elements, analyze the impact of the data, and develop an appropriate solution.
28.0	Use information technology tools. The student will be able to:
28.01	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.
28.02	Employ computer operations applications to access, create, manage, integrate, and store information.
28.03	Employ collaborative/groupware application to facilitate group work.
29.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
29.01	Evaluate and justify decisions based on ethical reasoning.
29.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
29.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.

CTE Standards and Benchmarks

29.04	Interpret and explain written organizational policies and procedures.
30.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
30.01	Develop and implement a plan for maintaining quality service and production in an accounting environment.
31.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
31.01	Apply appropriate mathematical processes to accounting applications.
32.0	Participate in work-based learning experiences. The student will be able to:
32.01	Participate in work-based learning experiences in an accounting environment.
32.02	Discuss the application of accounting principles in an accounting environment.
32.03	Compare and contrast the software applications used in an accounting environment.
32.04	Discuss the management/supervisory skills needed in an accounting environment.
33.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
33.01	Analyze financial statement items to make informed business decisions.
33.02	Develop an awareness of managerial and cost accounting methods (including the job costing process, break - even analysis, budgeting, and internal reporting).
34.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
34.01	Select and use appropriate spreadsheet and accounting software to maintain accounting records.
34.02	Compare and contrast accounting application software.
35.0	Explain the importance of employability skills. The student will be able to:
35.01	Identify and demonstrate skills needed to be employable (e.g. teamwork, time management, listening, and observation skills).
35.02	Examine licensing, certification, and industry credentialing requirements.
35.03	Research the benefits of ongoing professional development.
36.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
36.01	Identify and describe the services and legal responsibilities of financial institutions.

CTE Standards and Benchmarks

36.02 Describe the effect of money management on personal and career goals.

36.03 Develop a personal budget and financial goals.

36.04 Complete financial instruments for making deposits and withdrawals.

36.05 Maintain financial records.

36.06 Read and reconcile financial statements.

36.07 Research, compare and contrast investment opportunities.

37.0 Apply the decision-making process to personal and family financial choices. The student will be able to:

37.01 Discuss the importance of taking responsibility for personal financial decisions.

37.02 Apply the decision-making process to making consumer choices.

37.03 Explain how limited personal financial resources affect the choices people make.

37.04 Describe how shared decision-making regarding expenditures works in a family setting.

37.05 Explain the interrelationship of time, energy, and money to achieving personal and family goals.

37.06 Identify why there are dual income families and the advantages and disadvantages they provide to the family.

37.07 Describe various ways in which families manage their money.

38.0 Analyze the use of consumer credit. The student will be able to:

38.01 Explain why consumer credit is important to business and consumers in today's economy.

38.02 Compare sources of consumer credit.

38.03 Analyze the benefits and cost of consumer credit.

38.04 Explain factors that affect credit worthiness and determine one's credit score.

38.05 Identify ways to avoid or correct credit problems.

38.06 Locate and understand sources of assistance if one experiences credit problems.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Court Reporting Technology
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8306100
CIP Number	0522030309
Grade Level	9-12
Standard Length	5 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	23-2091 – Court Reporters
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as court reporters, scopists, and transcriptionists in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to use the steno writer to record examination proceedings, testimony, judicial opinion, judge’s charge to jury, judgment or sentence of court, or other proceedings. Instruction includes specialized terminology and procedures used in the legal, medical, industry, insurance, and governmental fields as well as skills for recording multiple-voice. The content prepares persons to use stenographic skills to record speakers in addition to the preparation of transcripts. Concepts of legal, medical, and related industries are included in this program so that students may function effectively.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of five (5) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology OR	DIT Teacher Certifications	1 credit	23-2091	2	PA
8306110	Fundamentals of Court Reporting	BUS ED 1 @2 SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit		2	
8200230	Court Reporting Technology 1		1 credit		2	
8200240	Court Reporting Technology 2		1 credit		2	
8200250	Court Reporting Technology 3		1 credit		2	
8200260	Court Reporting Technology 4		1 credit		2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is an optional course in this and other programs within the Business Management & Administration Career Cluster. The standards associated with this course are listed first (01.0 – 15.0).

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.

OR

- 01.0 Perform e-mail activities.
- 02.0 Use computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 03.0 Demonstrate knowledge of legal principles and terminology.
- 04.0 Demonstrate employability skills.
- 05.0 Demonstrate mathematics knowledge and skills.
- 06.0 Demonstrate language arts knowledge and skills.

And

- 07.0 Demonstrate comprehension and communication skills.
- 08.0 Perform stenographic skills.
- 09.0 Demonstrate knowledge of computer/information systems.
- 10.0 Perform stenographic skills.

- 11.0 Perform oral and written communication activities.
- 12.0 Demonstrate knowledge of computer/information systems.
- 13.0 Perform stenographic skills.
- 14.0 Perform oral and written communication activities.
- 15.0 Perform stenographic skills.
- 16.0 Perform oral and written communication activities.
- 17.0 Demonstrate knowledge of computer/information systems.
- 18.0 Participate in work-based learning activities.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

Florida Department of Education
Student Performance Standards

Course Title: Fundamentals of Court Reporting
Course Number: 8306110
Course Credit: 1

Course Description:

CTE Standards and Benchmarks	
01.0	Perform e-mail activities. The student will be able to:
01.01	Describe and perform e-mail capabilities and functions. Create and send messages, manage signature and automated messages. Save, send, schedule, and manage junk mail, e-mail and spam. Configure message sensitivity, security and delivery options.
01.02	Use the Internet to perform e-mail activities, including: attaching external files, saving e-mail attachments, viewing mailbox details, establishing appointments, creating contact groups, and sending a meeting to a contact group to communicate in the workplace.
01.03	Adhere to cyber safety practices regarding Internet searches, email, chat rooms, and other social network websites.
02.0	Use computer networks, internet and online databases to facilitate collaborative or individual learning and communication. The student will be able to:
02.01	Demonstrate how to connect to the Internet and use appropriate Internet protocol.
02.02	Demonstrate proficiency using basic features of GUI browsers, including: bookmarks, basic configurations, e-mail configurations, and address books.
02.03	Configure appropriate browser security configurations.
02.04	Demonstrate proficiency using search engines and search tools.
03.0	Demonstrate knowledge of legal principles and terminology. The student will be able to:
03.01	Research basic legal terms.
03.02	Identify and define legal and Latin terminologies.
03.03	Identify basic legal concepts including civil and criminal law.
03.04	Explain the various court systems.
03.05	Explain the judicial system, including discovery, trial, hearings, administrative, and appellate processes.
03.06	Explain the legislative, executive, and governmental processes.

CTE Standards and Benchmarks

03.07 Demonstrate knowledge of various methods of researching legal citations including the use of current technology.

04.0 Demonstrate employability skills. The student will be able to:

04.01 Complete application forms.

04.02 Compose and create resumes.

04.03 Compose and create application letters.

04.04 Demonstrate appropriate job interview skills.

04.05 Demonstrate appropriate dress and grooming.

04.06 Conduct a job search.

04.07 Identify or demonstrate appropriate responses to criticism from employer, supervisor, or other employees.

04.08 Identify and demonstrate acceptable work habits.

04.09 Demonstrate knowledge of how to make job changes appropriately.

04.10 Demonstrate knowledge of the "Florida Right-To-Know Law" as recorded in Florida Statutes Chapter 442.

05.0 Demonstrate mathematics knowledge and skills. The student will be able to:

05.01 Demonstrate knowledge of arithmetic operations.

05.02 Perform mathematical calculations on the calculator and/or computer.

06.0 Demonstrate language arts knowledge and skills. The student will be able to:

06.01 Locate, comprehend and evaluate key elements of oral and written information.

06.02 Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.

06.03 Apply basic and advanced rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.

**Florida Department of Education
Student Performance Standards**

Course Title: Court Reporting Technology 1
Course Number: 8200230
Course Credit: 1

Course Description:

This course is designed to introduce and familiarize students with the role of official and freelance court reporters, scopists, transcriptionists and captioners as well as provide introductory training utilizing the steno writer for real-time conflict-free theory. Included will be an awareness of various fields and careers available in the court reporting profession.

CTE Standards and Benchmarks	
07.0	Demonstrate comprehension and communication skills. The student will be able to:
07.01	Read and comprehend technical and non-technical reading assignments related to course content, including, books, magazines and electronic sources.
07.02	Use appropriate vocabulary.
08.0	Perform stenographic skills. The student will be able to:
08.01	Write the spoken word contained for the assigned real-time translation of theory lessons with punctuation, speed and accuracy on a steno writer.
08.02	Read back from steno notes, computer screens, or steno writers distinctly and with authority.
08.03	Use proper spelling in all transcriptions.
08.04	Analyze stenographic notes and transcription techniques.
08.05	Continue development of speed and accuracy writing real-time translation theory on a steno writer.
09.0	Demonstrate knowledge of computer/information systems. The student will be able to:
09.01	Perform care and maintenance of basic computer hardware.
09.02	Install and remove software from a computer.
09.03	Setup a real-time system.

**Florida Department of Education
Student Performance Standards**

Course Title: Court Reporting Technology 2
Course Number: 8200240
Course Credit: 1

Course Description:

This course is designed to provide a foundation in the competencies necessary to complete the skills related to the occupation of court reporting. Competencies mastered in this course will provide the student with the skills necessary to continue in the court reporting profession for a scopist career. Students will learn how to write machine shorthand theory while simultaneously working on academic competencies for this course.

CTE Standards and Benchmarks	
10.0	Perform stenographic skills. The student will be able to:
10.01	Write the spoken word contained for the assigned real-time translation of theory lessons with punctuation, speed and accuracy on a steno writer.
10.02	Read back from plated and student’s own steno notes, computer screens, or steno writers distinctly and with authority.
10.03	Use proper spelling in all transcriptions.
10.04	Analyze stenographic notes and transcription techniques.
10.05	Continue development of speed and accuracy writing real-time translation theory on a steno writer.
11.0	Perform oral and written communication activities. The student will be able to:
11.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
11.02	Use appropriate vocabulary.
12.0	Demonstrate knowledge of computer/information systems. The student will be able to:
12.01	Demonstrate proficiency of a computer-aided transcription (CAT) system.
12.02	Perform data and dictionary archival.

**Florida Department of Education
Student Performance Standards**

Course Title: Court Reporting Technology 3
Course Number: 8200250
Course Credit: 1

Course Description:

This course builds upon the competencies necessary to complete the skills related to the occupation of court reporting. Competencies mastered in this course will provide the student with the skills necessary to continue in the court reporting profession for a transcriptionist career. Students will continue to build speed and accuracy on the steno machine while demonstrating knowledge of the court and legal system.

CTE Standards and Benchmarks

13.0	Perform stenographic skills. The student will be able to:
13.01	Write the spoken word contained for the assigned real-time translation of theory lessons with punctuation, speed and accuracy on a steno writer.
13.02	Read back from plated and student's own steno notes, computer screens, or steno writers distinctly and with authority.
13.03	Analyze stenographic notes and transcription techniques.
13.04	Continue development of speed and accuracy writing real-time translation theory on a steno writer.
14.0	Perform oral and written communication activities. The student will be able to:
13.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
13.02	Use appropriate vocabulary.

**Florida Department of Education
Student Performance Standards**

Course Title: Court Reporting Technology 4
Course Number: 8200260
Course Credit: 1

Course Description:

This course builds upon the competencies necessary to complete the skills related to the occupation of court reporting. Competencies mastered in this course will provide the student with the skills necessary to continue in the court reporting profession for a transcriptionist career. Students will continue to build speed and accuracy on the steno machine while demonstrating knowledge of the court and legal system.

CTE Standards and Benchmarks

15.0	Perform stenographic skills. The student will be able to:
15.01	Write the spoken word contained for the assigned real-time translation theory lessons with punctuation with speed and accuracy on a steno writer.
15.02	Read back from plated and student’s own steno notes, computer screens, or steno writers distinctly and with authority.
15.03	Analyze stenographic notes and transcription techniques.
15.04	Continue development of speed and accuracy writing real-time translation of theory lessons on a steno writer.
16.0	Perform oral and written communication activities. The student will be able to:
16.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
16.02	Use appropriate vocabulary.
17.0	Demonstrate knowledge of computer/information systems. The student will be able to:
17.01	Assume the role of the Court Reporting Technologist in the production of documents.
17.02	Perform data and dictionary archival.
18.0	Participate in work-based learning activities. The student will be able to:
18.01	Participate in work-based learning experiences as a Court Reporting Technologist.
18.02	Identify appropriate reference sources used in transcript preparation including the Internet and the CR forum.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Legal Administrative Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8306200
CIP Number	0522030105
Grade Level	9-12
Standard Length	5 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-4171 – Receptionists and Information Clerks 43-6011 – Executive Secretaries and Administrative Assistants 43-6012 – Legal Secretaries
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers as an Information Technology Assistant, Front Desk Specialist, Administrative Support, and Legal Administrative Specialist in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communications skills, higher level thinking skills, and decision making skills; legal terminology; the performance of office procedures specific to the legal environment; transcription of legal documents from machine dictation; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of five (5) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8215130	Legal Aspects of Business	ACCTING @ 7 7 G BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit	43-6011	3	
8306210	Legal Studies 1	BUS ED 1 @2 CLERICAL @7 7 G	1 credit	43-6012	2	
8306220	Legal Studies 2	SECRETAR 7 G MANAG SUPV 7 G	1 credit		2	
8306230	Legal Studies 3	TC COOP ED @7 VOE @7	1 credit		2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing.
- 17.0 Participate in work-based learning experiences.
- 18.0 Demonstrate an understanding of business law concepts.
- 19.0 Demonstrate an understanding of different types of insurance.
- 20.0 Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 21.0 Practice quality performance in the learning environment and the workplace.
- 22.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 23.0 Participate in work-based learning experiences in a legal office.
- 24.0 Apply professional oral and written communication skills in a courteous, concise, and correct manner.
- 25.0 Understand the basics of laws in the United States.
- 26.0 Describe court systems and trial processes.
- 27.0 Understand the different types of alternative dispute resolution.
- 28.0 Demonstrate courtroom demeanor and participate in a mock trial.
- 29.0 Discuss the juvenile justice system.
- 30.0 Discuss constitutional and criminal laws at the federal, state, and local levels.
- 31.0 Describe and explain the various steps of the criminal justice process.

- 32.0 Demonstrate knowledge of individual rights and liberties.
- 33.0 Participate in simulated work-based learning experiences in a legal administrative setting.
- 34.0 Apply professional oral and written communication skills in a courteous, concise, and correct manner.
- 35.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 36.0 Develop an awareness of the relevant legal administrative industry certification requirements, rules, and guidelines.
- 37.0 Demonstrate employability skills.
- 38.0 Demonstrate knowledge of the ethical and professional standards of the legal assistant.
- 39.0 Demonstrate basic knowledge of tort law.
- 40.0 Demonstrate knowledge of family law, rules, and procedures.
- 41.0 Perform legal office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 42.0 Use technology to increase legal office support productivity and enhance workplace performance.
- 43.0 Participate in simulated work-based learning experiences in a legal administrative setting.
- 44.0 Apply professional oral and written communication skills in a courteous, concise, and correct manner.
- 45.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 46.0 Demonstrate knowledge of legal operating systems.
- 47.0 Develop an awareness of the industry certification requirements, rules, and guidelines.
- 48.0 Demonstrate employability skills.
- 49.0 Demonstrate comprehension and communication of legal knowledge skills.
- 50.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Legal Aspects of Business
Course Number: 8215130
Course Credit: 1

Course Description:

This course is designed to introduce the legal aspects of business. Topics include business law concepts, forms of business ownership, insurance awareness, governmental regulations, management functions, human resources management issues, and career development. The use of computers is an integral part of this program.

CTE Standards and Benchmarks	
16.0	Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing. The student will be able to:
16.01	Demonstrate an understanding of the importance of establishing and maintaining a work-related network through social contacts.
16.02	Use appropriate etiquette and manners.
17.0	Participate in work-based learning experiences. The student will be able to:
17.01	Participate in work-based learning experiences in a supervisory, management, or small business environment.
17.02	Discuss the use of technology in a supervisory, management, or small business environment.
17.03	Compare and contrast software applications used in a supervisory, management, or small business environment.
18.0	Demonstrate an understanding of business law concepts. The student will be able to:
18.01	Demonstrate an understanding of contractual relationships.
18.02	Identify the elements of an enforceable contract.
18.03	Differentiate among classes of contracts.
18.04	Identify contractual capacity requirements.
18.05	Discuss potential problems with signing employment contracts.
18.06	Explain valid employment interview questions and valid employment testing requirements.
18.07	Identify legislation that regulates employee rights.
18.08	Identify legislation that regulates employment conditions.

CTE Standards and Benchmarks

18.09	Define key terms in law.
18.10	Identify key intellectual property requirements and statutes relating to unauthorized access to computer resources.
18.11	Describe the purposes of various consumer laws and explain their effect on the consumer's well-being.
18.12	Describe how local businesses can be a source of consumer assistance and identify consumer organizations, businesses, and governmental agencies that provide consumer assistance.
18.13	Differentiate among the various types of consumer fraud and explain steps that can be taken by victims to gain redress.
18.14	Distinguish fraudulent, misleading, and legitimate product claims and explain what the consumer should do if such claims lead to the purchase of a faulty product.
18.15	Identify documents and terms related to wills, trusts, and probate.
19.0	Demonstrate an understanding of different types of insurance. The student will be able to:
19.01	Differentiate between requirements for insurable interest for property insurance with the requirements needed for life insurance.
19.02	Compare and contrast the different types of life insurance.
19.03	Compare and contrast the different types of other insurance
19.04	Compare and contrast the differences in health insurance coverage.
19.05	Demonstrate an understanding of professional liability coverage.
20.0	Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
20.01	Compare and contrast the legal procedures and processes for forming and dissolving various forms of business ownership.
21.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
21.01	Discuss the impact of time management practices on one's personal and professional image.
22.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
22.01	Project professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
22.02	Apply principles of group dynamics in structured activities.
22.03	Exhibit a positive attitude and professional behavior.
22.04	Participate in school, community, and/or volunteer activities.

2022 – 2023

**Florida Department of Education
Student Performance Standards**

Course Title: Legal Studies 1
Course Number: 8306210
Course Credit: 1

Course Description:

This course is designed to assist with administrative office duties and procedures specific to the legal environment. The course explores and expands the competencies learned in Administrative Office Technology 1 and promotes application of higher-level office procedures tasks and communication skills.

CTE Standards and Benchmarks

23.0	Participate in work-based learning experiences in a legal office. The student will be able to:
23.01	Participate in work-based learning experiences in a legal office environment.
23.02	Discuss the use of technology in a legal office environment.
24.0	Apply professional oral and written communication skills in a courteous, concise, and correct manner. The student will be able to:
24.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
24.02	Locate, organize and reference written information from various sources.
24.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
24.04	Apply active listening skills to obtain and clarify information.
24.05	Exhibit public relations skills that aid in achieving client satisfaction.
24.06	Integrate all forms of communication.
24.07	Discuss the need to use professional demeanor in business communications.
25.0	Understand the basics of laws in the United States. The student will be able to:
25.01	Explain several reasons for having laws.
25.02	Explain why the rule of law is important to a democratic society.
25.03	Give examples of how laws reflect economic, moral, political, and social values.
25.04	Analyze a case in order to explore the relationship between law and morality.

CTE Standards and Benchmarks

25.05 Distinguish between the two major groups of laws: criminal and civil.

25.06 Describe the difference between misdemeanors and felonies.

25.07 Identify how powers of the executive, legislative, and judicial branches are separated by the Constitution.

25.08 Give examples of how each of the three branches of government check and balance the other two.

25.09 Describe how judicial review can be used to interpret the Constitution and protect individual rights.

25.10 Explain how the principle of limited government is reflected in the Bill of Rights and in our system of federalism.

25.11 Describe how and why constitutions may be amended.

26.0 Describe court systems and trial processes. The student will be able to:

26.01 Describe the Federal court system.

26.02 Describe the Florida court system.

26.03 Describe the Pre-trial, trial, and post-trial processes.

26.04 Describe the roles and responsibilities of judges, juries, defense attorneys, prosecutors, and plaintiffs in a trial.

26.05 Describe the warrant and summons processes.

26.06 Explain how to notify witnesses and defendants of court schedules.

26.07 Describe the conditions under which a case can be appealed to higher courts.

26.08 Distinguish among and explain the functions of majority, concurring, and dissenting opinions.

26.09 Identify and explain the supremacy clause of the Constitution.

26.10 Describe the benefits of having the courts follow precedent and adhere to stare decisis.

26.11 Describe the process for appealing cases to the Supreme Court.

26.12 Explain the types of cases that are likely to be granted certiorari by the Supreme Court.

26.13 Demonstrate courtroom demeanor and participate in a mock trial.

27.0 Understand the different types of alternative dispute resolution. The student will be able to:

27.01 List, describe, and distinguish among the three most common methods for settling disputes out of court.

CTE Standards and Benchmarks

27.02 Analyze disputes in order to determine which method parties should use to resolve a conflict.

27.03 Identify different steps to take to resolve a dispute through negotiation and through mediation.

28.0 Demonstrate courtroom demeanor and participate in a mock trial. The student will be able to:

28.01 Understand the steps in a jury trial.

28.02 Describe the different burdens of proof in a civil trial and a criminal trial.

28.03 Understand the different roles of people in a jury trial.

28.04 Identify and apply Cross and Direct examinations and differentiate between them.

28.05 Understand and apply the difference between opening statements and closing arguments.

28.06 Demonstrate understanding of the facts and laws relevant to case law.

29.0 Discuss the juvenile justice system. The student will be able to:

29.01 Identify the programs and agencies within the juvenile justice system and their roles and responsibilities.

29.02 Discuss Florida's juvenile court system, including procedures and alternative programs.

29.03 Discuss the juvenile corrections system, including alternative programs.

29.04 Analyze current trends in juvenile justice.

30.0 Discuss constitutional and criminal laws at the federal, state, and local levels. The student will be able to:

30.01 Discuss how political, moral, and economic concerns lead to the development of laws.

30.02 Distinguish between state and federal laws.

30.03 Differentiate between, and identify elements of, civil and criminal law.

30.04 Describe criminal law procedures in Florida.

30.05 Name the three elements of a guilty state of mind.

30.06 Describe the difference between motive and state of mind.

30.07 Identify an example of a strict liability offense.

30.08 Explain how a strict liability offense differs from other crimes.

CTE Standards and Benchmarks

30.09 Describe the elements of a crime and the requirements prosecutors face in proving guilt.

30.10 Explain how a single act can be tried in both a criminal and civil court.

30.11 Distinguish between and describe the parties to crimes.

30.12 Describe and give examples of crimes of omission.

30.13 Explain the purpose or function of criminalizing certain behaviors that occur before a crime is committed.

30.14 List and describe the types of preliminary crimes.

30.15 Define the different types of crimes against the person.

30.16 Differentiate between the different types of homicide.

30.17 Define the different types of crimes against property.

30.18 State what a prosecutor must prove for a conviction to occur in a criminal case.

30.19 Describe circumstances under which the law recognizes the right of a person to use reasonable force in self-defense.

30.20 Describe the different types of defenses a criminal defendant may use at trial.

31.0 Describe and explain the various steps of the criminal justice process. The student will be able to:

31.01 Identify when an arrest takes place.

31.02 Describe the Fourth Amendment rights a person has during an arrest.

31.03 Identify the steps of the criminal justice process.

31.04 List factors that show probable cause.

31.05 State how the Fourth Amendment limits the power of the government.

31.06 Explain how the exclusionary rule protects individuals against the unreasonable use of police power.

31.07 Describe how a search warrant is obtained and what it must specify.

31.08 Describe the notion of "reasonable expectation of privacy".

31.09 List and describe situations when searches are considered reasonable and may be conducted without a warrant.

31.10 Identify rights of an individual being interrogated that are stated in the Fifth and Sixth Amendments to the Constitution.

CTE Standards and Benchmarks

31.11 Explain the legal principle upon which the protection against self-incrimination is based.

31.12 State when a confession is not admissible.

31.13 Identify police conduct that would render a confession inadmissible.

31.14 State how the Sixth Amendment protects people accused of crimes.

31.15 Identify circumstances in which a jury trial is not required.

31.16 List and describe the sentencing options judges may exercise.

32.0 Demonstrate knowledge of individual rights and liberties. The student will be able to:

32.01 Outline two methods of amending the U.S. Constitution.

32.02 Summarize the rights guaranteed to individuals in each amendment in the Bill of Rights.

32.03 Explain what the Bill of Rights was designed to protect citizens from.

32.04 Explain how courts have interpreted the Fourteenth Amendment to apply the Bill of Rights to the states.

32.05 Explain why rights guaranteed in the U.S. Constitution are not absolute.

32.06 Identify forms of communication protected by guarantees of freedom of speech.

32.07 Define the term censorship and state how it occurs.

32.08 Weigh the relative importance of a free press against a defendant's right to a fair trial.

32.09 Explain why access to information from the government is essential to maintaining a democracy.

32.10 Describe the relationship between maintaining a free press and protecting the confidentiality of reporters' sources.

32.11 Identify the three types of facilities in which First Amendment rights may be limited.

32.12 Describe and explain free expression issues in schools raised in U.S. Supreme Court cases.

32.13 Explain what the establishment clause of the First Amendment prohibits the government from doing.

32.14 Explain what the free exercise clause of the First Amendment prohibits the government from doing.

32.15 Explain how procedural due process differs from substantive due process.

**Florida Department of Education
Student Performance Standards**

Course Title: Legal Studies 2
Course Number: 8306220
Course Credit: 1

Course Description:

This course expands the competencies learned in Legal Studies 1, including legal terminology usage, proofreading, and legal office procedures. Students are required to perform higher-level thinking and decision-making and to use technology as a resource to perform systematic procedural tasks and produce quality work in an efficient manner.

CTE Standards and Benchmarks	
33.0	Participate in simulated work-based learning experiences in a legal administrative setting. The student will be able to:
33.01	Participate in work-based learning experiences in a legal office environment.
33.02	Discuss the use of technology in a legal office environment.
33.03	Discuss the management/supervisory skills needed in a legal office environment.
34.0	Apply professional oral and written communication skills in a courteous, concise, and correct manner. The student will be able to:
34.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
34.02	Locate, organize and reference written information from various sources.
34.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
34.04	Apply active listening skills to obtain and clarify information.
34.05	Exhibit public relations skills that aid in achieving client satisfaction.
34.06	Integrate all forms of communication.
34.07	Discuss the need to use professional demeanor in business communications.
35.0	Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:
35.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
35.02	Employ critical thinking and interpersonal skills to resolve conflicts.

CTE Standards and Benchmarks

35.03	Identify and document workplace performance goals and monitor progress toward those goals.
35.04	Conduct technical research to gather information necessary for decision-making.
35.05	Interpret verbal and nonverbal cues/behaviors that enhance communication.
35.06	Develop and interpret tables and charts.
36.0	Develop an awareness of the relevant legal administrative industry certification requirements, rules, and guidelines. The student will be able to:
36.01	Define the purpose of the legal administrative industry certification exam.
36.02	Explain and conduct legal administrative industry certification pre-testing preparation procedures.
36.03	Review the testing application procedures, fees and appropriate deadlines.
36.04	Review legal administrative certification exam procedures, how tests are conducted and graded, and how certification is maintained.
37.0	Demonstrate employability skills. The student will be able to:
37.01	Identify sources of information regarding employment opportunities in the legal profession.
37.02	Identify advanced career options and training opportunities in the legal profession.
37.03	Conduct a job search and identify the training, experience, and other qualifications required for different positions.
37.04	Identify the interpersonal skills, work habits, and ethics necessary for ongoing employment in an environment of human diversity.
37.05	Identify health and grooming habits that facilitate positive interactions with individuals and ongoing employment in the legal profession.
37.06	Secure information about a particular job.
37.07	Complete a job resume.
37.08	Complete a job application.
37.09	Apply effective job interview techniques.
37.10	Discuss performance evaluation methods and instruments used to assess employee progress and performance.
37.11	Plan ethical, political strategies to achieve goals and advance careers.
37.12	Discuss the role of and understand how to use professional networking resources, including web-based resources.
38.0	Demonstrate knowledge of the ethical and professional standards of the legal assistant. The student will be able to:

CTE Standards and Benchmarks

38.01	Define a variety of legal terms and concepts relating to professionalism and the ethical responsibilities of the legal administrative specialist, including but not limited to the Unauthorized Practice of Law
38.02	Contrast the duties and responsibilities of the legal team in contrast with the legal administrative specialist
38.03	Describe activities legal administrative specialist are prohibited from doing
38.04	Explain the role of the legal administrative specialist and the benefit he or she adds to the legal team, as well as the legal system as a whole
38.05	List, discuss and apply the rules of professional responsibility in the legal profession, with special emphasis on client confidentiality and Unauthorized Practice of Law (UPL)
38.06	Describe methods for resolving ethical dilemmas within the legal environment or given a hypothetical case
38.07	Understand what constitutes legal malpractice and identify examples.
39.0	Demonstrate basic knowledge of tort law. The student will be able to:
39.01	Discuss and define terms and concepts of tort law
39.02	Understand the idea of liability
39.02.1	Identify parties involved in tort action case scenarios.
39.02.2	Explain the concept and purpose of tort law and liability.
39.02.3	Analyze a series of situations in order to determine whether the actions of the persons involved are reasonable or unreasonable.
39.02.4	Describe the general ways in which tort actions are resolved.
39.03	List and describe the different types of torts
39.04	Understand the role of insurance in tort law
39.05	Identify the two different classes of intentional torts
39.06	Understand the different types of damages in tort law
39.07	Given case scenarios, determine whether or not a tort occurred
39.08	Explain the types of remedies available to victims of intentional torts
39.09	Describe the different defenses to intentional torts
39.10	List and describe the four elements of negligence that must be proven by a plaintiff in a negligence claim
39.11	List and describe the most common defenses in negligence suits

CTE Standards and Benchmarks	
39.12	Analyze negligence scenarios to determine whether or not a good defense exists
39.13	Explain how and why strict liability differs from negligence
39.14	List and explain some of the dangerous activities for which strict liability applies
39.15	Describe defenses to strict liability cases; and explain the relationship between causation and damages in strict liability cases
40.0	Demonstrate knowledge of family law, rules, and procedures. The student will be able to:
40.01	Explain how family law affects American from the moment they are born until the end of their lives
40.02	Define terms and concepts relating to family law
40.03	Discuss the legal issues related to marriage and living together as a couple
40.04	Explain the financial responsibilities of couples and issues related to property ownership in a marriage
40.05	Discuss the legal issues and resources devoted to foster care, adoption, and assisted fertility
40.06	Present ways in which laws respond to family problems such as separation, divorce, child custody, alimony, property division, and child support

**Florida Department of Education
Student Performance Standards**

Course Title: Legal Studies 3
Course Number: 8306230
Course Credit: 1

Course Description:

This course expands the competencies learned in Legal Studies 2, including communication skills, technology skills, and legal office responsibilities. It is designed to develop skill in transcribing legal documents from machine dictation. Students will use technology to produce high quality employment portfolios, research job opportunities, and compile and disseminate job-seeking documents.

CTE Standards and Benchmarks	
41.0	Perform legal office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
41.01	Understand various ways to complete electronic filing.
41.02	Demonstrate general knowledge of rules regulating the Florida Bar at www.floridabar.org .
41.03	Identify references for Federal and State rules of civil procedure and a general understanding of their purpose and application.
41.04	Manage time efficiently using organizational skills, prioritization, and managing interruptions.
41.05	Perform specialized legal office tasks within acceptable time frames utilizing digital tools.
41.06	Demonstrate knowledge of the rules of lawyer/client confidentiality.
41.07	Demonstrate familiarity with different governmental agencies.
41.08	Demonstrate knowledge of the various types of law practices found in each of the areas of law.
41.09	Demonstrate knowledge of ethical behavior in a legal business environment (e.g., appearance of impropriety, dealing with confidential information and privileged communications, identity of funds and property of clients, confidence and integrity in the legal profession, unauthorized practice of law).
41.10	Demonstrate knowledge of ethical behavior in a business environment (e.g., confidentiality of information, employee right to know, hiring practices, plagiarism, copyright violations, sexual harassment, mission statement, code of ethics).
41.11	Use legal terminology.
41.12	Perform specialized legal office procedures.
41.13	Perform legal business tasks (e.g., filing and records management, scheduling, copying, mail handling).

CTE Standards and Benchmarks

41.14 Prepare legal documents.

41.15 Utilize an electronic legal reference library.

41.16 Use legal and ethical procedures in the legal office.

41.17 Recognize usage of specialized legal software.

41.18 Proofread to include mechanics, content, and specialized legal formats.

41.19 Perform specialized records management functions specific to the legal field.

42.0 Use technology to increase legal office support productivity and enhance workplace performance. The student will be able to:

42.01 Prepare non-substantive legal documents.

42.02 Key with speed and accuracy to meet industry standards for employment as a legal secretary.

42.03 Learn the Do's and Don'ts of using Social Media in a professional environment.

42.04 Identify, describe and utilize communications and networking systems required in legal workplace environments (e.g., electronic mail, internet, conflicts check system).

42.05 Locate birth and death records via electronic means.

42.06 Locate court of clerk records for criminal, civil, probate, and family law cases via electronic means.

42.07 Locate real property records via electronic means.

42.08 Locate corporate information to include business and UCC filings via electronic means.

43.0 Participate in simulated work-based learning experiences in a legal administrative setting. The student will be able to:

43.01 Participate in work-based learning experiences in a legal office environment.

43.02 Discuss the use of technology in a legal office environment.

43.03 Compare and contrast the software applications used in a legal office environment.

43.04 Discuss ways to respond positively to change and reduce stress in a busy legal office.

43.05 Discuss the management/supervisory skills needed in a legal office environment.

43.06 Apply the use of information management tools to develop and coordinate distribution of work.

43.07 Maintain equipment and supplies.

CTE Standards and Benchmarks

43.08 Perform financial functions.

43.09 Have knowledge of transcription and how to prepare documents using machine dictation.

43.10 Perform specialized records management functions.

43.11 Determine the most efficient method of sending business documents and materials.

44.0 Apply professional oral and written communication skills in a courteous, concise, and correct manner. The student will be able to:

44.01 Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.

44.02 Locate, organize and reference written information from various sources.

44.03 Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.

44.04 Apply active listening skills to obtain and clarify information.

44.05 Exhibit public relations skills that aid in achieving client satisfaction.

44.06 Integrate all forms of communication.

44.07 Discuss the need to use professional demeanor in business communications.

45.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:

45.01 Employ critical thinking skills independently and in teams to solve problems and make decisions.

45.02 Employ critical thinking and interpersonal skills to resolve conflicts.

45.03 Identify and document workplace performance goals and monitor progress toward those goals.

45.04 Conduct technical research to gather information necessary for decision-making.

45.05 Interpret verbal and nonverbal cues/behaviors that enhance communication.

45.06 Develop and interpret tables and charts.

46.0 Demonstrate knowledge of legal operating systems. The student will be able to:

46.01 Identify and utilize basic legal operating system file naming conventions (e.g., basic principles, business names, governmental names, organizational names and personal names.)

46.02 Use appropriate legal office procedures for letters, envelopes, interoffice memoranda, processing mail, proof reading, and delivery services.

46.03 Know and understand the duties performed by a notary public.

CTE Standards and Benchmarks

46.04 Understand and use appropriate telephone etiquette (e.g., courtesy, first impressions, telephone use).

47.0 Develop an awareness of the industry certification requirements, rules, and guidelines. The student will be able to:

47.01 Define the purpose of the industry certification exam.

47.02 Explain and conduct industry certification pre-testing preparation procedures.

47.03 Review the testing application procedures, fees and appropriate deadlines.

47.04 Review exam procedures, how tests are conducted and graded, and how certification is maintained.

48.0 Demonstrate employability skills. The student will be able to:

48.01 Identify sources of information regarding employment opportunities in the legal profession.

48.02 Identify advanced career options and training opportunities in the legal profession.

48.03 Conduct a job search and identify the training, experience, and other qualifications required for different positions.

48.04 Identify the interpersonal skills, work habits, and ethics necessary for ongoing employment in an environment of human diversity.

48.05 Identify health and grooming habits that facilitate positive interactions with individuals and ongoing employment in the legal profession.

48.06 Secure information about a particular job.

48.07 Complete a job resume.

48.08 Complete a job application.

48.09 Apply effective job interview techniques.

48.10 Discuss performance evaluation methods and instruments used to assess employee progress and performance.

48.11 Plan ethical, political strategies to achieve goals and advance careers.

48.12 Discuss the role of and understand how to use professional networking resources, including web-based resources.

49.0 Demonstrate comprehension and communication of legal knowledge skills. The student will be able to:

49.01 Read and comprehend technical and non-technical legal terminology utilized in reading assignments related to course content including trade journals, books, magazines and electronic publications or databases.

49.02 Write clear and well-organized documents, integrating a variety of information from a range of law areas.

49.03 Take notes, organize, summarize, and paraphrase ideas and details.

CTE Standards and Benchmarks

49.04 Accurately follow written and oral instructions.

49.05 Interpret data on graphs, charts, diagrams, and tables commonly used in the legal profession

50.0 Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:

50.01 Develop professional workplace relationship skills both internally and externally to include team building and group dynamics.

50.02 Understand how individual personalities fit the team.

50.03 Develop initiative and problem-solving skills to effectively deal with conflict resolution.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>.

For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Special Notes

The occupational standards and benchmarks outlined in this secondary program correlate to the standards and benchmarks of the postsecondary program with the same Classification of Instructional Programs (CIP) number.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Administrative Office Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Career Preparatory

Program Number	8306300
CIP Number	0552040102
Grade Level	9-12
Standard Length	4 credits
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	FBLA BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-1011 – First-Line Supervisors of Office and Administrative Support Workers 43-9031 – Desktop Publishers 43-6011 – Executive Secretaries and Executive Administrative Assistants
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communications skills, higher level thinking skills, and decision making skills; the performance of office procedures tasks; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four (4) credits.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary program structure:

Course Number	Course Title	Teacher Certification	Length	SOC Code	Level	Graduation Requirement
8207310	Digital Information Technology	DIT Teacher Certifications	1 credit	15-1151	2	PA
8306310	Administrative Office Specialist 1	BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	1 credit	43-1011	2	
8306320	Administrative Office Specialist 2		1 credit		2	
8306330	Administrative Office Specialist 3		1 credit	43-6011	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Digital Information Technology (8207310) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace performance in order to apply ergonomic principles applicable to the configuration of computer workstations.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Apply professional oral and written communication skills in a courteous, concise, and correct manner.
- 19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace.
- 21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 22.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 23.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 24.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 25.0 Describe the importance of professional ethics and legal responsibilities.
- 26.0 Participate in simulated work-based learning experiences.
- 27.0 Use technology to increase administrative office support productivity and enhance workplace performance.
- 28.0 Use information technology tools.
- 29.0 Participate in simulated work-based learning experiences.

- 30.0 Demonstrate proficiency in the safe and ethical use of the Internet to locate information.
- 31.0 Develop an awareness of emerging technologies.
- 32.0 Participate in simulated work-based learning experiences.
- 33.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 34.0 Use information to accomplish job objectives and enhance workplace performance.
- 35.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 36.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 37.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.
- 38.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.

**Florida Department of Education
Student Performance Standards**

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of databases, the internet, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

Digital Information Technology (8207310) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit [Digital Information Technology \(8207310\)](#).

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Specialist 1
Course Number: 8306310
Course Credit: 1

Course Description:

This course is designed to assist with administrative and general office duties in a support capacity. This course explores and expands the core competencies in the areas of personal and professional development and promotes application of higher-level office procedures tasks and communications skills through the use of technology.

CTE Standards and Benchmarks	
16.0	Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace performance in order to apply ergonomic principles applicable to the configuration of computer workstations. The student will be able to:
16.01	Enhance proficiency with touch keyboarding skills (speed and accuracy) to enter and manipulate data.
16.02	Use communications and networking to perform tasks and solve problems in business environments.
16.03	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements of oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
18.0	Apply professional oral and written communication skills in in a courteous, concise, and correct manner. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.04	Apply active listening skills to obtain and clarify information.
18.05	Exhibit public relations skills that aid in achieving customer satisfaction.
18.06	Integrate all forms of communication.
18.07	Discuss the need to use professional demeanor in business communications.

CTE Standards and Benchmarks

19.0	Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:
19.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
19.02	Employ critical thinking and interpersonal skills to resolve conflicts.
19.03	Identify and document workplace performance goals and monitor progress toward those goals.
19.04	Conduct technical research to gather information necessary for decision-making.
19.05	Interpret verbal and nonverbal cues/behaviors that enhance communication.
19.06	Develop and interpret tables and charts.
20.0	Practice quality performance incorporating customer service strategies in the learning environment and the workplace. The student will be able to:
20.01	Discuss performance evaluation methods and instruments used to assess employee progress and performance.
20.02	Discuss the integral value of a customer.
20.03	Develop and implement a plan for maintaining quality service and production in a workplace, business, or learning environment.
20.04	Practice skills to provide excellent customer service.
21.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
21.01	Facilitate discussions regarding service, supervision, and ethical considerations that impact the workplace.
21.02	Discuss the responsibilities organizations have to their employees.
22.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
22.01	Plan ethical strategies to achieve goals and advance careers.
22.02	Discuss the role and use of professional networking resources, including web-based resources.
23.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:
23.01	Develop professional workplace relationship skills both internally and externally to include team building and group dynamics.
24.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
24.01	Apply the use of information management tools to develop and coordinate distribution of work.

CTE Standards and Benchmarks

24.02	Maintain equipment and supplies.
24.03	Perform financial functions.
24.04	Perform specialized records management functions.
24.05	Determine the most efficient method of sending business documents and materials.
24.06	Produce a variety of design layouts (e.g., flyers, postcards, brochures, business cards, and letterhead).
24.07	Incorporate clip art, images, borders, and other special effects into a layout.
24.08	Select the appropriate color format and resolution for a variety of purposes (e.g., web, print).
25.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
25.01	Identify the importance of making decisions that are based on ethical reasoning.
25.02	Identify and discuss personal and long-term consequences of unethical choices in the workplace.
25.03	Discuss the responsibilities employees have to their organization.
26.0	Participate in simulated work-based learning experiences. The student will be able to:
26.01	Participate in simulated work-based learning experiences in the administrative field.
26.02	Discuss the use of technology in the administrative field.
26.03	Compare and contrast the software applications used in the administrative field.
26.04	Discuss organizational networks or charts and describe the relationships between positions and responsibilities.

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Specialist 2
Course Number: 8306300
Course Credit: 1

Course Description:

This course is designed to develop proficiency in using the advanced features of software programs to perform office-related tasks.

CTE Standards and Benchmarks

27.0	Use technology to increase administrative office support productivity and enhance workplace performance. The student will be able to:
27.01	Access, process, and transmit information through all mediums.
27.02	Create documents using advanced features in word processing, database, spreadsheet, presentation, and multimedia software.
27.03	Discuss how to install/ download and update software for current office use.
27.04	Use technology to research, compile, create, and deliver an oral presentation.
27.05	Key with speed and accuracy to meet industry standards for employment as a secretary or administrative assistant.
27.06	Perform integrated functions using various software applications.
27.07	Perform proofreading skills including electronic reference tools.
27.08	Explain various means to scan, store and manage electronic documents.
27.09	Articulate various ways to hold a meeting through web conferencing.
27.10	Demonstrate proper use of scanners, digital cameras, and various input devices.
28.0	Use information technology tools. The student will be able to:
28.01	Employ digital tools to expedite workflow.
28.02	Employ computer operations applications to access, create, manage, integrate, and store information.
28.03	Employ collaborative/groupware applications to facilitate group work.
29.0	Participate in simulated work-based learning experiences. The student will be able to:
29.01	Participate in simulated work-based learning experiences in the administrative field.

CTE Standards and Benchmarks

29.02	Compare and contrast the software applications used in the administrative field.
29.03	Discuss organizational networks or charts and describe the relationships between positions and responsibilities.
29.04	Create a professional portfolio.
30.0	Demonstrate proficiency in the safe and ethical use of the Internet to locate information. The student will be able to:
30.01	Understand the principles of copyright.
30.02	Identify and apply Copyright Fair Use guidelines.
30.03	Demonstrate an understanding of safe and ethical Internet usage.
31.0	Develop an awareness of emerging technologies. The student will be able to:
31.01	Describe social media as a form of digital design.
31.02	Compare and contrast emerging technologies relative to their role in the workplace.
31.03	Explain how the use of advanced image sensing devices have altered the manner in which communication takes place, especially those utilizing Quick Response (QR) Codes and other forms of two-dimensional bar coding techniques.

**Florida Department of Education
Student Performance Standards**

Course Title: Administrative Office Specialist 3
Course Number: 8306330
Course Credit: 1

Course Description:

This course explores and expands the competencies learned in Administrative Office Technology 1 and promotes application of higher level office procedures tasks and communication skills.

CTE Standards and Benchmarks	
32.0	Participate in simulated work-based learning experiences. The student will be able to:
32.01	Participate in simulated work-based learning experiences in an administrative office environment.
32.02	Discuss the use of technology in an administrative office environment.
33.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
33.01	Deliver impromptu and planned speeches.
33.02	Synthesize information from multiple speakers in a group and respond in an effective manner.
33.03	Communicate in a diverse environment.
34.0	Use information to accomplish job objectives and enhance workplace performance. The student will be able to:
34.01	Gather and compile data for supervisors and for company reports.
34.02	Assemble information to use as a personal or shared resource to enhance workplace performance.
35.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
35.01	Serve as interviewer, interviewee, and liaison in public relations, civic, media, community, and employment situations.
35.02	Demonstrate leadership behavior to include delegation of duties.
35.03	Train and assist others in business behavior, procedures, and skills.
35.04	Train and assist others in customer service.
36.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:

CTE Standards and Benchmarks

36.01	Organize and conduct a meeting using parliamentary procedures.
36.02	Perform budgeting and accounting procedures.
36.03	Plan and arrange business functions.
36.04	Analyze equipment specifications to meet required needs and make purchase recommendations.
36.05	Access and maintain digital resources.
36.06	Perform specialized office procedures.
37.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
37.01	Describe the nature and types of business organizations.
37.02	Explain the effect of key organizational systems on performance, quality and excellent customer service.
37.03	List and describe quality control systems and/or practices common to the workplace.
38.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
38.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
38.02	Explain emergency procedures to follow in response to workplace accidents.
38.03	Create a disaster and/or emergency response plan.
38.04	Classify the main causes of accidents and preventive measures in the office.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers that maximizes an ELL's need for communication and social skills. To access an ELL supporting document that delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>.

For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

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Florida Department of Education
Curriculum Framework

Program Title: Blueprint for Professional Success
Program Type: Non Career Preparatory
Career Cluster: Business Management and Administration

Secondary – Non Career Preparatory

Program Number	8500375
CIP Number	09200119PA
Grade Level	9-12
Standard Length	1 credit
Teacher Certification	Refer to the Course Structure section.
CTSO	Any CTSO
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

The purpose of this course is designed to prepare students for the workplace in the twenty-first century. The course includes developing human resources, work ethics, decision making, balancing work and family, as well as other skills. These skills are often referred to as "business skills". Exploration of a variety of careers is highly recommended through a job shadowing experience. Development of a portfolio will provide a personal file and organizational tool for the student to transfer knowledge to a real life experience.

Business/health/human and public services/community/technology partnerships are essential to provide current workplace practices. Planned and supervised job shadowing experiences must be provided through one or more of the following: (1) directed workplace experiences (2) student projects (3) simulations (4) outside of class explorations.

Instruction and learning activities are provided in a laboratory setting using hands-on experiences with the tools, materials and technology appropriate to the course content and in accordance with current practices. Activities provide instruction in the use of current equipment and technology, such as personal computers, software, and multi-media platforms.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Course Structure

To teach the course listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the secondary course structure:

Course Number	Course Title	Teacher Certification	Length	Level	Graduation Requirement
8500375	Blueprint for Professional Success	AGRICULTURE 1 @2 BUS ED 1 @2 ENG&TEC ED1@2 FAM CON SC 1 MKTG 1 @2 PRAC NURSE @7 %G TEC ED 1 @2	1 credit	2	

(Graduation Requirement Abbreviations- EQ= Equally Rigorous Science, PA= Practical Arts, EC= Economics)

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate leadership and organizational skills.
- 02.0 Develop interpersonal skills for individual and job/career success.
- 03.0 Demonstrate skills for becoming a team player.
- 04.0 Identify desirable work ethics.
- 05.0 Demonstrate employability skills.
- 06.0 Create a personal portfolio of employment forms and letters.
- 07.0 Identify and integrate decision-making processes applicable to the workplace and work situations.
- 08.0 Develop effective communication skills for the workplace.
- 09.0 Plan appropriate wardrobes for different job experiences.
- 10.0 Develop and maintain positive relationships in the diverse workplace.
- 11.0 Recognize and demonstrate appropriate workplace behavior.
- 12.0 Demonstrate the ability to use modern technological equipment in the workplace.
- 13.0 Demonstrate resource management techniques.
- 14.0 Analyze the balancing of work, family, and community.
- 15.0 Evaluate the role of self-management in the health and wellbeing of the individual and the family.
- 16.0 Evaluate the employee's role in preventing accidents or injuries on the job.
- 17.0 Explore the integration of academic and career skills in the transition from school to work.

**Florida Department of Education
Student Performance Standards**

Course Title: **Blueprint for Professional Success**
Course Number: **8500375**
Course Credit: **1**

Course Description:

The purpose of this course is designed to prepare students for the workplace in the twenty-first century. The course includes developing human resources, work ethics, decision making, balancing work and family, as well as other skills. These skills are often referred to as "soft skills". Exploration of a variety of careers is highly recommended through a job shadowing experience. Development of a portfolio will provide a personal file and organizational tool for the student to transfer knowledge to a real life experience.

CTE Standards and Benchmarks	
01.0	Demonstrate leadership and organizational skills. The student will be able to:
01.01	Implement effective planning strategies using the planning process.
01.02	Describe roles and characteristics of an effective leader.
01.03	Justify decisions you make as a leader.
01.04	Demonstrate effective organizational skills for work and home.
02.0	Develop interpersonal skills for individual and job/career success. The student will be able to:
02.01	Explain how employees might be considered assets or resources to an organization.
02.02	Evaluate positive personal characteristics needed for employment.
02.03	Identify factors that influence personality formation.
02.04	Determine the relevance of integrating academic learning, social skills, and lifestyle choices to home and career.
02.05	Develop and present results of a personal growth project.
03.0	Demonstrate skills for becoming a team player. The student will be able to:
03.01	Participate cooperatively and productively in teams to identify and solve problems.
03.02	Compare and contrast working cooperatively and working individually.
03.03	Investigate potential conflicts of different personality types working together as a team.

CTE Standards and Benchmarks

03.04 Demonstrate conflict resolution techniques for effective teamwork.

04.0 Identify desirable work ethics. The student will be able to:

04.01 Describe positive and negative work ethics.

04.02 Analyze the relationship between employee behaviors and potential consequences.

04.03 Using real world scenarios, critique work ethics displayed by employees.

05.0 Demonstrate employability skills. The student will be able to:

05.01 Evaluate the impact and importance of various factors that may influence your career choice.

05.02 Use various sources of career information to research your potential careers, including information on qualifications, salary ranges, job outlook, and education.

05.03 Demonstrate the steps of a job search.

06.0 Create a personal portfolio of employment forms and letters. The student will be able to:

06.01 Discuss the value of the portfolio as a job search tool.

06.02 Prepare, organize, and maintain a portfolio containing at least the following: career and educational goals, autobiography, picture identification, resume, letters of recommendation, completed job application, list of school/community activities, work and volunteer history, sample memos and letters for job related writings.

07.0 Identify and integrate decision-making processes applicable to the workplace and work situations. The student will be able to:

07.01 Apply the decision-making process to narrow career choices.

07.02 Connect the decision-making process with solving problems in the workplace and at home.

07.03 Evaluate current decisions to determine future consequences.

08.0 Develop effective communication skills for the workplace. The student will be able to:

08.01 Evaluate the effectiveness of assertive, aggressive, and passive communication.

08.02 Dramatize the impact of non-verbal behavior on communication.

08.03 Demonstrate the ability to provide effective feedback and deal with constructive criticism.

08.04 Communicate effectively in writing in the forms of correspondence, reports, proposals, and instructions.

08.05 Demonstrate effective presentation skills using current presentation applications.

CTE Standards and Benchmarks

08.06	Demonstrate effective interview skills in mock interview scenarios.
09.0	Plan appropriate wardrobes for different job experiences. The student will be able to:
09.01	Demonstrate proper grooming skills.
09.02	Research proper attire for various work environments.
10.0	Develop and maintain positive relationships in the diverse workplace. The student will be able to:
10.01	Define and describe sexual harassment in the workplace.
10.02	Demonstrate appropriate conversation for work related settings.
10.03	Discuss the advantages of a culturally diverse workplace.
10.04	Discuss the impact of the Americans with Disabilities Act and the job market.
10.05	Investigate the history of the Equal Employment Opportunity Act and discuss its impact on job equity since its inception.
11.0	Recognize and demonstrate appropriate workplace behavior. The student will be able to:
11.01	Describe strategies for successful job performance.
12.0	Demonstrate the ability to use modern technological equipment in the workplace. The student will be able to:
12.01	Demonstrate digital literacy in the areas of general computing fundamentals, key applications, and online literacy.
12.02	Use electronic communication devices.
12.03	Evaluate the best choice of various communication devices for specific purposes.
13.0	Demonstrate resource management techniques. The student will be able to:
13.01	Discuss the benefits of good time management skills.
13.02	Effectively use technology based time management tools.
13.03	Practice good money management skills by planning and controlling money using scenarios for both home and business situations.
13.04	Create and follow a personal budget.
13.05	Identify and prioritize company benefits that include insurance, employee assistance program, vacation, child care, flex hours, job sharing, and telecommuting.
13.06	Evaluate competing job offers based on location, cost of living, benefits, salary.

CTE Standards and Benchmarks

14.0	Analyze the balancing of work, family, and community. The student will be able to:
14.01	Demonstrate ability to set work and home priorities effectively.
14.02	Determine how to achieve equitable job division in the home (consider traditional and non-traditional family member roles).
14.03	Analyze the benefits and disadvantages of a one income family versus a two-income family.
14.04	Examine financial need changes throughout the family life cycle.
14.05	Evaluate the pros and cons of taking a vacation considering the individual, family, and company.
14.06	Identify and analyze the types of child care available to determine the best fit for the child and family.
14.07	Research ways a parent can be involved in a child's educational process to benefit the child.
14.08	Research community resources for the family.
14.09	Identify activities in which the individual can be involved within the community, i.e. volunteerism, politics or a support system.
15.0	Evaluate the role of self-management in the health and well-being of the individual and the family. The student will be able to:
15.01	Define and describe symptoms of stress and their effects on the individual emotionally and physically.
15.02	Define and discuss appropriate coping behavior(s).
15.03	Recognize and evaluate how workplace transitions affect an individual and the family.
15.04	Discuss implications of job loss on the individual and the family.
15.05	Define and analyze power struggles in the workplace.
15.06	Evaluate the effects of substance abuse on work and family.
15.07	Discuss the pervasiveness of with substance abuse in society and its effects on the family and workplace.
15.08	Research federal, state, and community resources of free help for families and employees.
15.09	Discuss techniques that can be used to develop a family's health and fitness.
16.0	Evaluate the employee's role in preventing accidents or injury on the job. The student will be able to:
16.01	Identify the difference between personal liability and corporate liability.
16.02	Explain the roles of the Occupational Safety and Health Administration (OSHA) and the Environmental Protection Agency (EPA) in ensuring safe working conditions.

CTE Standards and Benchmarks

16.03 Recognize the financial and human costs of accidents caused by human error or an unsafe work environment.

16.04 Identify appropriate personal protective equipment (PPE) for worker safety in various fields.

17.0 Explore the integration of academic and career skills in the transition from school to work. The student will be able to:

17.01 Evaluate academic skills necessary to be successful in a chosen career.

17.02 Describe the different types of businesses including corporations, partnerships, and cottage industries.

17.03 Define entrepreneurship.

17.04 Evaluate the advantages and risks of entrepreneurship as compared to working for a company.

17.05 Compare and contrast job shadowing and internships while explaining the benefits of each.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Academic Alignment

Secondary Career and Technical Education courses are pending alignment to the B.E.S.T. (Benchmarks for Excellent Student Thinking) Standards for English Language Arts (ELA) and Mathematics that were adopted by the State Board of Education in February 2020. Academic alignment is an ongoing, collaborative effort of professional educators that provide clear expectations for progression year-to-year through course alignment. This initiative supports CTE programs by improving student performance through the integration of academic content within CTE courses.

Florida Standards for English Language Development (ELD)

English language learners communicate for social and instructional purposes within the school setting. ELD.K12.SI.1.1

English Language Development (ELD) Standards Special Notes:

Teachers are required to provide listening, speaking, reading and writing instruction that allows English language learners (ELL) to communicate for social and instructional purposes within the school setting. For the given level of English language proficiency and with visual, graphic, or interactive support, students will interact with grade level words, expressions, sentences and discourse to process or produce language necessary for academic success. The ELD standard should specify a relevant content area concept or topic of study chosen by curriculum developers and teachers which maximizes an ELL's need for communication and social skills. To access an ELL supporting document which delineates performance definitions and descriptors, please click on the following link: <http://www.cpalms.org/uploads/docs/standards/eld/SI.pdf>. For additional information on the development and implementation of the ELD standards, please contact the Bureau of Student Achievement through Language Acquisition at sala@fldoe.org.

Career and Technical Student Organization (CTSO)

Any DOE-approved CTSO can be the intercurricular career and technical student organization providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities as identified on the secondary student's Individual Educational Plan (IEP) or 504 plan or postsecondary student's accommodations' plan to meet individual needs and ensure equal access. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

In addition to accommodations, some secondary students with disabilities (students with an IEP served in Exceptional Student Education (ESE)) will need modifications to meet their needs. Modifications change the outcomes or what the student is expected to learn, e.g., modifying the curriculum of a secondary career and technical education course. Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Some secondary students with disabilities (ESE) may need additional time (i.e., longer than the regular school year), to master the student performance standards associated with a regular course or a modified course. If needed, a student may enroll in the same career and technical course more than once. Documentation should be included in the IEP that clearly indicates that it is anticipated that the student may need an additional year to complete a Career and Technical Education (CTE) course. The student should work on different competencies and new applications of competencies each year toward completion of the CTE course. After achieving the competencies identified for the year, the student earns credit for the course. It is important to ensure that credits earned by students are reported accurately. The district's information system must be designed to accept multiple credits for the same course number for eligible students with disabilities.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

This program is daggered to be deleted in the 23-24 school year.

Program Title: Legal Office Management
Career Cluster: Business Management and Administration

CCC	
CIP Number	0522030100
Program Type	College Credit Certificate (CCC)
Standard Length	27 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6012 – Legal Secretaries
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Office Administration (60) AS degree program (1552020401).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to: expediting and facilitating the maintenance and production of correspondence and records; telecommunication; maintaining an office budget; planning; preparing correspondence and resolutions; filing and maintaining documents; assisting in the administration of policy; dictation and transcription skills; federal and state court systems; and legal terminology.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Demonstrate effective business communication skills.
- 02.0 Prepare and use financial information.
- 03.0 Manage business information using appropriate software.
- 04.0 Perform records management activities.
- 05.0 Demonstrate employability and workplace skills.
- 06.0 Perform information processing activities.
- 07.0 Develop leadership skills.
- 08.0 Develop strategic organizational skills.
- 09.0 Perform office management activities.
- 10.0 Participate in work-based learning experiences.

In addition to the above core outcomes, students must complete outcomes in the following specialization:

Legal Office Specialization:

- 11.0 Perform dictation/transcription activities.
- 12.0 Perform legal office management activities.
- 13.0 Perform legal office activities.
- 14.0 Demonstrate knowledge of U.S. and Florida court systems.
- 15.0 Perform legal office records management activities.

Florida Department of Education
Student Performance Standards

Program Title: Legal Office Management
CIP Number: 0522030100
Program Length: 27 credit hours
SOC Code(s): 43-6012

This certificate program is part of the Office Administration (60) AS degree program (1552020401). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Demonstrate effective business communication skills. The student will be able to:
01.01	Demonstrate ability in teleconferencing and video conferencing.
01.02	Discuss the importance of voice mail, paging, transferring, recording/taking messages, placing international calls, and screening calls.
01.03	Demonstrate effective internal and external customer service skills.
01.04	Demonstrate understanding of current communications technology.
01.05	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
01.06	Discuss the importance of using appropriate tone and professional demeanor in business communications (e-mails, social media, texting, correspondence, conference calls, and conversation).
01.07	Compose business correspondence and related documents using correct spelling, grammar, punctuation and word choice.
01.08	Prepare and use technology-enhanced materials to deliver an oral presentation.
01.09	Demonstrate effective listening skills.
02.0	Prepare and use financial information. The student will be able to:
02.01	Perform business math operations.
03.0	Manage business information using appropriate software. The student will be able to:
03.01	Identify formatting principles.
03.02	Demonstrate proficiency using word processing, spreadsheet, presentation, database, e-mail/scheduling, and utility software applications.

03.03	Produce business documents (letters, memorandums, and reports).
03.04	Produce envelopes, labels, meeting minutes, tables, multi-page documents, numbered and bulleted lists, reports using footnotes and endnotes, and material from hand-written copy.
03.05	Create and edit templates.
03.06	Create documents by scanning.
03.07	Create and edit documents from voice recognition software.
03.08	Prepare and edit documents from rough draft copy using proofreaders' marks.
03.09	Prepare documents using mail merge with various types of data sources.
03.10	Identify and use appropriate software in a business environment.
04.0	Perform records management activities. The student will be able to:
04.01	Index, code, sort, and file materials alphabetically, numerically, geographically and by subject, both manually and electronically.
04.02	Categorize records to follow statutes/regulations pertaining to Florida Public Records Laws retention and production.
05.0	Demonstrate employability and workplace skills. The student will be able to:
05.01	Identify sources of employment opportunities.
05.02	Describe the job search process.
05.03	Complete a resume and a cover letter and prepare for electronic distribution.
05.04	Complete a job application form.
05.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
05.06	Prepare a thank you note for an interview.
05.07	Demonstrate the ability to give and receive performance feedback.
05.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
05.09	Identify organizational structure, chain of command and importance of appropriate protocol.
05.10	Identify signs of stress and positive management techniques.
05.11	Identify and demonstrate positive interpersonal skills.

05.12	Demonstrate ability to work effectively with diverse populations (generational, cultural, gender).
05.13	Demonstrate ability to work as a team member.
05.14	Describe confidentiality and privacy issues in the workplace.
05.15	Describe the importance of customer service to an organization.
05.16	Describe the importance of an employee's ability to be flexible in the workplace.
05.17	Demonstrate effective time management skills.
05.18	Identify methods for securing an employment reference.
05.19	Identify career advancement opportunities and demonstrate effective networking behaviors.
06.0	Perform information processing activities. The student will be able to:
06.01	Demonstrate ability to manage files electronically, including in the Cloud.
06.02	Create and edit documents from handwritten, dictated and typed material using current technology.
06.03	Input numeric data.
06.04	Use office equipment manual.
06.05	Identify computer security issues.
06.06	Demonstrate knowledge of the importance of continuing education and technology updates.
07.0	Develop leadership skills. The student will be able to:
07.01	Prepare an agenda, invite participants electronically and conduct a meeting.
07.02	Demonstrate knowledge of professional organizations.
07.03	Demonstrate an understanding of how job performance is measured and how it relates to promotion.
08.0	Develop strategic organizational skills. The student will be able to:
08.01	Prepare and manage a schedule for an employer or a project based activity.
08.02	Prepare a schedule for an employer.

09.0	Perform office management activities. The student will be able to:
09.01	Document self-assessment of workplace performance.
10.0	Participate in work-based learning experiences. The student will be able to:
10.01	Participate in internships or service learning experiences in legal administration.
10.02	Demonstrate employability skills.
10.03	Develop a career plan.
In addition to the above core outcomes, students will complete the outcomes in one of the following specializations:	
<u>Legal Office Specialization:</u>	
11.0	Perform dictation/transcription activities. The student will be able to:
11.01	Demonstrate techniques in dictation and transcription.
11.02	Transcribe written or recorded dictation of legal correspondence and other legal documents.
12.0	Perform legal office management activities. The student will be able to:
12.01	Prepare, file and retrieve client records.
12.02	Define the major functions of legal office management.
12.03	Maintain work schedules for payroll purposes.
12.04	Calculate billable hours.
13.0	Perform legal office activities. The student will be able to:
13.01	Define, understand, and spell legal terminology.
13.02	Identify terms and procedures related to the legal process.
13.03	Identify the court in which legal documents should be filed.
13.04	Identify sources of legal reference.
13.05	Demonstrate knowledge of the confidential fiduciary relationship between client and attorney.
13.06	Demonstrate knowledge of computer security in the confidential environment.

13.07	Identify and use printed and electronic sources of legal information.
13.08	Maintain records for assessing client charges.
13.09	Maintain an electronic appointments system.
13.10	Maintain a filing system for docket control.
13.11	Demonstrate knowledge of document formats and e-filing systems required by the court and other agencies.
13.12	Demonstrate knowledge of legal filing systems in a law office.
13.13	Create legal templates.
13.14	Key information using legal templates.
14.0	Demonstrate knowledge of U.S. and Florida court systems. The student will be able to:
14.01	Describe the courts of Florida and the jurisdiction of each.
14.02	Describe the courts of the Federal System and other agencies and the jurisdiction of each.
15.0	Perform legal office records management activities. The student will be able to:
15.01	Identify the components of a records management system.
15.02	Identify the principles of forms control.
15.03	Identify principles governing the planning of a records retention and disposition schedule.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Medical Office Management
Career Cluster: Business Management and Administration

CCC	
CIP Number	0551070500
Program Type	College Credit Certificate (CCC)
Program Length	34 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6013 – Medical Secretaries
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Medical Office Administration AS degree program (1551070500).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to: communication and customer service skills; computer skills, medical records management; information technology and processing; legal and ethical issues; medical terminology; insurance claims and billing; and assisting in the administration of policy.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate effective communication skills.
- 02.0 Perform medical office activities.
- 03.0 Demonstrate proficiency in the use of medical office management software, word processing, spreadsheet, and other office software commonly used in a medical office.
- 04.0 Practice effective Records Information Management (RIM) techniques.
- 05.0 Perform ethical accounting practices.
- 06.0 Demonstrate employability and workplace skills.
- 10.0 Perform medical office management activities.
- 11.0 Perform medical office insurance, billing and coding activities.

Florida Department of Education
Student Performance Standards

Program Title: Medical Office Management
CIP Number: 0551070500
Program Length: 34 credit hours
SOC Code(s): 43-6013

This certificate program is part of the Medical Office Administration AS degree program (1551070500). At the completion of this program, the student will be able to:

01.0	Demonstrate effective communication skills. The student will be able to:
01.01	Identify and use appropriate conferencing tools.
01.02	Demonstrate effective internal and external customer service skills.
01.03	Identify current communication technologies.
01.04	Effectively utilize appropriate oral and written communication skills in diverse business settings.
01.05	Demonstrate effective teamwork skills.
01.06	Demonstrate ability to manage conflict.
01.07	Describe the importance of professionalism in business communications.
01.08	Demonstrate effective listening skills.
01.09	Compose correspondence and related documents and demonstrate correct spelling, grammar, punctuation and word choice.
01.10	Research and interpret information retrieved from print and electronic resources.
01.11	Research and compose a document containing statistical information.
01.12	Demonstrate ability to communicate effectively with diverse populations.
01.13	Determine preventive actions for medical office communication problems.
02.0	Perform medical office activities. The student will be able to:
02.01	Document medical correspondence and other medical information in a timely manner.
02.02	Translate medical terms and abbreviations into the appropriate long form.
02.03	Demonstrate appropriate spelling, grammar, punctuation, and word choice of medical terms.

02.04	Identify inconsistencies, errors, and missing information within a medical report.
02.05	Explain the importance of physician approval of health records.
02.06	Practice patient confidentiality guidelines and legal documentation requirements.
02.07	Enter medical reports into electronic health records systems.
02.08	Use medical references and resource materials as needed.
02.09	Demonstrate a compliance with all federal and state health care regulations.
03.0	Demonstrate proficiency in the use of medical office management software, word processing, spreadsheet, and other office software commonly used in a medical office. The student will be able to:
03.01	Produce medical documents.
03.02	Create and edit templates and forms for the medical office.
03.03	Prepare scanned documents for transmission or storage.
03.04	Prepare a document using mail merge and variable information.
03.05	Use technology to access, research, analyze, and interpret medical information.
03.06	Use appropriate software to create, maintain and manage documents and produce reports.
03.07	Define differences between operating systems and software applications.
03.08	Discuss/Identify the importance of continuing education and technology updates.
04.0	Practice effective Records Information Management (RIM) techniques. The student will be able to:
04.01	Index, code, sort, file, and cross-reference medical materials manually and electronically.
04.02	Describe the process of an effective inventory of medical records.
04.03	List and describe methods of protecting vital medical records.
04.04	Identify the procedures of medical records forms control (i.e., retention, disposal, recovery).
04.05	Compare and contrast the characteristics of centralized and decentralized filing systems.
04.06	Identify procedures for confidentiality (i.e. HIPAA (Health Insurance Portability and Accountability Act)).
04.07	Identify safety and security procedures for information transmittal.

05.0	Perform ethical accounting practices. The student will be able to:
05.01	Identify parameters and functions of a fiscal calendar.
05.02	Prepare and analyze budgets.
05.03	Describe procedures for processing payroll.
05.04	Compare and contrast various payroll tax reports.
05.05	Explain the steps in the accounting cycle.
05.06	Demonstrate proficiency in cash control procedures.
05.07	Use source documents to prepare and analyze transactions.
05.08	Describe how to implement fraud controls.
05.09	Describe how to classify expenses.
06.0	Demonstrate employability and workplace skills. The student will be able to:
06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Create a resume and a cover letter.
06.04	Complete a job application.
06.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
06.06	Identify pre- and post- interview strategies.
06.07	Identify and demonstrate appropriate responses to feedback from supervisors.
06.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
06.09	Identify organizational structure, chain of command, and importance of appropriate protocol.
06.10	Identify methods for securing an employment reference.
06.11	Identify career advancement opportunities and demonstrate effective networking behaviors.
06.12	Identify stress management strategies and techniques.
06.13	Identify and demonstrate positive interpersonal skills.

06.14	Demonstrate ability to work effectively with diverse populations.
06.15	Demonstrate ability to work as a team member.
06.16	Describe confidentiality and privacy issues in the workplace.
06.17	Describe the importance of customer service to an organization.
06.18	Describe the importance of an employee’s ability to be flexible in the workplace.
06.19	Demonstrate effective time management skills.
10.0	Perform medical office management activities. The student will be able to:
10.01	Prepare managerial reports about production, personnel, equipment and operational costs.
10.02	Compare and select vendors from whom to purchase supplies.
10.03	Apply time management techniques to medical office schedules.
10.04	Conduct an employment interview.
10.05	Select items to include in a new employee’s orientation to the job.
10.06	Review performance appraisals with employees, set goals, and recommend training.
11.0	Perform medical office insurance, billing and coding activities. The student will be able to:
11.01	Determine the correct ICD (International Classification of Diseases) and CPT (Current Procedural Terminology) codes.
11.02	Accurately complete billing documents.
11.03	Compare and contrast different types of insurance providers.
11.04	Prepare and process insurance claims.
11.05	Describe and differentiate among the most common types of insurance claims filed by medical offices.
11.06	Describe procedures for handling billing and insurance claims in medical offices.
11.07	Define common terms and abbreviations used in insurance.
11.08	Accurately complete insurance claim forms.
11.09	Locate errors in returned insurance claim forms.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

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Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Medical Office Specialist
Career Cluster: Business Management and Administration

CCC	
CIP Number	0551071001
Program Type	College Credit Certificate (CCC)
Program Length	18 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6013 – Medical Secretaries
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Medical Office Administration AS degree program (1552020404).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to: communication and customer service skills; computer skills, medical records management; information technology and processing; legal and ethical issues; medical terminology; insurance claims and billing; and assisting in the administration of policy.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 18 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate effective communication skills.
- 02.0 Perform medical office activities.
- 03.0 Demonstrate proficiency in the use of medical office management software, word processing, spreadsheet, and other office software commonly used in a medical office.
- 04.0 Practice effective Records Information Management (RIM) techniques.
- 06.0 Demonstrate employability and workplace skills.

Florida Department of Education
Student Performance Standards

Program Title: Medical Office Specialist
 CIP Number: 0551071001
 Program Length: 18 credit hours
 SOC Code(s): 43-6013

This certificate program is part of the Medical Office Administration AS degree program (1551070500). At the completion of this program, the student will be able to:

01.0	Demonstrate effective communication skills. The student will be able to:
01.01	Identify and use appropriate conferencing tools.
01.02	Demonstrate effective internal and external customer service skills.
01.03	Identify current communication technologies.
01.04	Effectively utilize appropriate oral and written communication skills in diverse business settings.
01.05	Demonstrate effective teamwork skills.
01.06	Demonstrate ability to manage conflict.
01.07	Describe the importance of professionalism in business communications.
01.08	Demonstrate effective listening skills.
01.09	Compose correspondence and related documents and demonstrate correct spelling, grammar, punctuation and word choice.
01.10	Research and interpret information retrieved from print and electronic resources.
01.11	Research and compose a document containing statistical information.
01.12	Demonstrate ability to communicate effectively with diverse populations.
01.13	Determine preventive actions for medical office communication problems.
02.0	Perform medical office activities. The student will be able to:
02.01	Document medical correspondence and other medical information in a timely manner.
02.02	Translate medical terms and abbreviations into the appropriate long form.
02.03	Demonstrate appropriate spelling, grammar, punctuation, and word choice of medical terms.

02.04	Identify inconsistencies, errors, and missing information within a medical report.
02.05	Explain the importance of physician approval of health records.
02.06	Practice patient confidentiality guidelines and legal documentation requirements.
02.07	Enter medical reports into electronic health records systems.
02.08	Use medical references and resource materials as needed.
02.09	Demonstrate a compliance with all federal and state health care regulations.
03.0	Demonstrate proficiency in the use of medical office management software, word processing, spreadsheet, and other office software commonly used in a medical office. The student will be able to:
03.01	Produce medical documents.
03.02	Create and edit templates and forms for the medical office.
03.03	Prepare scanned documents for transmission or storage.
03.04	Prepare a document using mail merge and variable information.
03.05	Use technology to access, research, analyze, and interpret medical information.
03.06	Use appropriate software to create, maintain and manage documents and produce reports.
03.07	Define differences between operating systems and software applications.
03.08	Discuss/Identify the importance of continuing education and technology updates.
04.0	Practice effective Records Information Management (RIM) techniques. The student will be able to:
04.01	Index, code, sort, file, and cross-reference medical materials manually and electronically.
04.02	Describe the process of an effective inventory of medical records.
04.03	List and describe methods of protecting vital medical records.
04.04	Identify the procedures of medical records forms control (i.e., retention, disposal, recovery).
04.05	Compare and contrast the characteristics of centralized and decentralized filing systems.
04.06	Identify procedures for confidentiality (i.e. HIPAA (Health Insurance Portability and Accountability Act)).
04.07	Identify safety and security procedures for information transmittal. (moved from 2)
06.0	Demonstrate employability and workplace skills. The student will be able to:

06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Create a resume and a cover letter.
06.04	Complete a job application.
06.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
06.06	Identify pre- and post- interview strategies.
06.07	Identify and demonstrate appropriate responses to feedback from supervisors.
06.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
06.09	Identify organizational structure, chain of command, and importance of appropriate protocol.
06.10	Identify methods for securing an employment reference.
06.11	Identify career advancement opportunities and demonstrate effective networking behaviors.
06.12	Identify stress management strategies and techniques.
06.13	Identify and demonstrate positive interpersonal skills.
06.14	Demonstrate ability to work effectively with diverse populations.
06.15	Demonstrate ability to work as a team member.
06.16	Describe confidentiality and privacy issues in the workplace.
06.17	Describe the importance of customer service to an organization.
06.18	Describe the importance of an employee's ability to be flexible in the workplace.
06.19	Demonstrate effective time management skills.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

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**Florida Department of Education
Curriculum Framework**

Program Title: Business Specialist
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552020103
Program Type	College Credit Certificate (CCC)
Program Length	12 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-1021 – General and Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to instruction to individuals in the areas of planning, organizing, directing and controlling of a business, with emphasis on selected theories of management and decision making and the knowledge and understanding necessary for managing people and functions.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills

- 03.0 Manage business information using appropriate software.
- 04.0 Demonstrate effective business communication skills.
- 07.0 Demonstrate employability skills.

Florida Department of Education
Student Performance Standards

Program Title: Business Specialist
 CIP Number: 0552020103
 Program Length: 12 credit hours
 SOC Code(s): 11-1021

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program,	
<u>Professional Skills:</u>	
03.0	Manage business information using appropriate technology. The student will be able to:
03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.

07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.
07.08	Demonstrate effective job interview techniques and identify different types of interviews.
07.09	Identify pre- and post- interview strategies.
07.10	Identify and demonstrate appropriate responses to feedback from supervisors.
07.11	Identify and demonstrate acceptable work habits.
07.12	Describe the importance of an employee's ability to be flexible in the workplace.
07.13	Demonstrate effective time management skills.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

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<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Business Operations
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552020104
Program Type	College Credit Certificate (CCC)
Program Length	18 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-1021 – General and Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stm

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to instruction to individuals in the areas of planning, organizing, directing and controlling of a business, with emphasis on selected theories of management and decision-making and the knowledge and understanding necessary for managing people and functions.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 07.0 Demonstrate employability skills.
- 09.0 Demonstrate an understanding of management activities.

In addition, students will complete the outcomes in one of the following specializations:

Banking Specialization

- 12.0 Understand terminology unique to the banking industry.
- 13.0 Demonstrate knowledge of basic functions of banking institutions.
- 14.0 Utilize effective cross selling techniques and procedures for financial services.
- 15.0 Demonstrate knowledge of the history, growth and structure of the banking industry.
- 16.0 Demonstrate foundational knowledge of banking operations.
- 17.0 Identify security procedures for the detection and prevention of bank fraud.
- 18.0 Demonstrate understanding of money and banking.
- 19.0 Demonstrate knowledge of economic principles.

Human Resources Specialization

- 12.0 Examine the major principles of human resources

International Business Specialization

- 12.0 Demonstrate knowledge of international marketing and distribution activities.
- 13.0 Demonstrate knowledge of international banking, accounting, and finance activities.
- 14.0 Demonstrate knowledge of international socio-cultural business practices.
- 15.0 Demonstrate knowledge of international law and economic activities.

Management Specialization

- 12.0 Demonstrate knowledge of the principles and practices of management.
- 13.0 Demonstrate knowledge of essential human relations skills.
- 14.0 Demonstrate knowledge of the responsibilities, challenges, and attributes of each level of management.

Small Business Management Specialization

- 12.0 Demonstrate knowledge of small business management functions.

**Florida Department of Education
Student Performance Standards**

Program Title: Business Operations
CIP Number: 0552020104
Program Length: 18 credit hours
SOC Code(s): 11-1021

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program, the student will be able to:

Professional Skills:

01.0 Prepare and use financial information to support decision-making. The student will be able to:

01.01 Apply the accounting cycle steps to various business scenarios.

01.02 Apply cash control procedures to various business scenarios.

01.03 Use source documents to prepare and analyze transactions.

01.04 Describe internal control methods, cyber security protocols, and fraud controls.

01.05 Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.

01.06 Analyze financial information to make informed business decisions.

02.0 Demonstrate an understanding of accounting operations. The student will be able to:

02.01 Examine accounts receivable and payable in different business scenarios to identify possible issues.

02.02 Compare and contrast profit vs. not-for-profit accounting.

02.03 Prepare and interpret profit analysis reports and their impact on organizational performance.

02.04 Describe differences in planning for operating expenditures and capital expenditures.

02.05 Describe the principles related to pricing decisions.

02.06 Use pricing principles to justify business decisions.

02.07 Assess the impact of taxes on business operations.

02.08 Conduct a basic financial ratio analysis.

03.0 Manage business information using appropriate technology. The student will be able to:

03.01 Identify and use the appropriate technology in various business settings.

03.02 Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.

03.03 Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)

04.0 Demonstrate effective business communication skills. The student will be able to:

04.01 Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.

04.02 Employ effective interpersonal communication skills in various business settings.

04.03 Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.

04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.
05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.
05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.
05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.
07.08	Demonstrate effective job interview techniques and identify different types of interviews.
07.09	Identify pre- and post- interview strategies.
07.10	Identify and demonstrate appropriate responses to feedback from supervisors.
07.11	Identify and demonstrate acceptable work habits.
07.12	Describe the importance of an employee's ability to be flexible in the workplace.

07.13	Demonstrate effective time management skills.
09.0	Demonstrate an understanding of management activities. The student will be able to:
09.01	Describe the functions of management and their impact on an organization's ability to achieve its goals.
09.02	Describe how an organization's mission and vision drive the formation of strategic policy.
09.03	Distinguish the goals among business, government, and non-profit organizations.
09.04	Describe basic management roles, including interpersonal, informational and decision-making.
09.05	Discuss political, conceptual, interpersonal, and diagnostic skills required in management.
09.06	Describe the value and application of data to management decision-making.
09.07	Describe how creativity and innovation are significant contributions to successful management.
09.08	Identify the impact of organizational culture.
<u>Banking Specialization:</u>	
12.0	Understand terminology unique to the banking industry. The student will be able to:
12.01	Understand and use terminology as it applies to the banking industry.
12.02	Interpret and convey banking terminology to communicate effectively with customers.
13.0	Demonstrate knowledge of basic functions of banking institutions. The student will be able to:
13.01	Describe the basic functions of a financial institution.
13.02	Explain how the functions of a financial institution are interrelated.
13.03	Discuss which departments and employees are responsible for the different functions.
14.0	Utilize effective cross selling techniques and procedures for financial services. The student will be able to:
14.01	Demonstrate knowledge of all services offered by financial institutions for purposes of cross selling.
14.02	Demonstrate the procedures related to cross selling and explain their importance.
14.03	Analyze ethical considerations related to cross selling financial services.
15.0	Demonstrate knowledge of the history, growth and structure of the banking industry. The student will be able to:
15.01	Describe the evolution of American banking institutions.
15.02	Describe the functions of regulatory agencies and their impact on the banking industry.
15.03	Identify major acts and important regulations resulting from the growth and changes in banking institutions.
15.04	Differentiate between banks and other financial institutions that offer banking services.
15.05	Explain the role of bank rating agencies.
15.06	Discuss the role of the CRA (Community Reinvestment Act).
16.0	Demonstrate foundational knowledge of banking operations. The student will be able to:
16.01	Locate information on a customer's account and explain what information is to be given over the phone and to whom it can be given.

16.02	Explain the routing system for payment of a check in the Check 21 environment.
16.03	Identify and describe standard bank policies, including state regulations.
16.04	Explain how a credit score is tabulated.
17.0	Identify security procedures for the detection and prevention of bank fraud. The student will be able to:
17.01	Explain the components of and process for filing a Currency Transaction Report (CTR).
17.02	Describe the importance of information security, including cybersecurity protocols.
17.03	Identify and describe common types of bank fraud.
17.04	Identify and describe security precautions and methods used to deter bank fraud.
18.0	Demonstrate understanding of money and banking. The student will be able to:
18.01	Identify current trends in financial services deregulation and diversified financial services.
18.02	Differentiate among corporation and other forms of business.
18.03	Identify and explain the components of a corporate charter and bylaws.
18.04	Describe capital acquisition and subsequent equity and debt functions.
18.05	Discuss the functions of securities markets and the SEC (Securities and Exchange Commission) regulations.
18.06	Define business failure, reorganization, dissolutions, and liquidation.
18.07	Conduct a basic financial ratio analysis.
18.08	Identify and describe the major types of financial markets and what distinguishes them.
18.09	Identify and describe the major types of financial intermediaries and what distinguishes them.
18.10	Define a financial system and describe its purpose.
18.11	Explain concepts of loan to value, time value of money, compounding of interest, and amortization.
18.12	Discuss credit information sources.
19.0	Demonstrate knowledge of economic principles. The student will be able to:
19.01	Differentiate between monetary and fiscal policy.
19.02	Explain production, consumption, GDP (Gross Domestic Product) and business cycles.
19.03	Explain the interrelationship between the Federal Reserve System and commercial banks.
19.04	Identify and describe the economic factors that cause interest rates to rise and decline.
19.05	Define inflation and describe its impact on the economy.
<u>Human Resources Specialization:</u>	
12.0	Examine the major principles of human resources. The student will be able to:
12.01	Analyze the functions of human resources.
12.02	Explain the employer's relationship with the Human Resources Department.
12.03	Analyze the strategic role of human resources in an organization.

12.04	Compare and contrast the benefits and limitations of internal and external recruiting.
12.05	Describe various methods of recruitment.
12.06	Create and analyze job descriptions and position requirements.
12.07	Analyze KSAs (knowledge, skills, & abilities) of potential internal candidates for open positions.
12.08	Describe interviewing skills and techniques appropriate to in-person and virtual settings.
12.09	Describe the process of onboarding.
12.10	Identify training and development strategies within the human resources department.
12.11	Analyze and select appropriate in-person and virtual interview techniques.
12.12	Identify candidates for selection and hiring, including contract and temporary positions.
12.13	Describe compensation and benefit plans.
12.14	Describe the legal issues associated with compensation and benefit plans.
12.15	Identify human resource challenges and provide possible solutions.
12.16	Identify proactive steps to address potential human resource challenges.
12.17	Describe the provisions of the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), Family and Medical Leave Act (FMLA), and other laws as they apply to human resource functions.
12.18	Describe the oversight function of Federal and State administrative and regulatory agencies as they relate to human resources.
12.19	Explain how perceptions of compensation differ among different stakeholders.
12.20	Define internal equity within an organization.
12.21	Discuss external competitiveness.
12.22	Examine the effect of political, economic, social, and cultural factors on human resources.
12.23	Identify criteria for effective performance management.
12.24	Discuss the employment and onboarding processes for contract and temporary positions.
<u>International Business Specialization:</u>	
12.0	Understand international marketing and distribution activities. The student will be able to:
12.01	Explain the complex and dynamic international business relationships among countries, regions, and global institutions.
12.02	Identify, explore, and analyze global resources related to international business.
12.03	Prepare international sales and purchase agreements.
12.04	Demonstrate decision-making abilities that generate marketing strategies using products, prices, places, and promotions specifically related to international business.
12.05	Compare and contrast the benefits and limitations of various modes of transporting goods internationally.
12.06	Determine transportation costs.
12.07	Recognize the types of international business organizations and their structures.

12.08	Identify and describe a customer segment across cultures.
12.09	Identify and critically analyze international business opportunities.
12.10	Demonstrate an understanding of global economic integration as it relates to distribution.
12.11	Recognize the benefits and limitations of using digital currency in global business.
12.12	Discuss the use of e-commerce in the global business environment.
12.13	Explain the risks associated with global entry and exit strategies.
13.0	Demonstrate knowledge of international banking, accounting, and finance activities. The student will be able to:
13.01	Identify various payment methods.
13.02	Describe the process of preparing instruments of international payment, including letters of credit.
13.03	Identify various sources of financing.
13.04	Calculate foreign currency using exchange rates.
13.05	Describe the risk factors related to foreign exchange.
13.06	Discuss countertrade in international transactions.
13.07	Describe the common challenges with import/export transactions and processes.
13.08	Describe the history of various global monetary systems including the Gold Standard, Fixed Rate, and Floating Rate Exchange systems.
13.09	Describe the differences in accounting standards across nations.
14.0	Demonstrate knowledge of international socio-cultural business practices. The student will be able to:
14.01	Compare and contrast international business customs and practices.
14.02	Identify countries within regional trade organizations.
14.03	Explain the various elements of the Hofstede Model as a tool for understanding cultural differences.
14.04	Describe the role of religion in global business.
15.0	Demonstrate knowledge of international law and economic activities. The student will be able to:
15.01	Identify requirements necessary to comply with international contracts.
15.02	Identify requirements necessary to comply with international laws and treaties.
15.03	Describe the benefits and limitations of free trade.
15.04	Discuss the benefits and limitations of various trade barriers.
15.05	Discuss the benefits and limitations of globalization.
15.06	Describe the role of various global institutions in international business.
15.07	Describe the role of United States government agencies in international business.
15.08	Describe corporate social responsibility and its impact on the global economy.
15.09	Describe the role of expatriation and repatriation.

15.10	Compare and contrast various global staffing practices and procedures.
15.11	Describe challenges related to performance appraisals in global business operations.
15.12	Discuss and debate ethical issues associated with global business.
<u>Management Specialization:</u>	
12.0	Demonstrate knowledge of principles and practices of management. The student will be able to:
12.01	Describe the three basic levels of management and types of positions associated with each.
12.02	Discuss the different facets of social responsibility and their impact on business.
12.03	Analyze the differences between ethical leadership and legal responsibility.
12.04	Compare and contrast the different types of plans: strategic, operational, and tactical.
12.05	Distinguish between an organization's mission and vision.
12.06	Identify and describe various planning activities, including goal setting and budgeting; as well as creating and establishing policies and procedures.
12.07	Describe and give applications of the process of rational decision-making.
12.08	Define the organizing function of management and identify various activities associated with it.
12.09	Discuss the relationship between authority and responsibility.
12.10	Describe different types of organizational structures.
12.11	Distinguish between leadership and management.
12.12	Describe the key elements of leadership theories.
12.13	Discuss the key elements of motivation theories.
12.14	Describe the relationship between the planning and control functions.
12.15	Describe various types of control techniques used in the workplace.
12.16	Describe various crisis management techniques.
13.0	Demonstrate knowledge of essential human relations skills. The student will be able to:
13.01	Discuss the importance of effective human relations skills in organizations.
13.02	Describe how self-esteem, perception, and values impact job performance.
13.03	Describe group dynamics and its effect on employee performance.
13.04	Discuss the effects of stress on employees and the organization and how to effectively manage it.
14.0	Demonstrate knowledge of the responsibilities, challenges, and attributes of each level of management. The student will be able to:
14.01	Discuss the challenges involved in making the transition from employee to manager.
14.02	Identify key supervisory responsibilities unique to each management level.
14.03	Discuss key attributes of managers, and identify which skills are most important for each management level.
<u>Small Business Management Specialization:</u>	
12.0	Demonstrate knowledge of small business management functions. The student will be able to:

12.01	Describe the principles of small business management including planning and ethics.
12.02	Identify principles and systems of accounting in a small business.
12.03	Identify and describe budgeting and break-even analysis processes.
12.04	Explain the principles of financing and cash management in the small business.
12.05	Identify the fundamentals of advertising and marketing products and services in the small business.
12.06	Describe the principles of inventory management.
12.07	Identify emerging technology trends in small business operations.
12.08	Explain basic management functions of leading, organizing, staffing, and motivating.
12.09	Discuss the components, function, importance, and mechanics of a business plan.
12.10	Identify and describe the components of cost accounting.
12.11	Identify and describe fundamental legal issues and government regulations facing small business owners.
12.12	Describe the process of creating and managing a labor relations program in a small business.
12.13	Explain the role of e-commerce.
12.14	Compare and contrast the various forms of business ownership.
12.15	Discuss the benefits and limitations of family or home-based businesses.
12.16	Describe the process of creating and managing an effective human resources program in a small business.
12.17	Analyze and interpret the basic financial statements (balance sheet, income statement, cash flow statement).
12.18	Compare and contrast the various forms of funding a small business.
12.19	Identify valuation methods.
12.20	Discuss the components, function, importance, and mechanics of a business model canvas.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:
<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Human Resources Administrator
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552020105
Program Type	College Credit Certificate (CCC)
Program Length	21 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-3121 – Human Resources Manager
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to human resources management, recruitment and staffing, compensation & benefits administration, employment law, records management, and introduction to business.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 06.0 Identify the role and function of human resources in the business environment.
- 07.0 Demonstrate employability skills.
- 09.0 Demonstrate an understanding of management activities.

Program Skills:

- 06.0 Examine the major principles of human resources.

**Florida Department of Education
Student Performance Standards**

Program Title: Human Resources Administrator
CIP Number: 0552020105
Program Length: 21 credit hours
SOC Code(s): 11-3121

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Prepare and use financial information to support decision-making. The student will be able to:
01.01	Apply the accounting cycle steps to various business scenarios.
01.02	Apply cash control procedures to various business scenarios.
01.03	Use source documents to prepare and analyze transactions.
01.04	Describe internal control methods, cyber security protocols, and fraud controls.
01.05	Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.
01.06	Analyze financial information to make informed business decisions.
02.0	Demonstrate an understanding of accounting operations. The student will be able to:
02.01	Examine accounts receivable and payable in different business scenarios to identify possible issues.
02.02	Compare and contrast profit vs. not-for-profit accounting.
02.03	Prepare and interpret profit analysis reports and their impact on organizational performance.
02.04	Describe differences in planning for operating expenditures and capital expenditures.
02.05	Describe the principles related to pricing decisions.
02.06	Use pricing principles to justify business decisions.
02.07	Assess the impact of taxes on business operations.
02.08	Conduct a basic financial ratio analysis.
03.0	Manage business information using appropriate technology. The student will be able to:

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.
05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.
05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
06.0	Identify the role and function of human resources in the business environment. The student will be able to:
06.01	Describe and conduct a job analysis.
06.02	Identify the role, principles and functions of recruitment and staffing.
06.03	Demonstrate effective interview methods, including the use of current technology.
06.04	Identify methods of employee onboarding, orientation, training, development, and retention.
06.05	Identify the components of compensation and benefits plans, and evaluate the potential for inequity in compensation and benefits.
06.06	Describe the legal issues associated with compensation and benefits plans.
06.07	Describe the administration of, and costs associated with, employer compensation and benefits plans.
06.08	Describe current provisions of human resources laws, including but not limited to the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), and Family and Medical Leave Act (FMLA).
06.09	Identify methods to protect organizations from potential legal action.
06.10	Describe Future of Work trends and which careers are most likely to be impacted by automation and technology advances.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

07.08 Demonstrate effective job interview techniques and identify different types of interviews.

07.09 Identify pre- and post- interview strategies.

07.10 Identify and demonstrate appropriate responses to feedback from supervisors.

07.11 Identify and demonstrate acceptable work habits.

07.12 Describe the importance of an employee's ability to be flexible in the workplace.

07.13 Demonstrate effective time management skills.

09.0 Demonstrate an understanding of management activities. The student will be able to:

09.01 Describe the functions of management and their impact on an organization's ability to achieve its goals.

09.02 Describe how an organization's mission and vision drive the formation of strategic policy.

09.03 Distinguish the goals among business, government, and non-profit organizations.

09.04 Describe basic management roles, including interpersonal, informational and decision-making.

09.05 Discuss political, conceptual, interpersonal, and diagnostic skills required in management.

09.06 Describe the value and application of data to management decision-making.

09.07 Describe how creativity and innovation are significant contributions to successful management.

09.08 Identify the impact of organizational culture.

09.09 Demonstrate effective time management skills.

09.10 Use presentation skills, and appropriate media to describe the progress, results and outcomes of the experience.

Human Resources Specialization:

12.0 Examine the major principles of human resources. The student will be able to:

12.01 Analyze the functions of human resources.

12.02 Explain the employer's relationship with the Human Resources Department.

12.03 Analyze the strategic role of human resources in an organization.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

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|-------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 12.04 | Compare and contrast the benefits and limitations of internal and external recruiting. |
| 12.05 | Describe various methods of recruitment. |
| 12.06 | Create and analyze job descriptions and position requirements. |
| 12.07 | Analyze KSAs (knowledge, skills, & abilities) of potential internal candidates for open positions. |
| 12.08 | Describe interviewing skills and techniques appropriate to in-person and virtual settings. |
| 12.09 | Describe the process of onboarding. |
| 12.10 | Identify training and development strategies within the human resources department. |
| 12.11 | Analyze and select appropriate in-person and virtual interview techniques. |
| 12.12 | Identify candidates for selection and hiring, including contract and temporary positions. |
| 12.13 | Describe compensation and benefit plans. |
| 12.14 | Describe the legal issues associated with compensation and benefit plans. |
| 12.15 | Identify human resource challenges and provide possible solutions. |
| 12.16 | Identify proactive steps to address potential human resource challenges. |
| 12.17 | Describe the provisions of the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), Family and Medical Leave Act (FMLA), and other laws as they apply to human resource functions. |
| 12.18 | Describe the oversight function of Federal and State administrative and regulatory agencies as they relate to human resources. |
| 12.19 | Explain how perceptions of compensation differ among different stakeholders. |
| 12.20 | Define internal equity within an organization. |
| 12.21 | Discuss external competitiveness. |
| 12.22 | Examine the effect of political, economic, social, and cultural factors on human resources. |
| 12.23 | Identify criteria for effective performance management. |
| 12.24 | Discuss the employment and onboarding processes for contract and temporary positions. |

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Applied Management
Career Cluster: Business Management and Administration

AAS	
CIP Number	0552020107
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-1021 – General and Operations Managers 11-9199 – Managers, All Others 11-3011 – Administrative Services Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to communication skills, leadership skills, human relations and employability skills, principles of management, personnel management, and general business procedures.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Apply supervision skills.
- 02.0 Communicate effectively in supervision.
- 03.0 Apply strategies for effective management.
- 04.0 Employ creative thinking to achieve business objectives.
- 05.0 Demonstrate appropriate math skills.
- 06.0 Demonstrate an understanding of entrepreneurship.
- 07.0 Demonstrate knowledge of data-processing activities.
- 08.0 Identify, classify, and demonstrate management functions.
- 09.0 Apply basic quality control principles.
- 10.0 Demonstrate an understanding of professional, technical or industrial competencies.

Florida Department of Education
Student Performance Standards

Program Title: Applied Management
CIP Numbers: 0552020107
Program Length: 60 credit hours
SOC Code(s): 11-1021; 11-9199; 11-3011

Refer to Rule 6A-14.030 (5) F.A.C., for the minimum amount of general education coursework required in the Associate in Applied Science (AAS) degree. At the completion of this program, the student will be able to::

- 01.0 Apply supervision skills. The student will be able to:
 - 01.01 Specify the responsibilities of the supervisor.
 - 01.02 Implement human relations skills.
 - 01.03 Follow leadership principles and approaches.
 - 01.04 Apply positive approaches to discipline.
 - 01.05 Conceptualize organizational functions of management.
 - 01.06 Develop organizational plans.
 - 01.07 Follow and teach accepted accident prevention practices.
 - 01.08 Apply the principles and procedures of delegation.
 - 01.09 Utilize motivational skills to coordinate employee and organization interest.
 - 01.10 Apply appropriate techniques of dealing with crises.
 - 01.11 Utilize strategies for dealing with interpersonal conflicts.
 - 01.12 Analyze causes of resistance in employees.
 - 01.13 Implement the agreement-finding process.
 - 01.14 Develop and implement job instructions.
 - 01.15 Apply principles of management to employee/employer conflicts.
 - 01.16 Explore and research latest issues regarding Americans with Disabilities Act (ADA).

01.17	Conduct decision making meetings.
01.18	Employ steps of effective decision-making.
01.19	Set goals and objectives.
01.20	Evaluate job applicants.
01.21	Discuss the performance appraisal with an employee.
01.22	Implement participative style of supervision.
02.0	Communicate effectively in supervision. The student will be able to:
02.01	Solve problems in communicating.
02.02	Exhibit appropriate habits in person-to-person communication.
02.03	Utilize appropriate communication skills using telephone, computer or other electronic media, both domestically and internationally.
02.04	Use communication feedback effectively.
02.05	Use persuasion skills in communicating.
02.06	Build credibility in management.
02.07	Recognize and react to non-verbal communication.
02.08	Practice conflict management skills.
02.09	Write an effective memorandum.
02.10	Prepare a written technical report.
02.11	Apply verbal and non-verbal inter-cultural communication skills.
02.12	Read and understand graphs, charts, diagrams, and tables commonly used in the industrial/occupational area.
02.13	Write logical and understandable statements to accurately complete forms/invoices commonly used in business and industry, both domestically and internationally.
03.0	Apply strategies for effective management. The student will be able to:
03.01	Diagnose unacceptable performance.
03.02	Determine effective discipline procedures.

03.03	Undertake disciplinary action.
03.04	Plan appraisal interviews.
03.05	Conduct appraisal interviews.
03.06	Implement transfer, demotion, and termination procedures.
03.07	Conduct hiring interviews.
03.08	Implement recruitment procedures.
03.09	Apply the hierarchy of human needs to worker motivation.
04.0	Employ creative thinking to achieve business objectives. The student will be able to:
04.01	Utilize techniques for maximum production of ideas.
04.02	Establish and maintain conditions necessary for creative problem solving.
04.03	Diagnose conditions antithetical to creativity.
04.04	Oversee problem solving.
05.0	Demonstrate appropriate math skills. The student will be able to:
05.01	Solve problems for volume, weight, area, circumference, and perimeter measurements for rectangles, squares, and cylinders.
05.02	Measure tolerance(s) on horizontal and vertical surfaces using millimeters, centimeters, feet, and inches.
05.03	Add, subtract, multiply, and divide using fractions, decimals, and whole numbers.
05.04	Determine the correct purchase price, including sales tax, for a materials list containing a minimum of six items.
05.05	Demonstrate an understanding of federal, state, and local taxes and their computation.
05.06	Demonstrate an understanding of balance sheets and income statements and their computation.
06.0	Demonstrate an understanding of entrepreneurship. The student will be able to:
06.01	Identify characteristics of the American Enterprise System.
06.02	Define inflation and deflation.
06.03	Identify characteristics of international and global enterprise systems.

06.04	Determine the results of a change in demand or a change in supply.
06.05	List factors that contribute to economic growth.
06.06	Identify characteristics of different types of business ownership.
06.07	Choose appropriate action in a situation requiring application of business ethics.
06.08	Demonstrate understanding of basic marketing principles.
07.0	Demonstrate knowledge of data-processing activities. The student will be able to:
07.01	Identify terms commonly used in information processing.
07.02	Demonstrate understanding of Microcomputer Applications Software.
07.03	Identify automated business systems, equipment components, and media.
07.04	Sequence and define the six steps of a procession cycle.
07.05	Interpret operations of a flowchart of a simulated business job.
07.06	Check printout for errors, correct, and resubmit.
07.07	Use an alphanumeric keyboard and a ten-key numeric pad with appropriate techniques.
08.0	Identify, classify, and demonstrate management functions. The student will be able to:
08.01	Identify the correct definition of management.
08.02	Identify management positions and styles.
08.03	Identify the major functions of management.
08.04	Classify activities as part of the planning function of management.
08.05	Classify activities as part of the organizing function of management.
08.06	Classify activities as part of the staffing function of management.
08.07	Classify activities as part of the directing function of management.
08.08	Classify activities as part of the controlling function of management.
08.09	Distinguish the differences among management functions.

08.10	Select the most effective communication systems.
09.0	Apply basic quality control principles. The student will be able to:
09.01	Interpret basic statistical process control charts.
09.02	Apply basic statistical process control principles.
09.03	Analyze workers' and inspectors' roles in quality production.
09.04	Conduct a quality circle work session.
10.0	Demonstrate an understanding of technical or industrial competencies. The student will be able to:
10.01	Demonstrate an understanding of professional, technical or industrial competencies as specified in the curriculum frameworks of any postsecondary adult or postsecondary vocational program.
10.02	Demonstrate an understanding of professional, technical or industrial competencies through practical or lifetime experience.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Real Estate Specialist
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552020113
Program Type	College Credit Certificate (CCC)
Program Length	12 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-9141 – Property, Real Estate, and Community Association Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to instruction to individuals in the areas of planning, organizing, directing and controlling of a business, with emphasis on selected theories of management and decision making and the knowledge and understanding necessary for managing people and functions.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 07.0 Demonstrate employability skills.

Program Skills:

- 12.0 Demonstrate knowledge of real estate principles.
- 13.0 Demonstrate understanding of property management operations.
- 14.0 Demonstrate an understanding of state and federal laws related to the operation of community associations.
- 15.0 Demonstrate understanding of community management association operations.
- 16.0 Demonstrate an understanding of the principles for the preparation of the budget and other financial documents.
- 17.0 Demonstrate an understanding of community association and property manager insurance requirements.
- 18.0 Demonstrate an understanding of the management and maintenance requirements of a community association.

**Florida Department of Education
Student Performance Standards**

Program Title: Real Estate Specialist
CIP Number: 0552020113
Program Length: 12 credit hours
SOC Code(s): 11-9141

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program, the student will be able to:

Professional Skills:

03.0	Manage business information using appropriate technology. The student will be able to:
03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program, the student will be able to:

05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.
05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.
05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.
07.08	Demonstrate effective job interview techniques and identify different types of interviews.
07.09	Identify pre- and post- interview strategies.
07.10	Identify and demonstrate appropriate responses to feedback from supervisors.
07.11	Identify and demonstrate acceptable work habits.
07.12	Describe the importance of an employee's ability to be flexible in the workplace.
07.13	Demonstrate effective time management skills.

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program, the student will be able to:

Property, Real Estate, & Community Association Management Specialization

12.0 Demonstrate knowledge of real estate principles. The student will be able to:

12.01 Describe real estate sales under the market system.

12.02 Explain the major submarkets of real estate.

12.03 Explain the principles of highest and best use of land or improved property.

12.04 List and explain at least three factors that influence demand in the real estate market.

12.05 Describe duties and license requirements for sales associates, broker associates, and brokers.

12.06 Describe how real estate market indicators assist in interpreting the current trends and conditions of the local market.

12.07 Define and explain real estate deeds, taxes and legal descriptions.

12.08 Define and describe a real estate investment analysis.

12.09 List and describe different types of loans and financial resources.

12.10 Describe how real property is appraised.

12.11 Discuss various types of insurance associated with real estate ownership.

12.12 Demonstrate understanding of legal issues in real estate.

12.13 Describe various real estate marketing strategies.

12.14 Describe the governing bodies and regulation of real estate in Florida.

12.15 Distinguish between a single agent and a transaction broker.

12.16 Explain the components of real estate contracts.

12.17 Describe the real estate sales process from prospecting to closing.

13.0 Demonstrate understanding of property management operations. The student will be able to:

13.01 Describe the role of the property manager.

13.02 Identify the professional associations and certifications of a property manager.

13.03 State the regulations of Professional Property Managers.

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program, the student will be able to:

13.04 Distinguish between the different types of managed properties.

13.05 Recognize the different employment arrangements of a property manager.

14.0 Demonstrate an understanding of state and federal laws related to the operation of community associations.

14.01 Explain the Florida Statutes and Regulations governing Condominium and Homeowners Associations as well as Cooperative Associations and Timeshares.

14.02 Discuss Federal Laws including the Federal Fair Housing Act and non-discrimination requirements

14.03 Distinguish between federal and state law, emphasizing the supremacy of Federal over State Law.

15.0 Demonstrate understanding of community management association operations. The student will be able to:

15.01 Describe and differentiate among the governing documents including declaration, articles of incorporation, bylaws, and rules and regulations.

15.02 Explain the proper noticing procedures for COA (Condominium Owners Association) and HOA (Homeowners Association) Board Meetings.

15.03 Explain proper procedure for noticing and conducting meetings of the general membership of HOAs and COAs.

15.04 Explain proper procedures for voting for general elections.

15.05 Explain the purpose and scope of authority of committees.

16.0 Demonstrate an understanding of the principles for the preparation of the budget and other financial documents.

16.01 Prepare a budget and explain proper procedures for adopting the budget and reserve requirements.

16.02 Explain how to fund the budget, allocate and collect assessments.

16.03 Explain the scope of lien-making power of community associations.

16.04 Explain the purpose of estoppels.

16.05 Describe and discuss annual reporting and record requirements.

16.06 Discuss Escrow Management.

17.0 Demonstrate an understanding of community association and property manager insurance requirements.

17.01 Explain state insurance requirements and proper steps for loss prevention.

17.02 Develop an insurance plan for a community applying the state requirements for liability, flood and other types of insurance.

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program, the student will be able to:

17.03 Explain the use of fidelity and performance bonds.

18.0 Demonstrate an understanding of the management and maintenance requirements of a community association.

18.01 Explain enforcement of the governing documents including the rights and responsibilities of unit owners, procedures for enforcement, and dispute resolution.

18.02 Explain the bidding requirements for maintenance work.

18.03 Identify and apply maintenance requirements based on state & local mandates or contractual obligations.

18.04 Discuss the role of contracts in vendor management.

18.05 Describe the role of contracts in property management.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Office Management
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552020401
Program Type	College Credit Certificate (CCC)
Standard Length	27 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6011 – Executive Secretaries and Executive Administrative Assistants
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Office Administration (60) AS degree program (1552020401).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to expediting and facilitating the maintenance and production of correspondence and records; to telecommunicate; maintain office budget; planning; preparing correspondence and resolutions; filing and maintaining documents; and assisting in the administration of policy.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Demonstrate effective business communication skills.
- 02.0 Prepare and use financial information.
- 03.0 Manage business information using appropriate software.
- 04.0 Perform records management activities.
- 05.0 Perform accounting activities.
- 06.0 Demonstrate employability and workplace skills.
- 07.0 Perform information processing activities.
- 08.0 Develop leadership skills.
- 09.0 Develop strategic organizational skills.
- 10.0 Perform office management activities.

Florida Department of Education
 Student Performance Standards

Program Title: Office Management
 CIP Number: 0552020401
 Program Length: 27 credit hours
 SOC Code(s): 43-6011

This certificate program is part of the Office Administration (60) AS degree program (1552020401). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Demonstrate effective business communication skills. The student will be able to:
01.01	Demonstrate ability in teleconferencing and video conferencing.
01.02	Discuss the importance of voice mail, paging, transferring, recording/taking messages, placing international calls, and screening calls.
01.03	Demonstrate effective internal and external customer service skills.
01.04	Demonstrate understanding of current communications technology.
01.05	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
01.06	Use interpersonal communication skills to facilitate effective collaboration within teams.
01.07	Demonstrate ability to manage conflict and its resolution when dealing with challenging situations.
01.08	Discuss the importance of using appropriate tone and professional demeanor in business communications (e-mails, social media, texting, correspondence, conference calls, and conversation).
01.09	Compose business correspondence and related documents using correct spelling, grammar, punctuation and word choice.
01.10	Prepare and use technology-enhanced materials to deliver an oral presentation.
02.0	Prepare and use financial information. The student will be able to:
02.01	Perform business math operations.
03.0	Manage business information using appropriate software. The student will be able to:
03.01	Identify formatting principles.
03.02	Demonstrate proficiency using word processing, spreadsheet, presentation, database, e-mail/scheduling, and utility software applications.

03.03	Produce business documents (letters, memorandums, and reports).
03.04	Produce envelopes, labels, meeting minutes, tables, multi-page documents, numbered and bulleted lists, reports using footnotes and endnotes, and material from hand-written copy.
03.05	Create and edit templates.
03.06	Create documents by scanning.
03.07	Create and edit documents from voice recognition software.
03.08	Prepare and edit documents from rough draft copy using proofreaders' marks.
03.09	Prepare documents using mail merge with various types of data sources.
03.10	Identify and use appropriate software in a business environment.
04.0	Perform records management activities. The student will be able to:
04.01	Index, code, sort, and file materials alphabetically, numerically, geographically and by subject, both manually and electronically.
04.02	Identify types of filing supplies, equipment, and procedures.
04.03	Cross-reference materials in the alphabetic, numeric, geographic, and subject filing systems.
04.04	Recommend solutions to problems in existing filing systems.
04.05	Design and develop an initial inventory of records.
04.06	Search for, retrieve, and investigate information in files.
04.07	List and describe methods of protecting vital records.
04.08	Identify appropriate action for the retention, disposal and archiving of records.
04.09	Identify and compare centralized and decentralized filing systems.
04.10	Classify records into vital, useful, and nonessential categories by industry.
04.11	Identify procedures for confidentiality of information.
04.12	Demonstrate backup and recovery procedures.
04.13	Categorize records to follow statutes/regulations pertaining to Florida Public Records Laws retention and production.
05.0	Perform accounting activities. The student will be able to:

05.01	Demonstrate ethical accounting practices.
05.02	Identify parameters and functions of a fiscal calendar.
05.03	Prepare payroll records, including time sheets.
05.04	Demonstrate a general knowledge of the accounting cycle.
05.05	Demonstrate proficiency in cash control procedures, including bank deposits, electronic fund transfers, credit and debit transactions, bank reconciliations, and petty cash.
05.06	Use source documents to prepare and analyze transactions, including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips.
05.07	Describe how to implement internal and fraud controls.
05.08	Demonstrate knowledge of using a chart of accounts to classify expenses.
05.09	Describe how to manage and depreciate assets.
06.0	Demonstrate employability and workplace skills. The student will be able to:
06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Complete a resume and a cover letter and prepare for electronic distribution.
06.04	Complete a job application form.
06.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
06.06	Prepare a thank you note for an interview.
06.07	Demonstrate the ability to give and receive performance feedback.
06.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
06.09	Identify organizational structure, chain of command and importance of appropriate protocol.
06.10	Identify signs of stress and positive management techniques.
06.11	Identify and demonstrate positive interpersonal skills.
06.12	Demonstrate ability to work effectively with diverse populations (generational, cultural, gender).
06.13	Demonstrate ability to work as a team member.

06.14	Describe confidentiality and privacy issues in the workplace.
06.15	Describe the importance of customer service to an organization.
06.16	Describe the importance of an employee's ability to be flexible in the workplace.
06.17	Demonstrate effective time management skills.
06.18	Identify methods for securing an employment reference.
06.19	Identify career advancement opportunities and demonstrate effective networking behaviors.
07.0	Perform information processing activities. The student will be able to:
07.01	Demonstrate ability to manage files electronically, including in the Cloud.
07.02	Define differences between operating systems and software applications.
07.03	Identify and understand terms commonly used in information technology.
07.04	Identify business systems, equipment components, and electronic media.
07.05	Create and edit documents from handwritten, dictated and typed material using current technology.
07.06	Input numeric data.
07.07	Use office equipment manual.
07.08	Develop a flowchart and an organizational chart.
07.09	Identify computer security issues.
07.10	Demonstrate knowledge of the importance of continuing education and technology updates.
08.0	Develop leadership skills. The student will be able to:
08.01	Prepare an agenda, invite participants electronically and conduct a meeting.
08.02	Demonstrate understanding of group dynamics and the impact upon individual and team performance.
09.0	Develop strategic organizational skills. The student will be able to:
09.01	Apply creativity and critical thinking in problem solving and conflict resolution.
09.02	Demonstrate creativity and innovative idea generation to enhance productivity.

09.03	Prepare and manage a schedule for an employer or a project based activity.
09.04	Demonstrate an understanding of business ethics by analyzing a situation and recommending solutions.
09.05	Determine preventive actions for office communication problems.
10.0	Perform office management activities. The student will be able to:
10.01	Identify management styles.
10.02	Prepare operational reports for management.
10.03	Set priorities and develop efficient procedures for work flow.
10.04	Document self-assessment of workplace performance.
10.05	Develop an orientation plan for new employees.
10.06	Demonstrate the ability to assign work to others and delegate tasks effectively.
10.07	Utilize appropriate performance management and assessment techniques to recommend employees for promotion or recognition.
10.08	Demonstrate knowledge of work flow processes, team dynamics and efficient use of office equipment to design the layout of office space.
10.09	Develop a vendor management process to compare and select vendors.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Office Support
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552020403
Program Type	College Credit Certificate (CCC)
Standard Length	12 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6011 – Executive Secretaries and Executive Administrative Assistants
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Office Administration AS (60) degree program (1552020401).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to expediting and facilitating the maintenance and production of correspondence and records; telecommunication; maintaining an office budget; planning; preparing correspondence and resolutions; filing and maintaining documents; and assisting in the administration of policy.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Demonstrate effective business communication skills.
- 02.0 Prepare and use financial information.
- 03.0 Manage business information using appropriate software.
- 04.0 Demonstrate employability and workplace skills.
- 05.0 Perform information processing activities.

Florida Department of Education
Student Performance Standards

Program Title: Office Support
 CIP Number: 0552020403
 Program Length: 12 credit hours
 SOC Code(s): 43-6011

This certificate program is part of the Office Administration (60) AS degree program (1552020401). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Demonstrate effective business communication skills. The student will be able to:
01.01	Demonstrate effective internal and external customer service skills.
01.02	Demonstrate understanding of current communications technology.
01.03	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
01.04	Discuss the importance of using appropriate tone and professional demeanor in business communications (e-mails, social media, texting, correspondence, conference calls, and conversation).
01.05	Compose business correspondence and related documents using correct spelling, grammar, punctuation and word choice.
01.06	Prepare and use technology-enhanced materials to deliver an oral presentation.
02.0	Prepare and use financial information. The student will be able to:
02.01	Perform business math operations.
03.0	Manage business information using appropriate software. The student will be able to:
03.01	Identify formatting principles.
03.02	Demonstrate proficiency using word processing, spreadsheet, presentation, database, e-mail/scheduling, and utility software applications.
03.03	Produce business documents (letters, memorandums, and reports).
03.04	Produce envelopes, labels, meeting minutes, tables, multi-page documents, numbered and bulleted lists, reports using footnotes and endnotes, and material from hand-written copy.
03.05	Create and edit templates.

03.06	Prepare and edit documents from rough draft copy using proofreaders' marks.
03.07	Identify and use appropriate software in a business environment.
04.0	Demonstrate employability and workplace skills. The student will be able to:
04.01	Identify sources of employment opportunities.
04.02	Complete a resume and a cover letter and prepare for electronic distribution.
04.03	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
05.0	Perform information processing activities. The student will be able to:
05.01	Demonstrate ability to manage files electronically, including in the Cloud.
05.02	Define differences between operating systems and software applications.
05.03	Identify and understand terms commonly used in information technology.
05.04	Identify business systems, equipment components, and electronic media.
05.05	Create and edit documents from handwritten, dictated and typed material using current technology.
05.06	Input numeric data.
05.07	Identify computer security issues.
05.08	Demonstrate knowledge of the importance of continuing education and technology updates.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework -Proposed**

Program Title: Risk Management and Insurance Operations
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552021500
Program Type	College Credit
Standard Length	18 credit hours
CTSO	BPA, DECA
SOC Codes (all applicable)	11-3031-Financial Managers, 13-1031-Claims Adjusters, Examiners, and Investigators, 13-1032-Insurance Appraisers, Auto Damage, 13-2052-Personal Financial Advisors, 13-2053-Insurance Underwriters, 41-3021-Insurance Sales Agent, 43-9041-Insurance Claims and Policy Processing Clerks
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

The purpose of this program is to prepare students for further education and employment in the Insurance career cluster. The program is designed to develop the student’s general employability by improving their work attitudes, communication, critical thinking, technical skills, problem-solving skills and occupation-specific skills relative to insurance sales.

The program content is broad-based to reflect the cross-functional relationships prevalent in risk management and insurance. Students are exposed to related business practices such as standard operating procedures, budgeting, planning, organizing, marketing, customer service, property and casualty rules, personal insurance rules, and risk management theory. Emphasis is placed on understanding the concept of risk, insurance sales, insurance products/policies, customer service, and providing the right coverage for the amount of risk exposure. Learning is promoted via teamwork, case studies, practitioner guest lectures, video lectures, online learning aides, and visits to insurance agency and carrier sites.

This program prepares students for employment in roles such as: Customer service representative, Insurance office assistant, Account Managers, Personal Lines Agent, Claims Adjuster, and Risk Analyst.

The content includes but is not limited to related business and insurance practices such as: insurance standard policies and forms, Florida insurance regulations, operating procedures, planning, organizing, customer service, marketing, sales, and risk management. Emphasis is placed

on the development of business and risk management skills necessary to become efficient and effective in identifying customers' insurance needs based on the amount of risk found and meeting profit goals within an insurance agency or carrier.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 18 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 07.0 Demonstrate employability skills.
- 09.0 Demonstrate an understanding of management activities.

Program Skills:

- 03.0 Demonstrate knowledge and application of product and service technology.
- 04.0 Demonstrate knowledge of employee compensation and benefits plan.
- 05.0 Develop a successful promotion plan for an insurance agency.

Florida Department of Education
Student Performance Standards

Program Title: Risk Management and Insurance Operations
 CIP Number: 0552021500
 Program Length: 18 credit hours
 SOC Code(s): 11-3031, 13-1031, 13-1032, 13-2052, 13-2053, 41-3021, 43-9041

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Prepare and use financial information to support decision-making. The student will be able to:
01.01	Apply the accounting cycle steps to various business scenarios.
01.02	Apply cash control procedures to various business scenarios.
01.03	Use source documents to prepare and analyze transactions.
01.04	Describe internal control methods, cyber security protocols, and fraud controls.
01.05	Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.
01.06	Analyze financial information to make informed business decisions.
02.0	Demonstrate an understanding of accounting operations. The student will be able to:
02.01	Examine accounts receivable and payable in different business scenarios to identify possible issues.
02.02	Compare and contrast profit vs. not-for-profit accounting.
02.03	Prepare and interpret profit analysis reports and their impact on organizational performance.
02.04	Describe differences in planning for operating expenditures and capital expenditures.
02.05	Describe the principles related to pricing decisions.
02.06	Use pricing principles to justify business decisions.
02.07	Assess the impact of taxes on business operations.
02.08	Conduct a basic financial ratio analysis.
03.0	Manage business information using appropriate technology. The student will be able to:

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.
05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.
05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.
07.08	Demonstrate effective job interview techniques and identify different types of interviews.
07.09	Identify pre- and post- interview strategies.
07.10	Identify and demonstrate appropriate responses to feedback from supervisors.
07.11	Identify and demonstrate acceptable work habits.
07.12	Describe the importance of an employee's ability to be flexible in the workplace.
07.13	Demonstrate effective time management skills.
09.0	Demonstrate an understanding of management activities. The student will be able to:
09.01	Describe the functions of management and their impact on an organization's ability to achieve its goals.
09.02	Describe how an organization's mission and vision drive the formation of strategic policy.
09.03	Distinguish the goals among business, government, and non-profit organizations.
09.04	Describe basic management roles, including interpersonal, informational and decision-making.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

09.05 Discuss political, conceptual, interpersonal, and diagnostic skills required in management.

09.06 Describe the value and application of data to management decision-making.

09.07 Describe how creativity and innovation are significant contributions to successful management.

09.08 Identify the impact of organizational culture.

Insurance Specialization:

12.0 Demonstrate knowledge and application of product and service technology. The student will be able to:

12.01 Explain the terms, conditions, and coverage found in the standard commercial fire policy.

12.02 List and explain the purposes of the forms that can be added to the standard commercial fire policy.

12.03 Discuss the standard clauses found in various commercial fire and allied forms.

12.04 List and explain the various commercial coverage forms available.

12.05 Discuss the different types of insurance contracts available to cover consequential and contingent losses.

12.06 Describe the procedure followed in the rating of fire and allied lines insurance

12.07 Explain the purpose and scope of the special flood and windstorm programs.

12.08 Discuss the comprehensive glass policy.

12.09 Discuss the basic inland marine policy, including contractor's equipment.

12.10 Discuss the coverage afforded by the ocean marine policies.

12.11 List the major commercial inland marine coverage and explain the use and purpose.

12.12 Describe the procedure followed in the rating of inland marine insurance contracts and demonstrate this understanding.

12.13 Explain the liability of an ocean carrier for the property of others.

12.14 List and explain the nature of the insurable interests in an ocean marine venture.

12.15 List and define the ocean marine perils.

12.16 Explain the purpose of the basic ocean marine clauses.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

- | | |
|-------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 12.17 | Discuss the principles and application of the law of negligence. |
| 12.18 | Explain commercial general liability coverage and its application to practical situations. |
| 12.19 | List the different commercial liability coverage and explain the application to practical situations, including but not limited to professional liability, errors & omissions, liquor liability, directors & officers, & cyber liability. |
| 12.20 | Discuss the negligence liability of automobile owners and operators. |
| 12.21 | Explain the various commercial automobile coverage parts, including but not limited to physical damage, liability, and uninsured motorist. |
| 12.22 | List the different automobile insurance policies and explain the differences among them. |
| 12.23 | Discuss the negligence liability of employers. |
| 12.24 | Discuss the coverage, endorsements, conditions and exclusions found in Worker's Compensation policies. |
| 12.25 | Discuss the purpose and operation of the Florida Joint Underwriters Association (FJUA). |
| 12.26 | Discuss the nature of the boiler and machinery (equipment breakdown) hazard. |
| 12.27 | List and explain the basic coverage found in boiler and machinery policies. |
| 12.28 | Define the basic crime terms. |
| 12.29 | List and discuss the basic and miscellaneous commercial crime coverage forms. |
| 12.30 | Explain the purposes, advantages and disadvantages of crime deductibles. |
| 12.31 | List the cybercrime coverages and describe their function. |
| 12.32 | Discuss the comprehensive glass policy. |
| 12.33 | Explain the purposes of fidelity bonds. |
| 12.34 | Define certain basic terms used in the fidelity field, including types of fidelity bonds. |
| 12.35 | Explain the differences between suretyship and insurance. |
| 12.36 | List and identify the parties to a surety bond and the different types of surety bonds. |
| 12.37 | Discuss the history and concept of commercial multiple line insurance and explain the advantages of packaging. |
| 12.38 | List and discuss the various commercial multiple line programs. |

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

12.39	Explain the purpose of aviation insurance coverage.
12.40	Explain the purpose of life insurance coverage regarding business.
12.41	Define the terms used in life insurance and explain the various types of life insurance.
12.42	Define health insurance.
12.43	Identify and explain the difference between individual and group health insurance.
12.44	Define a Certificate of Insurance.
12.45	Explain the components of a Certificate of Insurance.
12.46	Determine when a Certificate of Insurance is needed.
13.0	Demonstrate knowledge of employee compensation and benefits plan. The student will be able to:
13.01	Distinguish between the various types of wage and salary plans.
13.02	Identify reasons why different wages and salaries are paid for different jobs.
13.03	Describe the most common kinds of fringe benefits.
13.04	Explain major provisions of both the Occupational Safety and Health Act and the Social Security Act.
14.0	Develop a successful promotion plan for an insurance agency. The student will be able to:
14.01	Identify the major methods of promotion.
14.02	List the sources of advertising.
14.03	Identify information sources for planning an advertising program.
14.04	Discuss factors involved in managing promotion including cost, timeliness, and legality.
14.05	Explain how understanding the customer can improve personal selling.
14.06	Show how a salesperson can use product knowledge.
14.07	Instruct employees in effective sales techniques.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered. The activities of such organizations are defined as part of the curriculum in accordance with Rule 6A-6.065, F.A.C.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.shtml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Risk Management and Insurance Management
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552021501
Program Type	College Credit
Standard Length	24 credit hours
CTSO	BPA, DECA
SOC Codes (all applicable)	11-3031-Financial Managers, 13-1031-Claims Adjusters, Examiners, and Investigators, 13-1032-Insurance Appraisers, Auto Damage, 13-2052-Personal Financial Advisors, 13-2053-Insurance Underwriters, 41-3021-Insurance Sales Agent, 43-9041-Insurance Claims and Policy Processing Clerks
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

The purpose of this program is to prepare students for further education and employment in the Insurance career cluster. The program is designed to develop the student’s general employability by improving their work attitudes, communication, critical thinking, technical skills, problem-solving skills and occupation-specific skills relative to insurance sales.

The program content is broad-based to reflect the cross-functional relationships prevalent in risk management and insurance. Students are exposed to related business practices such as standard operating procedures, budgeting, planning, organizing, marketing, customer service, property and casualty rules, commercial insurance rules, and risk management theory. Emphasis is placed on understanding the concept of risk, insurance sales, insurance products/policies, customer service, and providing the right coverage for the amount of risk exposure. Learning is promoted via team work, case studies, practitioner guest lectures, video lectures, online learning aides, and visits to insurance agency and carrier sites.

This program prepares students for employment in roles such as: Customer Service Representative, Insurance Office Assistant, Account Managers, Personal Lines Agent, Claims Adjuster, and Risk Analyst.

The content includes but is not limited to related business and insurance practices such as: insurance standard policies and forms, Florida insurance regulations, operating procedures, planning, organizing, customer service, marketing, sales, and risk management. Emphasis is placed

on the development of business and risk management skills necessary to become efficient, effective, and ethical in identifying customers' insurance needs based on the amount of risk found and meeting profit goals within an insurance agency or carrier.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 24 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 06.0 Identify the role and function of human resources in the business environment.
- 07.0 Demonstrate employability skills.
- 08.0 Develop strategic and organizational skills.
- 09.0 Demonstrate an understanding of management activities.
- 10.0 Demonstrate an understanding of sales and marketing principles.
- 11.0 Participate in a capstone project.

Program Skills:

- 12.0 Demonstrate knowledge and application of product and service technology.
- 13.0 Demonstrate knowledge of employee compensation and benefits plan.
- 14.0 Develop a successful promotion plan for an insurance agency.

Florida Department of Education
Student Performance Standards

Program Title: Risk Management and Insurance Management
 CIP Number: 0552021501
 Program Length: 24 credit hours
 SOC Code(s): 11-3031, 13-1031, 13-1032, 13-2052, 13-2053, 41-3021, 43-9041

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Prepare and use financial information to support decision-making. The student will be able to:
01.01	Apply the accounting cycle steps to various business scenarios.
01.02	Apply cash control procedures to various business scenarios.
01.03	Use source documents to prepare and analyze transactions.
01.04	Describe internal control methods, cyber security protocols, and fraud controls.
01.05	Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.
01.06	Analyze financial information to make informed business decisions.
02.0	Demonstrate an understanding of accounting operations. The student will be able to:
02.01	Examine accounts receivable and payable in different business scenarios to identify possible issues.
02.02	Compare and contrast profit vs. not-for-profit accounting.
02.03	Prepare and interpret profit analysis reports and their impact on organizational performance.
02.04	Describe differences in planning for operating expenditures and capital expenditures.
02.05	Describe the principles related to pricing decisions.
02.06	Use pricing principles to justify business decisions.
02.07	Assess the impact of taxes on business operations.
02.08	Conduct a basic financial ratio analysis.
03.0	Manage business information using appropriate technology. The student will be able to:

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.
05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.
05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
06.0	Identify the role and function of human resources in the business environment. The student will be able to:
06.01	Describe and conduct a job analysis.
06.02	Identify the role, principles and functions of recruitment and staffing.
06.03	Demonstrate effective interview methods, including the use of current technology.
06.04	Identify methods of employee onboarding, orientation, training, development, and retention.
06.05	Identify the components of compensation and benefits plans, and evaluate the potential for inequity in compensation and benefits.
06.06	Describe the legal issues associated with compensation and benefits plans.
06.07	Describe the administration of, and costs associated with, employer compensation and benefits plans.
06.08	Describe current provisions of human resources laws, including but not limited to the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), and Family and Medical Leave Act (FMLA).
06.09	Identify methods to protect organizations from potential legal action.
06.10	Describe Future of Work trends and which careers are most likely to be impacted by automation and technology advances.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

07.08 Demonstrate effective job interview techniques and identify different types of interviews.

07.09 Identify pre- and post- interview strategies.

07.10 Identify and demonstrate appropriate responses to feedback from supervisors.

07.11 Identify and demonstrate acceptable work habits.

07.12 Describe the importance of an employee's ability to be flexible in the workplace.

07.13 Demonstrate effective time management skills.

08.0 Develop strategic and organizational skills. The student will be able to:

08.01 Define effective leadership and identify key leadership behaviors and traits.

08.02 Compare different styles of leadership.

08.03 Examine ways effective leaders develop and retain employees.

08.04 Define organization vision and mission.

08.05 Identify characteristics of effective goals.

08.06 Explain how effective leaders identify problems and make decisions.

08.07 Compare different conflict management techniques.

08.08 Apply appropriate action in situations requiring consideration of business ethics.

08.09 Describe effective ways to assign and delegate work.

08.10 Apply effective decision-making and problem solving strategies.

09.0 Demonstrate an understanding of management activities. The student will be able to:

09.01 Describe the functions of management and their impact on an organization's ability to achieve its goals.

09.02 Describe how an organization's mission and vision drive the formation of strategic policy.

09.03 Distinguish the goals among business, government, and non-profit organizations.

09.04 Describe basic management roles, including interpersonal, informational and decision-making.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

09.05 Discuss political, conceptual, interpersonal, and diagnostic skills required in management.

09.06 Describe the value and application of data to management decision-making.

09.07 Describe how creativity and innovation are significant contributions to successful management.

09.08 Identify the impact of organizational culture.

Insurance Specialization:

12.0 Demonstrate knowledge and application of product and service technology. The student will be able to:

12.01 Explain the terms, conditions, and coverage found in the standard commercial fire policy.

12.02 List and explain the purposes of the forms that can be added to the standard commercial fire policy.

12.03 Discuss the standard clauses found in various commercial fire and allied forms.

12.04 List and explain the various commercial coverage forms available.

12.05 Discuss the different types of insurance contracts available to cover consequential and contingent losses.

12.06 Describe the procedure followed in the rating of fire and allied lines insurance

12.07 Explain the purpose and scope of the special flood and windstorm programs.

12.08 Discuss the comprehensive glass policy.

12.09 Discuss the basic inland marine policy, including contractor's equipment.

12.10 Discuss the coverage afforded by the ocean marine policies.

12.11 List the major commercial inland marine coverage and explain the use and purpose.

12.12 Describe the procedure followed in the rating of inland marine insurance contracts and demonstrate this understanding.

12.13 Explain the liability of an ocean carrier for the property of others.

12.14 List and explain the nature of the insurable interests in an ocean marine venture.

12.15 List and define the ocean marine perils.

12.16 Explain the purpose of the basic ocean marine clauses.

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

- | | |
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| 12.17 | Discuss the principles and application of the law of negligence. |
| 12.18 | Explain commercial general liability coverage and its application to practical situations. |
| 12.19 | List the different commercial liability coverage and explain the application to practical situations, including but not limited to professional liability, errors & omissions, liquor liability, directors & officers, & cyber liability. |
| 12.20 | Discuss the negligence liability of automobile owners and operators. |
| 12.21 | Explain the various commercial automobile coverage parts, including but not limited to physical damage, liability, and uninsured motorist. |
| 12.22 | List the different automobile insurance policies and explain the differences among them. |
| 12.23 | Discuss the negligence liability of employers. |
| 12.24 | Discuss the coverage, endorsements, conditions and exclusions found in Worker's Compensation policies. |
| 12.25 | Discuss the purpose and operation of the Florida Joint Underwriters Association (FJUA). |
| 12.26 | Discuss the nature of the boiler and machinery (equipment breakdown) hazard. |
| 12.27 | List and explain the basic coverage found in boiler and machinery policies. |
| 12.28 | Define the basic crime terms. |
| 12.29 | List and discuss the basic and miscellaneous commercial crime coverage forms. |
| 12.30 | Explain the purposes, advantages and disadvantages of crime deductibles. |
| 12.31 | List the cybercrime coverages and describe their function. |
| 12.32 | Discuss the comprehensive glass policy. |
| 12.33 | Explain the purposes of fidelity bonds. |
| 12.34 | Define certain basic terms used in the fidelity field, including types of fidelity bonds. |
| 12.35 | Explain the differences between suretyship and insurance. |
| 12.36 | List and identify the parties to a surety bond and the different types of surety bonds. |
| 12.37 | Discuss the history and concept of commercial multiple line insurance and explain the advantages of packaging. |
| 12.38 | List and discuss the various commercial multiple line programs. |

This certificate program is part of the Business Administration AS degree program (1552020102) (60). At the completion of this program, the student will be able to:

12.39	Explain the purpose of aviation insurance coverage.
12.40	Explain the purpose of life insurance coverage regarding business.
12.41	Define the terms used in life insurance and explain the various types of life insurance.
12.42	Define health insurance.
12.43	Identify and explain the difference between individual and group health insurance.
12.44	Define a Certificate of Insurance.
12.45	Explain the components of a Certificate of Insurance.
12.46	Determine when a Certificate of Insurance is needed.
13.0	Demonstrate knowledge of employee compensation and benefits plan. The student will be able to:
13.01	Distinguish between the various types of wage and salary plans.
13.02	Identify reasons why different wages and salaries are paid for different jobs.
13.03	Describe the most common kinds of fringe benefits.
13.04	Explain major provisions of both the Occupational Safety and Health Act and the Social Security Act.
14.0	Develop a successful promotion plan for an insurance agency. The student will be able to:
14.01	Identify the major methods of promotion.
14.02	List the sources of advertising.
14.03	Identify information sources for planning an advertising program.
14.04	Discuss factors involved in managing promotion including cost, timeliness, and legality.
14.05	Explain how understanding the customer can improve personal selling.
14.06	Show how a salesperson can use product knowledge.
14.07	Instruct employees in effective sales techniques.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered. The activities of such organizations are defined as part of the curriculum in accordance with Rule 6A-6.065, F.A.C.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Accounting Technology Operations
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552030203
Program Type	College Credit Certificate (CCC)
Program Length	18 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-3031 – Bookkeeping, Accounting and Auditing Clerks
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Accounting Technology AS degree program (1552030201).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as accounts receivable coordinators, accounts payable coordinators, bookkeepers, credit and collections coordinators, payroll coordinators, accountants, auditors, and other accounting paraprofessionals in advanced professional accounting occupations in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the principles, procedures, and theories of organizing, analyzing and recording business and financial transactions and the preparation of accompanying financial records and reports for internal and external users.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Prepare and use financial information about business organizations to support decision making.
- 02.0 Manage business information using appropriate software.
- 03.0 Demonstrate effective business communication and collaboration skills.
- 04.0 Evaluate business and financial information to support internal decision making.

Florida Department of Education
Student Performance Standards

Program Title: Accounting Technology Operations
 CIP Number: 0552030203
 Program Length: 18 credit hours
 SOC Code(s): 43-3031

This certificate program is part of the Accounting Technology AS degree program (1552030201). At the completion of this program, the student will be able to:

01.0	Prepare and use financial information about business organizations to support decision making. The student will be able to:
01.01	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet).
01.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
01.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
01.04	Describe internal control methods and fraud controls.
01.05	Apply judgment in the application of accounting principles in a global marketplace.
01.06	Analyze financial information to make informed business decisions.
01.07	Maintain knowledge of ever-evolving accounting regulations and standards.
02.0	Manage business information using appropriate software. The student will be able to:
02.01	Identify and use the appropriate accounting software in a business environment.
02.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
02.03	Utilize technology to access, research, analyze, and interpret business information.
02.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
03.0	Demonstrate effective business communication skills. The student will be able to:
03.01	Select and employ appropriate concepts and strategies to enhance oral and written communication in the workplace.
03.02	Use interpersonal communication skills to facilitate effective interactions to work collaboratively.
03.03	Exhibit public relations skills that aid in achieving customer satisfaction.

03.04	Develop skills for conflict resolution.
04.0	Evaluate business and financial information to support internal decision making. The student will be able to:
04.01	Identify and apply fundamentals of managerial accounting.
04.02	Analyze data to evaluate alternatives in making short-run and capital budget decisions.
04.03	Calculate and use cost volume profit (CVP) analysis and other related topics to make unstructured business decisions.
04.04	Use various cost accounting systems for products/services.
04.05	Prepare business plans, budgets, and forecasts to support the management process.
04.06	Evaluate the performance of an organization, its processes, and people.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Accounting Technology Specialist
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552030204
Program Type	College Credit Certificate (CCC)
Program Length	12 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-3031 – Bookkeeping, Accounting and Auditing Clerks
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Accounting Technology AS degree program (1552030201).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as accounts payable coordinators, bookkeepers, credit and collections coordinators, payroll coordinators, accountants, auditors, and other accounting paraprofessionals in advanced professional accounting occupations in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the principles, procedures, and theories of organizing, analyzing and recording business and financial transactions and the preparation of accompanying financial records and reports for internal and external users.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Prepare and use financial information about business organizations to support decision making.
- 02.0 Manage business information using appropriate software.
- 03.0 Demonstrate effective business communication and collaboration skills.

**Florida Department of Education
Student Performance Standards**

Program Title: Accounting Technology Specialist
CIP Number: 0552030204
Program Length: 12 credit hours
SOC Code(s): 43-3031

This certificate program is part of the Accounting Technology AS or degree program (1552030201). At the completion of this program, the student will be able to:

01.0	Prepare and use financial information about business organizations to support decision making. The student will be able to:
01.01	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of T accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet).
01.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
01.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
01.04	Describe internal control methods and fraud controls.
01.05	Apply judgment in the application of accounting principles in a global marketplace.
01.06	Analyze financial information to make informed business decisions.
01.07	Maintain knowledge of ever-evolving accounting regulations and standards.
02.0	Manage business information using appropriate software. The student will be able to:
02.01	Identify and use the appropriate accounting software in a business environment.
02.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
02.03	Utilize technology to access, research, analyze, and interpret business information.
02.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
03.0	Demonstrate effective business communication skills. The student will be able to:
03.01	Select and employ appropriate concepts and strategies to enhance oral and written communication in the workplace.
03.02	Use interpersonal communication skills to facilitate effective interactions to work collaboratively.
03.03	Exhibit public relations skills that aid in achieving customer satisfaction.
03.04	Develop skills for conflict resolution.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Accounting Technology Management
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552030205
Program Type	College Credit Certificate (CCC)
Program Length	27 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-3031 – Bookkeeping, Accounting and Auditing Clerks
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Accounting Technology AS degree program (1552030201).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as accounts receivable coordinators, accounts payable coordinators, bookkeepers, credit and collections coordinators, payroll coordinators, accountants, auditors, and other accounting paraprofessionals in advanced professional accounting occupations in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the principles, procedures, and theories of organizing, analyzing and recording business and financial transactions and the preparation of accompanying financial records and reports for internal and external users.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Prepare and use financial information about business organizations to support decision making.
- 02.0 Manage business information using appropriate software.
- 03.0 Demonstrate effective business communication skills.
- 04.0 Evaluate business and financial information to support internal decision making.
- 05.0 Prepare governmental tax forms, including income, payroll, and sales taxes.
- 06.0 Consider the implications of professional values, ethics, and attitudes in business.

Florida Department of Education
Student Performance Standards

Program Title: Accounting Technology Management
CIP Number: 0552030205
Program Length: 27 credit hours
SOC Code(s): 43-3031

This certificate program is part of the Accounting Technology AS degree program (1552030201). At the completion of this program, the student will be able to:

01.0	Prepare and use financial information about business organizations to support decision making. The student will be able to:
01.01	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of T accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet)).
01.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
01.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
01.04	Describe internal control methods and fraud controls.
01.05	Apply judgment in the application of accounting principles in a global marketplace.
01.06	Analyze financial information to make informed business decisions.
01.07	Maintain knowledge of ever-evolving accounting regulations and standards.
02.0	Manage business information using appropriate software. The student will be able to:
02.01	Identify and use the appropriate accounting software in a business environment.
02.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
02.03	Utilize technology to access, research, analyze, and interpret business information.
02.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
03.0	Demonstrate effective business communication skills. The student will be able to:
03.01	Select and employ appropriate concepts and strategies to enhance oral and written communication in the workplace.

03.02	Use interpersonal communication skills to facilitate effective interactions to work collaboratively.
03.03	Exhibit public relations skills that aid in achieving customer satisfaction.
03.04	Develop skills for conflict resolution.
04.0	Evaluate business and financial information to support internal decision making. The student will be able to:
04.01	Identify and apply fundamentals of managerial accounting.
04.02	Analyze data to evaluate alternatives in making short-run and capital budget decisions.
04.03	Calculate and use cost volume profit (CVP) analysis and other related topics to make unstructured business decisions.
04.04	Use various cost accounting systems for products/services.
04.05	Prepare business plans, budgets, and forecasts to support the management process.
04.06	Evaluate the performance of an organization, its processes, and people.
05.0	Prepare governmental tax forms, including income, payroll, and sales taxes. The student will be able to:
05.01	Prepare business related tax forms (e.g. income and sales taxes), necessary for compliance with local, state and federal agencies.
05.02	Maintain current knowledge of tax issues.
05.03	Identify and analyze tax issues, consider alternative treatments and their consequences, and decide and defend your tax treatment solution.
05.04	Use payroll records to prepare payroll transactions to comply with all local, state, and federal laws and employer or employee obligations.
06.0	Consider the implications of professional values, ethics, and attitudes in business. The student will be able to:
06.01	Identify the importance of making decisions that are based on ethical reasoning.
06.02	Identify and discuss personal and long term consequences of unethical choices in the workplace.
06.03	Use ethical reasoning and judgment and act in accordance with legal responsibilities.
06.04	Recognize potentially unethical behavior in others and the steps to resolve it.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Office Specialist
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552040704
Program Type	College Credit Certificate (CCC)
Standard Length	18 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6011 – Executive Secretaries and Executive Administrative Assistants
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Office Administration (60) AS degree program (1552020401).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to expediting and facilitating the maintenance and production of correspondence and records; telecommunication; maintaining an office budget; planning; preparing correspondence and resolutions; filing and maintaining documents; and assisting in the administration of policy.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Demonstrate effective business communication skills.
- 02.0 Prepare and use financial information.
- 03.0 Manage business information using appropriate software.
- 04.0 Perform records management activities.
- 05.0 Perform accounting activities.
- 06.0 Demonstrate employability and workplace skills.
- 07.0 Perform information processing activities.
- 08.0 Develop leadership skills.
- 09.0 Develop strategic organizational skills.
- 10.0 Perform office management activities.

Florida Department of Education
Student Performance Standards

Program Title: Office Specialist
 CIP Number: 0552040704
 Program Length: 18 credit hours
 SOC Code(s): 43-6011

This certificate program is part of the Office Administration (60) AS degree program (1552020401). At the completion of this program, the student will be able to:

<u>Professional Skills:</u>	
01.0	Demonstrate effective business communication skills. The student will be able to:
01.01	Demonstrate ability in teleconferencing and video conferencing.
01.02	Discuss the importance of voice mail, paging, transferring, recording/taking messages, placing international calls, and screening calls.
01.03	Demonstrate effective internal and external customer service skills.
01.04	Demonstrate understanding of current communications technology.
01.05	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
01.06	Use interpersonal communication skills to facilitate effective collaboration within teams.
01.07	Demonstrate ability to manage conflict and its resolution when dealing with challenging situations.
01.08	Discuss the importance of using appropriate tone and professional demeanor in business communications (e-mails, social media, texting, correspondence, conference calls, and conversation).
01.09	Compose business correspondence and related documents using correct spelling, grammar, punctuation and word choice.
01.10	Prepare and use technology-enhanced materials to deliver an oral presentation.
02.0	Prepare and use financial information. The student will be able to:
02.01	Perform business math operations.
03.0	Manage business information using appropriate software. The student will be able to:
03.01	Identify formatting principles.
03.02	Demonstrate proficiency using word processing, spreadsheet, presentation, database, e-mail/scheduling, and utility software

	applications.
03.03	Produce business documents (letters, memorandums, and reports).
03.04	Produce envelopes, labels, meeting minutes, tables, multi-page documents, numbered and bulleted lists, reports using footnotes and endnotes, and material from hand-written copy.
03.05	Create and edit templates.
03.06	Create documents by scanning.
03.07	Create and edit documents from voice recognition software.
03.08	Prepare and edit documents from rough draft copy using proofreaders' marks.
03.09	Identify and use appropriate software in a business environment.
04.0	Perform records management activities. The student will be able to:
04.01	Categorize records to follow statutes/regulations pertaining to Florida Public Records Laws retention and production.
05.0	Perform accounting activities. The student will be able to:
05.01	Prepare payroll records, including time sheets.
06.0	Demonstrate employability and workplace skills. The student will be able to:
06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Complete a resume and a cover letter and prepare for electronic distribution.
06.04	Complete a job application form.
06.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
06.06	Prepare a thank you note for an interview.
06.07	Demonstrate the ability to give and receive performance feedback.
06.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
06.09	Identify organizational structure, chain of command and importance of appropriate protocol.
06.10	Identify signs of stress and positive management techniques.

06.11	Identify and demonstrate positive interpersonal skills.
06.12	Demonstrate ability to work effectively with diverse populations (generational, cultural, gender).
06.13	Demonstrate ability to work as a team member.
06.14	Describe confidentiality and privacy issues in the workplace.
06.15	Describe the importance of customer service to an organization.
06.16	Describe the importance of an employee's ability to be flexible in the workplace.
06.17	Demonstrate effective time management skills.
06.18	Identify methods for securing an employment reference.
06.19	Identify career advancement opportunities and demonstrate effective networking behaviors.
07.0	Perform information processing activities. The student will be able to:
07.01	Demonstrate ability to manage files electronically, including in the Cloud.
07.02	Define differences between operating systems and software applications.
07.03	Identify and understand terms commonly used in information technology.
07.04	Identify business systems, equipment components, and electronic media.
07.05	Create and edit documents from handwritten, dictated and typed material using current technology.
07.06	Input numeric data.
07.07	Use office equipment manual.
07.08	Identify computer security issues.
07.09	Demonstrate knowledge of the importance of continuing education and technology updates.
08.0	Develop leadership skills. The student will be able to:
08.01	Demonstrate understanding of group dynamics and the impact upon individual and team performance.
09.0	Develop strategic organizational skills. The student will be able to:
09.01	Prepare and manage a schedule for an employer or a project based activity.

09.02	Demonstrate an understanding of business ethics by analyzing a situation and recommending solutions.
09.03	Determine preventive actions for office communication problems.
10.0	Perform office management activities. The student will be able to:
10.01	Document self-assessment of workplace performance.
10.02	Demonstrate the ability to assign work to others and delegate tasks effectively.
10.03	Utilize appropriate performance management and assessment techniques to recommend employees for promotion or recognition.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Business Management
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552070101
Program Type	College Credit Certificate (CCC)
Program Length	24 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-1021 – General and Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stm

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to instruction to individuals in the areas of planning, organizing, directing and controlling of a business, with emphasis on selected theories of management and decision making and the knowledge and understanding necessary for managing people and functions.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 06.0 Identify the role and function of human resources in the business environment.
- 07.0 Demonstrate employability skills.
- 08.0 Develop strategic and organizational skills.
- 09.0 Demonstrate an understanding of management activities

In addition, students may complete the outcomes in one of the following specializations:

Banking Specialization

- 12.0 Understand terminology unique to the banking industry.
- 13.0 Demonstrate knowledge of basic functions of banking institutions.
- 14.0 Utilize effective cross selling techniques and procedures for financial services.
- 15.0 Demonstrate knowledge of the history, growth and structure of the banking industry.
- 16.0 Demonstrate foundational knowledge of banking operations.
- 17.0 Identify security procedures for the detection and prevention of bank fraud.
- 18.0 Demonstrate understanding of money and banking.
- 19.0 Demonstrate knowledge of economic principles.

Human Resources Specialization

- 12.0 Examine the major principles of human resources

International Business Specialization

- 12.0 Demonstrate knowledge of international marketing and distribution activities.
- 13.0 Demonstrate knowledge of international banking, accounting, and finance activities.
- 14.0 Demonstrate knowledge of international socio-cultural business practices.
- 15.0 Demonstrate knowledge of international law and economic activities.

Management Specialization

- 12.0 Demonstrate knowledge of the principles and practices of management.
- 13.0 Demonstrate knowledge of essential human relations skills.
- 14.0 Demonstrate knowledge of the responsibilities, challenges, and attributes of each level of management.

Small Business Management Specialization

- 12.0 Demonstrate knowledge of small business management functions.

**Florida Department of Education
Student Performance Standards**

Program Title: Business Management
CIP Number: 0552070101
Program Length: 24 credit hours
SOC Code(s): 11-1021

This certificate program is part of the Business Administration AS degree program (1552020102). At the completion of this program,

Professional Skills:

10.0 Prepare and use financial information to support decision-making. The student will be able to:

10.01 Apply the accounting cycle steps to various business scenarios.

10.02 Apply cash control procedures to various business scenarios.

10.03 Use source documents to prepare and analyze transactions.

10.04 Describe internal control methods, cyber security protocols, and fraud controls.

10.05 Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.

10.06 Analyze financial information to make informed business decisions.

11.0 Demonstrate an understanding of accounting operations. The student will be able to:

11.01 Examine accounts receivable and payable in different business scenarios to identify possible issues.

11.02 Compare and contrast profit vs. not-for-profit accounting.

11.03 Prepare and interpret profit analysis reports and their impact on organizational performance.

11.04 Describe differences in planning for operating expenditures and capital expenditures.

11.05 Describe the principles related to pricing decisions.

11.06 Use pricing principles to justify business decisions.

11.07 Assess the impact of taxes on business operations.

11.08 Conduct a basic financial ratio analysis.

12.0 Manage business information using appropriate technology. The student will be able to:

12.01 Identify and use the appropriate technology in various business settings.

12.02 Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.

12.03 Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)

13.0 Demonstrate effective business communication skills. The student will be able to:

13.01 Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.

13.02 Employ effective interpersonal communication skills in various business settings.

13.03 Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.

13.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
13.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
13.06	Recognize the importance of a growth mindset to improve outcomes.
13.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
13.08	Apply business-level writing standards in all correspondence.
13.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
13.10	Research and interpret information retrieved from various primary and secondary sources.
13.11	Compose a document responding to and interpreting diverse types of business information.
13.12	Demonstrate ability to communicate effectively with diverse stakeholders.
14.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
14.01	Explain the essential elements of a contract and other negotiable instruments.
14.02	Differentiate the main types of intellectual property rights.
14.03	Identify the appropriate use of employer property.
14.04	Describe the role of confidentiality in business.
14.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.
14.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
14.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
14.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
15.0	Identify the role and function of human resources in the business environment. The student will be able to:
15.01	Describe and conduct a job analysis.
15.02	Identify the role, principles and functions of recruitment and staffing.
15.03	Demonstrate effective interview methods, including the use of current technology.
15.04	Identify methods of employee onboarding, orientation, training, development, and retention.
15.05	Identify the components of compensation and benefits plans, and evaluate the potential for inequity in compensation and benefits.
15.06	Describe the legal issues associated with compensation and benefits plans.
15.07	Describe the administration of, and costs associated with, employer compensation and benefits plans.
15.08	Describe current provisions of human resources laws, including but not limited to the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), and Family and Medical Leave Act (FMLA).
15.09	Identify methods to protect organizations from potential legal action.
15.10	Describe Future of Work trends and which careers are most likely to be impacted by automation and technology advances.

16.0	Demonstrate employability skills. The student will be able to:
16.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
16.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
16.03	Describe the job search process.
16.04	Complete a resume and a cover letter.
16.05	Complete an electronic job application form correctly.
16.06	Identify methods for securing an employment reference.
16.07	Prepare a resume for electronic distribution.
16.08	Demonstrate effective job interview techniques and identify different types of interviews.
16.09	Identify pre- and post- interview strategies.
16.10	Identify and demonstrate appropriate responses to feedback from supervisors.
16.11	Identify and demonstrate acceptable work habits.
16.12	Describe the importance of an employee's ability to be flexible in the workplace.
16.13	Demonstrate effective time management skills.
17.0	Develop strategic and organizational skills. The student will be able to:
17.01	Define effective leadership and identify key leadership behaviors and traits.
17.02	Compare different styles of leadership.
17.03	Examine ways effective leaders develop and retain employees.
17.04	Define organization vision and mission.
17.05	Identify characteristics of effective goals.
17.06	Explain how effective leaders identify problems and make decisions.
17.07	Compare different conflict management techniques.
17.08	Apply appropriate action in situations requiring consideration of business ethics.
17.09	Describe effective ways to assign and delegate work.
17.10	Apply effective decision-making and problem solving strategies.
18.0	Demonstrate an understanding of management activities. The student will be able to:
18.01	Describe the functions of management and their impact on an organization's ability to achieve its goals.
18.02	Describe how an organization's mission and vision drive the formation of strategic policy.
18.03	Distinguish the goals among business, government, and non-profit organizations.
18.04	Describe basic management roles, including interpersonal, informational and decision-making.
18.05	Discuss political, conceptual, interpersonal, and diagnostic skills required in management.
18.06	Describe the value and application of data to management decision-making.

18.07	Describe how creativity and innovation are significant contributions to successful management.
18.08	Identify the impact of organizational culture.
<u>Banking Specialization:</u>	
13.0	Understand terminology unique to the banking industry. The student will be able to:
13.01	Understand and use terminology as it applies to the banking industry.
13.02	Interpret and convey banking terminology to communicate effectively with customers.
14.0	Demonstrate knowledge of basic functions of banking institutions. The student will be able to:
14.01	Describe the basic functions of a financial institution.
14.02	Explain how the functions of a financial institution are interrelated.
14.03	Discuss which departments and employees are responsible for the different functions.
15.0	Utilize effective cross selling techniques and procedures for financial services. The student will be able to:
15.01	Demonstrate knowledge of all services offered by financial institutions for purposes of cross selling.
15.02	Demonstrate the procedures related to cross selling and explain their importance.
15.03	Analyze ethical considerations related to cross selling financial services.
16.0	Demonstrate knowledge of the history, growth and structure of the banking industry. The student will be able to:
16.01	Describe the evolution of American banking institutions.
16.02	Describe the functions of regulatory agencies and their impact on the banking industry.
16.03	Identify major acts and important regulations resulting from the growth and changes in banking institutions.
16.04	Differentiate between banks and other financial institutions that offer banking services.
16.05	Explain the role of bank rating agencies.
16.06	Discuss the role of the CRA (Community Reinvestment Act).
17.0	Demonstrate foundational knowledge of banking operations. The student will be able to:
17.01	Locate information on a customer's account and explain what information is to be given over the phone and to whom it can be given.
17.02	Explain the routing system for payment of a check in the Check 21 environment.
17.03	Identify and describe standard bank policies, including state regulations.
17.04	Explain how a credit score is tabulated.
18.0	Identify security procedures for the detection and prevention of bank fraud. The student will be able to:
18.01	Explain the components of and process for filing a Currency Transaction Report (CTR).
18.02	Describe the importance of information security, including cybersecurity protocols.
18.03	Identify and describe common types of bank fraud.
18.04	Identify and describe security precautions and methods used to deter bank fraud.

19.0	Demonstrate understanding of money and banking. The student will be able to:
19.01	Identify current trends in financial services deregulation and diversified financial services.
19.02	Differentiate among corporation and other forms of business.
19.03	Identify and explain the components of a corporate charter and bylaws.
19.04	Describe capital acquisition and subsequent equity and debt functions.
19.05	Discuss the functions of securities markets and the SEC (Securities and Exchange Commission) regulations.
19.06	Define business failure, reorganization, dissolutions, and liquidation.
19.07	Conduct a basic financial ratio analysis.
19.08	Identify and describe the major types of financial markets and what distinguishes them.
19.09	Identify and describe the major types of financial intermediaries and what distinguishes them.
19.10	Define a financial system and describe its purpose.
19.11	Explain concepts of loan to value, time value of money, compounding of interest, and amortization.
19.12	Discuss credit information sources.
20.0	Demonstrate knowledge of economic principles. The student will be able to:
20.01	Differentiate between monetary and fiscal policy.
20.02	Explain production, consumption, GDP (Gross Domestic Product) and business cycles.
20.03	Explain the interrelationship between the Federal Reserve System and commercial banks.
20.04	Identify and describe the economic factors that cause interest rates to rise and decline.
20.05	Define inflation and describe its impact on the economy.
<u>Human Resources Specialization:</u>	
12.0	Examine the major principles of human resources. The student will be able to:
12.01	Analyze the functions of human resources.
12.02	Explain the employer's relationship with the Human Resources Department.
12.03	Analyze the strategic role of human resources in an organization.
12.04	Compare and contrast the benefits and limitations of internal and external recruiting.
12.05	Describe various methods of recruitment.
12.06	Create and analyze job descriptions and position requirements.
12.07	Analyze KSAs (knowledge, skills, & abilities) of potential internal candidates for open positions.
12.08	Describe interviewing skills and techniques appropriate to in-person and virtual settings.
12.09	Describe the process of onboarding.
12.10	Identify training and development strategies within the human resources department.
12.11	Analyze and select appropriate in-person and virtual interview techniques.

12.12	Identify candidates for selection and hiring, including contract and temporary positions.
12.13	Describe compensation and benefit plans.
12.14	Describe the legal issues associated with compensation and benefit plans.
12.15	Identify human resource challenges and provide possible solutions.
12.16	Identify proactive steps to address potential human resource challenges.
12.17	Describe the provisions of the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), Family and Medical Leave Act (FMLA), and other laws as they apply to human resource functions.
12.18	Describe the oversight function of Federal and State administrative and regulatory agencies as they relate to human resources.
12.19	Explain how perceptions of compensation differ among different stakeholders.
12.20	Define internal equity within an organization.
12.21	Discuss external competitiveness.
12.22	Examine the effect of political, economic, social, and cultural factors on human resources.
12.23	Identify criteria for effective performance management.
12.24	Discuss the employment and onboarding processes for contract and temporary positions.
<u>International Business Specialization:</u>	
12.0	Understand international marketing and distribution activities. The student will be able to:
12.01	Explain the complex and dynamic international business relationships among countries, regions, and global institutions.
12.02	Identify, explore, and analyze global resources related to international business.
12.03	Prepare international sales and purchase agreements.
12.04	Demonstrate decision-making abilities that generate marketing strategies using products, prices, places, and promotions specifically related to international business.
12.05	Compare and contrast the benefits and limitations of various modes of transporting goods internationally.
12.06	Determine transportation costs.
12.07	Recognize the types of international business organizations and their structures.
12.08	Identify and describe a customer segment across cultures.
12.09	Identify and critically analyze international business opportunities.
12.10	Demonstrate an understanding of global economic integration as it relates to distribution.
12.11	Recognize the benefits and limitations of using digital currency in global business.
12.12	Discuss the use of e-commerce in the global business environment.
12.13	Explain the risks associated with global entry and exit strategies.
13.0	Demonstrate knowledge of international banking, accounting, and finance activities. The student will be able to:
13.01	Identify various payment methods.

13.02	Describe the process of preparing instruments of international payment, including letters of credit.
13.03	Identify various sources of financing.
13.04	Calculate foreign currency using exchange rates.
13.05	Describe the risk factors related to foreign exchange.
13.06	Discuss countertrade in international transactions.
13.07	Describe the common challenges with import/export transactions and processes.
13.08	Describe the history of various global monetary systems including the Gold Standard, Fixed Rate, and Floating Rate Exchange systems.
13.09	Describe the differences in accounting standards across nations.
14.0	Demonstrate knowledge of international socio-cultural business practices. The student will be able to:
14.01	Compare and contrast international business customs and practices.
14.02	Identify countries within regional trade organizations.
14.03	Explain the various elements of the Hofstede Model as a tool for understanding cultural differences.
14.04	Describe the role of religion in global business.
15.0	Demonstrate knowledge of international law and economic activities. The student will be able to:
15.01	Identify requirements necessary to comply with international contracts.
15.02	Identify requirements necessary to comply with international laws and treaties.
15.03	Describe the benefits and limitations of free trade.
15.04	Discuss the benefits and limitations of various trade barriers.
15.05	Discuss the benefits and limitations of globalization.
15.06	Describe the role of various global institutions in international business.
15.07	Describe the role of United States government agencies in international business.
15.08	Describe corporate social responsibility and its impact on the global economy.
15.09	Describe the role of expatriation and repatriation.
15.10	Compare and contrast various global staffing practices and procedures.
15.11	Describe challenges related to performance appraisals in global business operations.
15.12	Discuss and debate ethical issues associated with global business.
<u>Management Specialization:</u>	
12.0	Demonstrate knowledge of principles and practices of management. The student will be able to:
12.01	Describe the three basic levels of management and types of positions associated with each.
12.02	Discuss the different facets of social responsibility and their impact on business.
12.03	Analyze the differences between ethical leadership and legal responsibility.
12.04	Compare and contrast the different types of plans: strategic, operational, and tactical.

12.05	Distinguish between an organization's mission and vision.
12.06	Identify and describe various planning activities, including goal setting and budgeting; as well as creating and establishing policies and procedures.
12.07	Describe and give applications of the process of rational decision-making.
12.08	Define the organizing function of management and identify various activities associated with it.
12.09	Discuss the relationship between authority and responsibility.
12.10	Describe different types of organizational structures.
12.11	Distinguish between leadership and management.
12.12	Describe the key elements of leadership theories.
12.13	Discuss the key elements of motivation theories.
12.14	Describe the relationship between the planning and control functions.
12.15	Describe various types of control techniques used in the workplace.
12.16	Describe various crisis management techniques.
13.0	Demonstrate knowledge of essential human relations skills. The student will be able to:
13.01	Discuss the importance of effective human relations skills in organizations.
13.02	Describe how self-esteem, perception, and values impact job performance.
13.03	Describe group dynamics and its effect on employee performance.
13.04	Discuss the effects of stress on employees and the organization and how to effectively manage it.
14.0	Demonstrate knowledge of the responsibilities, challenges, and attributes of each level of management. The student will be able to:
14.01	Discuss the challenges involved in making the transition from employee to manager.
14.02	Identify key supervisory responsibilities unique to each management level.
14.03	Discuss key attributes of managers, and identify which skills are most important for each management level.
<u>Small Business Management Specialization:</u>	
12.0	Demonstrate knowledge of small business management functions. The student will be able to:
12.01	Describe the principles of small business management including planning and ethics.
12.02	Identify principles and systems of accounting in a small business.
12.03	Identify and describe budgeting and break-even analysis processes.
12.04	Explain the principles of financing and cash management in the small business.
12.05	Identify the fundamentals of advertising and marketing products and services in the small business.
12.06	Describe the principles of inventory management.
12.07	Identify emerging technology trends in small business operations.
12.08	Explain basic management functions of leading, organizing, staffing, and motivating.

12.09	Discuss the components, function, importance, and mechanics of a business plan.
12.10	Identify and describe the components of cost accounting.
12.11	Identify and describe fundamental legal issues and government regulations facing small business owners.
12.12	Describe the process of creating and managing a labor relations program in a small business.
12.13	Explain the role of e-commerce.
12.14	Compare and contrast the various forms of business ownership.
12.15	Discuss the benefits and limitations of family or home-based businesses.
12.16	Describe the process of creating and managing an effective human resources program in a small business.
12.17	Analyze and interpret the basic financial statements (balance sheet, income statement, cash flow statement).
12.18	Compare and contrast the various forms of funding a small business.
12.19	Identify valuation methods.
12.20	Discuss the components, function, importance, and mechanics of a business model canvas.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:
<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Business Entrepreneurship Operations
Career Cluster: Business, Management & Administration

CCC	
CIP Number	0552070303
Program Type	College Credit Certificate (CCC)
Program Length	18 Credit Hours
CTSO	Phi Beta Lambda, BPA
SOC Codes (all applicable)	11.1021 - General and Operations Managers, 11.3011 - Administrative Services Managers, 11.9151 - Social and Community Services Managers, 11.9199 - Managers, All Other, 41-9099 - Sales and Related Workers, All Other
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Entrepreneurship AS degree program (1552070308).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

The Business Entrepreneurship Operations Program offers a sequence of courses that provides logical and robust content aligned with academic standards and relevant technical knowledge and skills needed to prepare for the business entrepreneurship field. Specifically, the Business Entrepreneurship Operations provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration cluster.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting 18 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Describe the entrepreneurial discovery processes.
- 02.0 Develop entrepreneurial concepts.
- 03.0 Develop entrepreneurial resources.
- 04.0 Develop entrepreneurial leadership skills.
- 05.0 Develop entrepreneurial personal management skills.
- 06.0 Analyze characteristics and functions of money.
- 07.0 Apply accounting principles and concepts to perform accounting activities.
- 08.0 Demonstrates money management skills.
- 09.0 Describe and conduct business records management.
- 10.0 Plan and develop a marketing information management system.
- 11.0 Plan and develop promotional strategies.
- 12.0 Plan and develop pricing strategies.
- 13.0 Plan and develop selling strategies.
- 14.0 Analyze business risk.
- 15.0 Analyze and identify legal considerations.
- 16.0 Identify and develop business plan.

Florida Department of Education
Student Performance Standards

Program Title: Business Entrepreneurship Operations
 CIP Number: 0552070303
 Program Length: 18 Credit Hours
 SOC Code(s): 11.1021, 11. 3011, 11.9151, 11.9199, 41-9099

This certificate program is part of the Business Entrepreneurship AS degree program (1552070308). At the completion of this program, the student will be able to:

01.0	Describe the entrepreneurial discovery processes. The student will be able to:
01.01	Explain the need for entrepreneurial discovery.
01.02	Discuss entrepreneurial discovery processes.
01.03	Assess Global trends and opportunities.
01.04	Determine opportunities for new venture creation.
01.05	Assess opportunities for new venture creation.
01.06	Describe idea-generation methods.
01.07	Generate ideas for a new venture.
01.08	Determine feasibility of a new venture idea.
02.0	Develop entrepreneurial concepts. The student will be able to:
02.01	Describe entrepreneurial planning considerations.
02.02	Explain tools used by entrepreneurs for venture planning.
02.03	Assess the start-up requirements associated with a new venture.
02.04	Assess risks and challenges associated with a new venture.
02.05	Identify external resources useful to entrepreneurs during concept development.
02.06	Assess the need to use external resources for concept development.
02.07	Describe strategies to protect intellectual property.
02.08	Use components of a business plan to define a venture idea.

03.0	Develop entrepreneurial resources. The student will be able to:
03.01	Distinguish between debt and equity financing for venture creation.
03.02	Describe processes used to acquire adequate financial resources for venture creation/start-up.
03.03	Select sources to finance venture creation/start-up.
03.04	Explain factors to consider in determining a venture's human-resource needs.
03.05	Describe considerations in selecting capital resources.
03.06	Discuss the acquisition of capital resources needed for the venture.
03.07	Assess the costs/benefits associated with resources.
04.0	Develop entrepreneurial leadership skills. The student will be able to:
04.01	Recognize honesty, integrity, and responsible behavior.
04.02	Demonstrate responsible behavior.
04.03	Identify the importance of initiative.
04.04	Demonstrate ethical work habits.
04.05	Explain the role that passion and purpose play in goal attainment.
04.06	Recognize contributions of others and social responsibilities.
04.07	Develop team building skills and enlist others in working toward a shared vision.
04.08	Explain the role of diversity.
05.0	Develop entrepreneurial personal management skills. The student will be able to:
05.01	Demonstrate interest and enthusiasm.
05.02	Practice making effective decisions.
05.03	Develop an orientation to change.
05.04	Demonstrate problem-solving skills.
05.05	Assess risks.
05.06	Assume personal responsibility for decisions.
05.07	Use time-management principles.

05.08	Identify situations when short-term ambiguity is acceptable.
05.09	Use feedback for personal growth.
05.10	Demonstrate creative management skills.
05.11	Set personal goals.
06.0	Analyze characteristics and functions of money. The student will be able to:
06.01	Explain the forms of financial exchange (cash, credit, debit, etc.).
06.02	Describe the functions of money (medium of exchange, unit of measure, store of value).
06.03	Describe the sources of income (wages/salaries, interest, rent, dividends, transfer payments, etc.).
06.04	Recognize types of currency (paper money, coins, banknotes, government bonds, treasury notes, etc.).
06.05	Read and interpret a pay stub.
06.06	Explain the time value of money.
06.07	Describe the costs associated with credit.
06.08	Explain legal responsibilities associated with the use of money.
07.0	Apply accounting principles and concepts to perform accounting activities. The student will be able to:
07.01	Identify and describe generally accepted accounting principles (GAAP).
07.02	Prepare projected income statement.
07.03	Estimate cash-flow needs.
07.04	Prepare projected balance sheet.
07.05	Calculate financial ratios.
07.06	Determine payroll taxes.
08.0	Demonstrate money management skills. The student will be able to:
08.01	Establish financial goals and objectives.
08.02	Develop a budget.
08.03	Discuss and manage cash flow, accounting procedures and financial reports.
08.04	Explain the nature of capital investment.

08.05	Explain factors that contribute to a positive financial standing.
08.06	Discuss procedures for managing debt.
09.0	Describe and conduct business record management. The student will be able to:
09.01	Explain factors of effective records management.
09.02	Maintain records of financial transactions.
09.03	Record and report sales tax.
09.04	Develop a payroll record keeping system.
09.05	Plan and establish an employee records systems.
09.06	Plan and establish a customer records system.
10.0	Plan and develop a marketing information management system. The student will be able to:
10.01	Describe and identify the market concept and market identification.
10.02	Identify the role of situational analysis in the marketing-planning process.
10.03	Identify market segments.
10.04	Select and analyze target markets.
10.05	Describe marketing strategy and planning concepts.
10.06	Plan and develop a marketing budget.
10.07	Plan and develop a marketing plan.
10.08	Analyze marketing plan performance.
11.0	Plan and develop promotional strategies. The student will be able to:
11.01	Identify the elements of the promotional mix.
11.02	Calculate advertising media costs.
11.03	Develop an advertising media plan.
11.04	Prepare a promotional plan and budget.
11.05	Write a news release.
11.06	Discuss sales-promotion opportunities.

11.07	Evaluate the effectiveness of advertising.
12.0	Plan and develop pricing strategies. The student will be able to:
12.01	Calculate breakeven points.
12.02	Explain factors affecting pricing decisions.
12.03	Establish pricing objectives and select pricing strategies.
12.04	Set and adjust prices to maximize profitability.
13.0	Plan and develop selling strategies. The student will be able to:
13.01	Acquire and analyze product information.
13.02	Define product features and benefits.
13.03	Prepare sales presentation.
13.04	Determine customer or client needs.
13.05	Identify customer's buying motives.
13.06	Differentiate between consumer and organizational buying behavior.
13.07	Plan and develop sales strategies to achieve sales quotas.
13.08	Analyze sales reports.
13.09	Describe staff training to support sales efforts.
13.10	Analyze technology to support sales function.
14.0	Analyze business risk. The student will be able to:
14.01	Describe types of business risk.
14.02	Identify ways small businesses protect themselves against loss.
14.03	Identify control and loss prevention methods.
14.04	Formulate a plan to establish and protect customer and employee confidentiality.
14.05	Determine business liabilities.
14.06	Explain ways to manage and transfer risk.
14.07	Identify opportunities to obtain insurance coverage.

14.08	Develop strategies to protect electronic information and communication.
14.09	Plan and develop security policies and procedures.
14.10	Identify methods to protect assets from creditors.
15.0	Analyze and identify legal considerations. The student will be able to:
15.01	Research and identify legal issues affecting small businesses, including contracts, negotiable instruments and privacy issues.
15.02	Describe how to protect intellectual property rights.
15.03	Identify various forms of business ownership.
15.04	Identify IRS business reporting requirements.
15.05	Identify and plan strategies to implement federal and state workplace regulations (including OSHA, ADA.).
16.0	Identify and develop business plan. The student will be able to:
16.01	Formulate a SWOT analysis and evaluate a project's strengths, weaknesses, opportunities, and threats.
16.02	Conduct a competitive analysis.
16.03	Evaluate business acquisition options.
16.04	Develop company goals and objectives.
16.05	Develop a business mission.
16.06	Forecast income and sales.
16.07	Conduct a break-even analysis.
16.08	Develop action and business plans.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organization providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>

**Florida Department of Education
Curriculum Framework**

Program Title: Business Development and Entrepreneurship
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552070306
Program Type	College Credit Certificate (CCC)
Program Length	25 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-1021 – General and Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Administration AS degree program (1552020102).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to business communications, business development, accounting, management, marketing, business law, and global business practices.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 06.0 Identify the role and function of human resources in the business environment.
- 07.0 Demonstrate employability skills.
- 08.0 Develop strategic and organizational skills.
- 09.0 Demonstrate an understanding of management activities.
- 10.0 Demonstrate an understanding of sales and marketing principles.
- 11.0 Participate in a capstone project.

Program Skills:

- 06.0 Demonstrate an understanding of the foundational principles associated with business development and entrepreneurship.
- 07.0 Demonstrate knowledge of basic marketing principles.
- 08.0 Demonstrate knowledge of small business management functions.
- 09.0 Plan the promotional strategy of a small business.
- 10.0 Utilize effective selling techniques and procedures.

**Florida Department of Education
Student Performance Standards**

Program Title: Business Development and Entrepreneurship
CIP Number: 0552070306
Program Length: 25 credit hours
SOC Code(s): 11-1021

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

Professional Skills:

01.0 Prepare and use financial information to support decision-making. The student will be able to:

01.01 Apply the accounting cycle steps to various business scenarios.

01.02 Apply cash control procedures to various business scenarios.

01.03 Use source documents to prepare and analyze transactions.

01.04 Describe internal control methods, cyber security protocols, and fraud controls.

01.05 Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.

01.06 Analyze financial information to make informed business decisions.

02.0 Demonstrate an understanding of accounting operations. The student will be able to:

02.01 Examine accounts receivable and payable in different business scenarios to identify possible issues.

02.02 Compare and contrast profit vs. not-for-profit accounting.

02.03 Prepare and interpret profit analysis reports and their impact on organizational performance.

02.04 Describe differences in planning for operating expenditures and capital expenditures.

02.05 Describe the principles related to pricing decisions.

02.06 Use pricing principles to justify business decisions.

02.07 Assess the impact of taxes on business operations.

02.08 Conduct a basic financial ratio analysis.

03.0 Manage business information using appropriate technology. The student will be able to:

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.
05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.
05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.
05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
06.0	Identify the role and function of human resources in the business environment. The student will be able to:
06.01	Describe and conduct a job analysis.
06.02	Identify the role, principles and functions of recruitment and staffing.
06.03	Demonstrate effective interview methods, including the use of current technology.
06.04	Identify methods of employee onboarding, orientation, training, development, and retention.
06.05	Identify the components of compensation and benefits plans, and evaluate the potential for inequity in compensation and benefits.
06.06	Describe the legal issues associated with compensation and benefits plans.
06.07	Describe the administration of, and costs associated with, employer compensation and benefits plans.
06.08	Describe current provisions of human resources laws, including but not limited to the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), and Family and Medical Leave Act (FMLA).
06.09	Identify methods to protect organizations from potential legal action.
06.10	Describe Future of Work trends and which careers are most likely to be impacted by automation and technology advances.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.
07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.
07.08	Demonstrate effective job interview techniques and identify different types of interviews.

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

07.09 Identify pre- and post- interview strategies.

07.10 Identify and demonstrate appropriate responses to feedback from supervisors.

07.11 Identify and demonstrate acceptable work habits.

07.12 Describe the importance of an employee's ability to be flexible in the workplace.

07.13 Demonstrate effective time management skills.

08.0 Develop strategic and organizational skills. The student will be able to:

08.01 Define effective leadership and identify key leadership behaviors and traits.

08.02 Compare different styles of leadership.

08.03 Examine ways effective leaders develop and retain employees.

08.04 Define organization vision and mission.

08.05 Identify characteristics of effective goals.

08.06 Explain how effective leaders identify problems and make decisions.

08.07 Compare different conflict management techniques.

08.08 Apply appropriate action in situations requiring consideration of business ethics.

08.09 Describe effective ways to assign and delegate work.

08.10 Apply effective decision-making and problem solving strategies.

09.0 Demonstrate an understanding of management activities. The student will be able to:

09.01 Describe the functions of management and their impact on an organization's ability to achieve its goals.

09.02 Describe how an organization's mission and vision drive the formation of strategic policy.

09.03 Distinguish the goals among business, government, and non-profit organizations.

09.04 Describe basic management roles, including interpersonal, informational and decision-making.

09.05 Discuss political, conceptual, interpersonal, and diagnostic skills required in management.

09.06 Describe the value and application of data to management decision-making.

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

09.07 Describe how creativity and innovation are significant contributions to successful management.

09.08 Identify the impact of organizational culture.

Business Development and Entrepreneurship Specialization:

12.0 Demonstrate an understanding of the foundational principles associated with business development and entrepreneurship. The student will be able to:

12.01 Define entrepreneurship and business development.

12.02 Describe the importance of entrepreneurship and small business to the American economy.

12.03 Analyze the advantages and disadvantages of business ownership.

12.04 Identify the necessary traits of a successful entrepreneur.

12.05 Recognize the management, financial, marketing and legal skills necessary to successfully operate and grow an entrepreneurial venture.

12.06 Discuss the global aspects of an entrepreneurial business.

12.07 Define social entrepreneurship.

12.08 Identify and evaluate the methods of entering into an entrepreneurial venture to include starting a new business, buying an existing business, and operating a franchise.

12.09 Discuss the function of a business plan.

12.10 Describe the protection of various types of intellectual property.

12.11 Identify characteristics of a viable business opportunity.

12.12 Analyze the current environment for potential business opportunities.

12.13 Explain the process and importance of a preliminary market analysis.

12.14 Discuss the challenges of developing and implementing a strategic plan for a small business.

12.15 Discuss the function of a business model.

12.16 Explain how entrepreneurship is a way of thinking or mindset independent of owning and operating a business.

12.17 Explain and apply the various building blocks associated with the business model canvas.

12.18 Discuss the failure rate in business and strategies to reduce its frequency.

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

12.19 Describe the importance of feasibility planning.

13.0 Demonstrate knowledge of basic marketing principles. The student will be able to:

13.01 Explain the role of marketing in the free enterprise system.

13.02 Compare and contrast the three major types of economic systems.

13.03 Describe the channels of distribution.

13.04 Identify and discuss economic resources.

13.05 Discuss the role of the consumer in the free enterprise system.

13.06 Explain the concept of supply and demand.

13.07 Identify and define the functions of marketing.

13.08 Identify and define the four types of product utility.

13.09 Identify and explain the elements in the marketing mix (price, product, promotion, and place).

13.10 Differentiate between the basic categories of consumer goods (i.e. convenience goods, shopping goods, and specialty goods).

13.11 Identify current trends that have developed in retailing and merchandising.

13.12 Define the concept of opportunity cost.

13.13 Identify challenges in marketing a new entrepreneurial venture.

13.14 Differentiate between marketing and sales.

13.15 Describe how the business model canvas helps identify marketing strategies for entrepreneurial ventures.

13.16 Describe various methods for pricing a good or service.

13.17 Explain the role of social media in entrepreneurial marketing.

14.0 Demonstrate knowledge of small business management functions. The student will be able to:

14.01 Describe the principles of small business management including planning and ethics.

14.02 Identify principles and systems of accounting in a small business.

14.03 Identify and describe budgeting and break-even analysis processes.

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

14.04 Explain the principles of financing and cash management in the small business.

14.05 Describe the principles of inventory management.

14.06 Conduct basic market research and develop a marketing plan for a small business.

14.07 Identify and describe the components of cost accounting.

14.08 Identify and describe fundamental legal issues and government regulations facing small business owners.

14.09 Identify sources of assistance, including the SBA (Small Business Administration), regarding risk management, insurance, taxation, and business law.

14.10 Describe the process of creating and managing a labor relations program in a small business.

14.11 Explain the role of e-commerce.

14.12 Compare and contrast the various forms of business ownership.

14.13 Examine the advantages and disadvantages of B Corp (benefit corporations) versus non-profit organizations.

15.0 Plan the promotional strategy of a small business. The student will be able to:

15.01 Create a promotional plan.

15.02 Describe promotion techniques.

15.03 Analyze and describe competitive promotional activities.

15.04 Analyze and evaluate promotional effectiveness.

15.05 Develop effective promotional strategies within the marketing mix.

15.06 Identify target markets.

15.07 Discuss push/pull strategies.

15.08 Describe direct marketing techniques.

15.09 Describe the benefits and limitations of mass media.

15.10 Describe the benefits and limitations of social media and digital marketing.

15.11 Identify the key components of a business website for effective promotion.

16.0 Utilize effective selling techniques and procedures. The student will be able to:

This certificate program is part of the Business Administration AS degree program 1552020102. At the completion of this program, the student will be able to:

16.01 Describe product features and benefits.

16.02 Identify the steps of the selling process.

16.03 Discuss consumer-buying behavior.

16.04 Differentiate between B2B (business to business) and B2C (business to consumer) relationships.

16.05 Demonstrate an effective sales presentation.

16.06 Evaluate and critique a sales demonstration.

16.07 Explain how various technologies (e.g., [CRM] customer relationship management) are used to create and maintain a client database.

16.08 Describe various types of prospecting tools.

16.09 Develop a written features/benefits analysis sheet for a product.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

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Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Business Entrepreneurship
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552070308
Program Type	College Credit Certificate (CCC)
Program Length	12 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-2011 – Advertising and Promotions Managers 11-2021 – Marketing Managers 11-2022 – Sales Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Entrepreneurship (60) AS degree program (1552070308).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Develop entrepreneurial concepts.
- 02.0 Develop entrepreneurial resources.
- 03.0 Apply accounting principles and concepts to perform accounting activities.
- 04.0 Demonstrates money management skills.
- 05.0 Describe and conduct business records management.
- 06.0 Plan and develop a marketing-information management system.
- 07.0 Plan and develop promotional strategies.
- 08.0 Plan and develop pricing strategies.
- 09.0 Analyze business risk.
- 10.0 Analyze and identify legal considerations.

Florida Department of Education
Student Performance Standards

Program Title: Business Entrepreneurship
CIP Number: 0552070308
Program Length: 12 credit hours
SOC Code(s): 11-2011, 11-2021, 11-2022

This certificate program is part of the Business Entrepreneurship (60) AS degree program (1552070308). At the completion of this program, the student will be able to:

01.0	Develop entrepreneurial concepts. The student will be able to:
01.01	Differentiate between small business enterprising and entrepreneurship.
01.02	Describe entrepreneurial planning considerations.
01.03	Explain tools used by entrepreneurs for venture planning.
01.04	Assess the start-up requirements associated with a new venture.
01.05	Assess risks and challenges associated with a new venture.
01.06	Identify and assess external resources useful to entrepreneurs during concept development.
01.07	Assess the need to use external resources for concept development.
01.08	Describe strategies to protect intellectual property.
01.09	Use components of a business model to define a venture idea.
02.0	Develop entrepreneurial resources. The student will be able to:
02.01	Distinguish between debt and equity financing for venture creation.
02.02	Describe processes used to acquire adequate financial resources for venture creation/start-up.
02.03	Identify sources to finance venture creation/start-up.
02.04	Explain factors to consider in determining a venture's human-resource needs.
02.05	Describe considerations in selecting capital resources.
02.06	Describe and discuss the acquisition of capital resources needed for the venture.

02.07	Assess the costs/benefits associated with resources.
03.0	Apply accounting principles and concepts to perform accounting activities. The student will be able to:
03.01	Identify and describe generally accepted accounting principles (GAAP).
03.02	Prepare projected income statement.
03.03	Estimate cash-flow needs.
03.04	Prepare projected balance sheet.
03.05	Calculate financial ratios.
03.06	Determine payroll taxes.
04.0	Demonstrate money management skills. The student will be able to:
04.01	Establish financial goals and objectives.
04.02	Develop a budget.
04.03	Discuss and manage cash flow, accounting procedures and financial reports.
04.04	Explain the nature of capital investment.
04.05	Explain factors that contribute to a positive financial standing.
04.06	Discuss procedures for managing debt.
05.0	Describe and conduct business record management. The student will be able to:
05.01	Explain factors of effective records management.
05.02	Maintain records of financial transactions.
05.03	Record and report sales tax.
05.04	Develop a payroll record keeping system.
05.05	Plan and establish an employee records systems.
05.06	Plan and establish a customer records system.
06.0	Plan and develop a marketing information management system. The student will be able to:

06.01	Describe and identify the market concept and market identification.
06.02	Identify the role of situational analysis in the marketing-planning process.
06.03	Identify market segments.
06.04	Select and analyze target markets.
06.05	Describe marketing strategy and planning concepts.
06.06	Plan and develop a marketing budget.
06.07	Plan and develop a marketing plan.
06.08	Analyze marketing plan performance.
07.0	Plan and develop promotional strategies. The student will be able to:
07.01	Identify the elements of the promotional mix.
07.02	Calculate advertising media costs.
07.03	Develop an advertising media plan.
07.04	Prepare a promotional plan and budget.
07.05	Write a news release.
07.06	Discuss sales-promotion opportunities.
07.07	Evaluate the effectiveness of advertising.
08.0	Plan and develop pricing strategies. The student will be able to:
08.01	Calculate breakeven points.
08.02	Explain factors affecting pricing decisions.
08.03	Establish pricing objectives and select pricing strategies.
08.04	Set and adjust prices to maximize profitability.
09.0	Analyze business risk. The student will be able to:
09.01	Understand morale hazard and adverse selection.

09.02	Describe types of business risk.
09.03	Identify ways small businesses protect themselves against loss.
09.04	Identify control and loss prevention methods.
09.05	Formulate a plan to establish and protect customer and employee confidentiality.
09.06	Determine business liabilities.
09.07	Explain ways to manage and transfer risk.
09.08	Identify opportunities to obtain insurance coverage.
09.09	Develop strategies to protect electronic information and communication.
09.10	Plan and develop security policies and procedures.
09.11	Identify methods to protect assets from creditors.
10.0	Analyze and identify legal considerations. The student will be able to:
10.01	Research and identify legal issues affecting small businesses, including contracts, negotiable instruments and privacy issues.
10.02	Describe how to protect intellectual property rights.
10.03	Identify various forms of business ownership.
10.04	Identify IRS business reporting requirements.
10.05	Identify and plan strategies to implement all federal and state workplace regulations.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Instruction and learning activities are provided in a laboratory setting to integrate theory and practice. These activities include the integration and use of business planning, financial planning, small business accounting, and business strategic planning software applications. Students will be provided access to computers and appropriate software to enhance hands-on experiences. Students can also expect to be assigned additional hours of contact with small business incubators and cooperative education activities with local businesses.

Career and Technical Student Organization (CTSO)

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Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

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<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

This program is daggered to be deleted in the 23-24 school year.

Program Title: Entrepreneurship Operations
Career Cluster: Business Management and Administration

CCC	
CIP Number	0552070309
Program Type	College Credit Certificate (CCC)
Program Length	25 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-2011 – Advertising and Promotions Managers 11-2021 – Marketing Managers 11-2022 – Sales Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Business Entrepreneurship (60) AS degree program (1552070308).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Develop entrepreneurial concepts.
- 02.0 Develop entrepreneurial resources.
- 03.0 Develop entrepreneurial personal management skills.
- 04.0 Describe effective business concepts.
- 05.0 Analyze methods to effectively manage conflict.
- 06.0 Develop excellent computer applications skills.
- 07.0 Apply accounting principles and concepts to perform accounting activities.
- 08.0 Demonstrates money management skills.
- 09.0 Define morale/motivation skills.
- 10.0 Describe and conduct business records management.
- 11.0 Plan and develop a marketing-information management system.
- 12.0 Plan and develop promotional strategies.
- 13.0 Plan and develop pricing strategies.
- 14.0 Plan and develop selling strategies.
- 15.0 Analyze business risk.

Florida Department of Education
Student Performance Standards

Program Title: Entrepreneurship Operations
CIP Number: 0552070309
Program Length: 25 credit hours
SOC Code(s): 11-2011, 11-2021, 11-2022

This certificate program is part of the Business Entrepreneurship (60) AS degree program (1552070308). At the completion of this program, the student will be able to:

01.0	Develop entrepreneurial concepts. The student will be able to:
01.01	Differentiate between small business enterprising and entrepreneurship.
01.02	Describe entrepreneurial planning considerations.
01.03	Explain tools used by entrepreneurs for venture planning.
01.04	Assess the start-up requirements associated with a new venture.
01.05	Assess risks and challenges associated with a new venture.
01.06	Identify and assess external resources useful to entrepreneurs during concept development.
01.07	Assess the need to use external resources for concept development.
01.08	Describe strategies to protect intellectual property.
01.09	Use components of a business model to define a venture idea.
02.0	Develop entrepreneurial resources. The student will be able to:
02.01	Distinguish between debt and equity financing for venture creation.
02.02	Describe processes used to acquire adequate financial resources for venture creation/start-up.
02.03	Identify sources to finance venture creation/start-up.
02.04	Explain factors to consider in determining a venture's human-resource needs.
02.05	Describe considerations in selecting capital resources.
02.06	Describe and discuss the acquisition of capital resources needed for the venture.
02.07	Assess the costs/benefits associated with resources.

03.0	Develop entrepreneurial personal management skills. The student will be able to:
03.01	Demonstrate interest and enthusiasm.
03.02	Practice making effective decisions.
03.03	Develop an orientation to change. Understand the importance of adapting to change.
03.04	Demonstrate problem-solving skills.
03.05	Assess risks.
03.06	Assume personal responsibility for decisions.
03.07	Use time-management principles.
03.08	Identify situations when short-term ambiguity is acceptable.
03.09	Use feedback for personal growth.
03.10	Demonstrate creative management skills.
03.11	Set personal goals.
04.0	Describe effective business concepts. The student will be able to:
04.01	Explain the role of business in society.
04.02	Describe different types of businesses and activities.
04.03	Explain opportunities for creating added value.
04.04	Identify issues and trends in business.
04.05	Describe critical elements of continuous improvement and the impact on organizational culture.
04.06	Describe the role of management in achieving quality.
04.07	Explain the nature of managerial ethics.
04.08	Describe the importance of ethical business practices.
04.09	Explain marketing management and its importance in a global economy.
04.10	Describe marketing functions and related activities.
04.11	Explain the nature and scope of operations management.

04.12	Explain financial management concepts.
04.13	Describe human resource management concepts.
04.14	Explain risk management concepts.
04.15	Describe strategic management concepts.
05.0	Analyze methods to effectively manage conflict. The student will be able to:
05.01	Demonstrate effective negotiation skills.
05.02	Discuss how to handle difficult customers, clients and complaints in an effective manner.
05.03	Explain the nature of organizational change and conflict.
05.04	Explain how to manage stress effectively.
06.0	Develop excellent computer applications skills. The student will be able to:
06.01	Demonstrate basic search skills on the internet.
06.02	Evaluate the credibility of internet resources.
06.03	Demonstrate file management skills.
06.04	Operate computer-related hardware peripherals.
06.05	Explain the nature of e-commerce.
06.06	Describe the impact of the internet on business.
06.07	Discuss the process of developing a basic website.
07.0	Apply accounting principles and concepts to perform accounting activities. The student will be able to:
07.01	Identify and describe generally accepted accounting principles (GAAP).
07.02	Prepare projected income statement.
07.03	Estimate cash-flow needs.
07.04	Prepare projected balance sheet.
07.05	Calculate financial ratios.
07.06	Determine payroll taxes.

08.0	Demonstrate money management skills. The student will be able to:
08.01	Establish financial goals and objectives.
08.02	Develop a budget.
08.03	Discuss and manage cash flow, accounting procedures and financial reports.
08.04	Explain the nature of capital investment.
08.05	Explain factors that contribute to a positive financial standing.
08.06	Discuss procedures for managing debt.
09.0	Define morale and motivation skills. The student will be able to:
09.01	Describe various leadership skills.
09.02	Discuss the factors in building a successful team.
09.03	Identify the value of employee recognition and rewards.
09.04	Describe how to handle employee complaints and grievances.
09.05	Analyze how to ensure equitable opportunities for employees.
09.06	Describe factors that contribute to building organizational culture.
10.0	Describe and conduct business record management. The student will be able to:
10.01	Explain factors of effective records management.
10.02	Maintain records of financial transactions.
10.03	Record and report sales tax.
10.04	Develop a payroll record keeping system.
10.05	Plan and establish an employee records systems.
10.06	Plan and establish a customer records system.
11.0	Plan and develop a marketing information management system. The student will be able to:
11.01	Describe and identify the market concept and market identification.
11.02	Identify the role of situational analysis in the marketing-planning process.

11.03	Identify market segments.
11.04	Select and analyze target markets.
11.05	Describe marketing strategy and planning concepts.
11.06	Plan and develop a marketing budget.
11.07	Plan and develop a marketing plan.
11.08	Analyze marketing plan performance.
12.0	Plan and develop promotional strategies. The student will be able to:
12.01	Identify the elements of the promotional mix.
12.02	Calculate advertising media costs.
12.03	Develop an advertising media plan.
12.04	Prepare a promotional plan and budget.
12.05	Write a news release.
12.06	Discuss sales-promotion opportunities.
12.07	Evaluate the effectiveness of advertising.
13.0	Plan and develop pricing strategies. The student will be able to:
13.01	Calculate breakeven points.
13.02	Explain factors affecting pricing decisions.
13.03	Establish pricing objectives and select pricing strategies.
13.04	Set and adjust prices to maximize profitability.
14.0	Plan and develop selling strategies. The student will be able to:
14.01	Acquire and analyze product information.
14.02	Define product features and benefits.
14.03	Develop appropriate selling techniques.
14.04	Prepare sales presentation.

14.05	Understand the sales funnel process (get, keep, and grow customers).
14.06	Determine customer or client needs.
14.07	Identify customer's buying motives.
14.08	Differentiate between consumer and organizational buying behavior.
14.09	Plan and develop sales strategies to achieve sales quotas.
14.10	Analyze sales reports.
14.11	Describe staff training to support sales efforts.
14.12	Analyze technology to support sales function.
15.0	Analyze business risk. The student will be able to:
15.01	Understand morale hazard and adverse selection.
15.02	Describe types of business risk.
15.03	Identify ways small businesses protect themselves against loss.
15.04	Identify control and loss prevention methods.
15.05	Formulate a plan to establish and protect customer and employee confidentiality.
15.06	Determine business liabilities.
15.07	Explain ways to manage and transfer risk.
15.08	Identify opportunities to obtain insurance coverage.
15.09	Develop strategies to protect electronic information and communication.
15.10	Plan and develop security policies and procedures.
15.11	Identify methods to protect assets from creditors.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Residential Property Management Specialist
Career Cluster: Business, Management & Administration

CCC	
CIP Number	0552150101
Program Type	College Credit Certificate (CCC)
Program Length	21 Credit Hours
CTSO	SkillsUSA
SOC Codes (all applicable)	11-9141 – Property, Real Estate & Community Association Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This certificate program is part of the Residential Property Management AS degree program (1552150100).

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.).

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business, Management & Administration career cluster; and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, occupation-specific skills, and knowledge of all relevant aspects Business, Management & Administration career cluster.

The content includes but is not limited to, communication skills, leadership skills, human relations and employability skills, safe and efficient work practices, marketing and selling skills, local, state, and national housing laws, and working with contracts.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting 21 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge of the residential property management functions.
- 02.0 Identify and discuss legal and ethical issues related to residential property management.
- 03.0 Describe and evaluate best practices for residential property leasing and marketing.
- 04.0 Describe human resource functions and effective management practices related to residential property management.
- 05.0 Demonstrate effective business communication skills.
- 06.0 Demonstrate employability skills.

Florida Department of Education
Student Performance Standards

Program Title: Residential Property Management Specialist
 CIP Number: 0552150101
 Program Length: 21 Credit Hours
 SOC Code(s): 11-9141

This certificate program is part of the Residential Property Management AS degree program (1552150100). At the completion of this program, the student will be able to:

01.0	Demonstrate knowledge of the residential property management functions. The student will be able to:
01.01	Identify the characteristics of different housing and building types.
01.02	Identify the characteristics of different ownership structures including fee simple, condominiums, cooperatives, and timeshares.
01.03	Describe strategies and motivations for owning and/or investing in residential property and identify investing entities.
01.04	Identify career positions, responsibilities, and opportunities in residential property management.
01.05	Identify professional trade organizations that support the residential property management industry through education, designations, advocacy, and professional development opportunities – National Apartment Association (NAA), Institute of Real Estate Management (IREM), National Multifamily Housing Council (NMNC), and National Association of Residential Property Managers (NARPM).
01.06	Discuss the importance of effective property management and its impact on investment performance, resident satisfaction, and legal and ethical adherence.
01.07	Describe employment structures for property managers, including fee-management, owner-management, and agency.
01.08	Evaluate the people, product, promotion, place, and price (5 Ps) to identify strengths, weaknesses, and areas for adjustments.
01.09	Evaluate market, property, and financial conditions and prepare a “Management Plan”.
02.0	Identify and discuss legal and ethical issues related to residential property management. The student will be able to:
02.01	Describe the basic features of a contract, including offer and acceptance, capacity, consideration, legality, and enforceability.
02.02	Identify and summarize the legal clauses and language in a residential lease agreement.
02.03	Identify federal, state, and local protected classes under Fair Housing regulations.
02.04	Describe and evaluate adherence to Fair Housing regulations in the leasing and operating of residential property.
02.05	Compare and contrast the Americans with Disabilities Act (ADA) and the Fair Housing Act and their effect on residential property.

02.06	Identify and process requests for reasonable accommodations and modifications in accordance to Fair Housing and ADA regulations.
02.07	Define “assistance animal” and “service animal” and discuss the importance for residential property management operations.
02.08	Discuss federal regulations affecting the screening of application for housing, including the Fair Housing Act (FHA), Fair Credit Reporting Act (FCRA), Fair and Accurate Credit Transactions Act (FACTA), and other relevant regulations.
02.09	Identify and discuss state and local landlord/tenant regulations and the obligations of both parties.
02.10	Describe the legal procedure for eviction, including proper notices and communication.
02.11	Discuss the legal treatment of abandoned personal property.
02.12	Discuss the legal procedure for conducting move-out inspections, evaluating damages, and refunding security deposits.
02.13	Identify the real estate licensing body and discuss regulations governing real estate licenses and residential property management.
02.14	Discuss the responsibilities of agency, including care, obedience, loyalty, disclosure, accounting, and confidentiality.
02.15	Define “ethics” and discuss the importance of ethical reasoning and decision making in residential property management.
03.0	Describe and evaluate best practices for residential property leasing and marketing. The student will be able to:
03.01	Define marketing and advertising and their role in effective property management.
03.02	Define the “Leasing Professional” position and responsibilities in relation to effective residential property management.
03.03	Evaluate property and market conditions and prepare a “Market Survey”.
03.04	Discuss “Lease Rent Optimization (LRO)” software, concessions, and other pricing strategies.
03.05	Evaluate curb appeal and marketability of a property, including the grounds, signage, leasing office, tour route, and show units.
03.06	Identify best practices for advertising residential property and generating interest from prospective residents.
03.07	Demonstrate effective phone and email practices for communication with prospective residents.
03.08	Identify practices for tracking leads and evaluating marketing and advertising efforts.
03.09	Discuss “relationship selling,” “feature-benefit selling,” and other effective strategies for leasing residential property.
03.10	Explain lease applications and processing procedures in-line with a property’s rental criteria.
03.11	Evaluate a “Lease Expiration Matrix” and identify optimum lease term options.
03.12	Prepare leases, keys, and move-in documents.

03.13	Communicate lease terms and clauses for new resident signings.
03.14	Conduct move-in inspections with residents and establish standards for property expectations and resident satisfaction.
03.15	Identify strategies for evaluating resident satisfaction, creating positive experiences, and promoting retention.
03.16	Discuss the lease renewal process, including resident communication methods and schedules and guidelines for proper notices.
04.0	Describe human resource functions and effective management practices related to residential property management. The student will be able to:
04.01	Identify the role and function of human resources in residential property management.
04.02	Describe job descriptions and hiring considerations for common residential property management positions, including housekeeping, grounds, service technicians, service managers, leasing professionals, and assistant managers.
04.03	Discuss best practices for employee performance evaluations and identifying additional training opportunities.
04.04	Identify responsibilities and procedures for disciplinary actions of employees, including termination if needed.
04.05	Explain procedures for and track employee scheduling, overtime, and timecard submissions.
04.06	Discuss methods for new employee orientation and training.
04.07	Demonstrate knowledge of workers comp and preparing first report of injury.
04.08	Identify effective interview methods and discuss federal regulations covering the hiring process.
04.09	Demonstrate basic understanding of FMLA, sexual harassment, and basic labor laws.
04.10	Set boundaries for acceptable behaviors among residents, staff, and the community.
04.11	Discuss conflict resolution methods and best practices for diffusing conflicts.
04.12	Recognize different personality styles and how to interact effectively with them in the workplace.
04.13	Describe the importance of teamwork in the effective management of residential properties.
05.0	Demonstrate effective business communication skills. The student will be able to:
05.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
05.02	Exhibit public relations skills that aid in achieving customer satisfaction.
05.03	Demonstrate effective teamwork skills. Participate in a group discussion as a member and leader.

05.04	Develop the ability to withstand conflict and resolve it when dealing with difficult people.
05.05	Discuss the need to use appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, and conversation. Demonstrate effective listening skills.
05.06	Draft various written documents with an emphasis on spelling, organization, grammar, content, style, format, layout, and meaning.
05.07	Prepare, outline and deliver an effective oral presentation. Prepare and use visual material, including slide presentation software.
05.08	Research and interpret information retrieved from print and electronic resources.
05.09	Research and compose a document containing statistical information.
05.10	Demonstrate ability to communicate effectively with diverse populations.
05.11	Use successful career building skills such as collaborative teamwork, ethical conduct, business etiquette, and resolution of conflict in the work environment.
06.0	Demonstrate employability skills. The student will be able to:
06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Complete a resume and a cover letter.
06.04	Complete an electronic job application form correctly.
06.05	Prepare a resume for electronic distribution.
06.06	Demonstrate effective job interview techniques and identify different types of interviews.
06.07	Prepare a thank you note for an interview.
06.08	Identify and demonstrate appropriate responses to feedback from supervisors.
06.09	Identify and demonstrate acceptable work habits.
06.10	Describe the importance of an employee's ability to be flexible in the workplace.
06.11	Demonstrate effective time management skills.
06.12	Identify methods for securing an employment reference.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

SkillsUSA is the intercurricular career and technical student organization providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>

Florida Department of Education
Curriculum Framework

Program Title: Business Analysis Specialist
Career Cluster: Business Management and Administration

AS

CIP Number	1530710200
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	13-1111 – Management Analysts
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as Management Analyst, Budget Analyst, Database Administrator, and Operations Research Analyst.

Business Management and Administration career cluster provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the principles, procedures, and theories of producing financial and market intelligence by querying databases and creating reports, and developing methods for identifying data trends existing in information sources.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Prepare and use financial information about business organizations to support decision making.
- 02.0 Manage business information using appropriate software.
- 03.0 Describe information systems and requirements analysis. This description should identify the project goal, data storage, movement, security, quality, usage, and functional requirements that should be met.
- 04.0 Demonstrate effective business communication and collaboration skills.
- 05.0 Describe how data is organized and examine the business intelligence process used in transforming data to useful information. Demonstrate skills in analyzing data using spreadsheet software applications.
- 06.0 Design and build business applications using database management systems.
- 07.0 Evaluate business and financial information to support internal decision making.
- 08.0 Describe the implications of professional values, ethics, and attitudes in business.
- 09.0 Demonstrate fundamental techniques and methods used in the analysis of computerized business activities, including consideration of information requirements, resources, and its impact on business decisions.

Florida Department of Education
Student Performance Standards

Program Title: Business Analysis Specialist
 CIP Number: 1530710200
 Program Length: 60 credit hours
 SOC Code(s): 13-1111

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

01.0	Prepare and use financial information about business organizations to support decision making. The student will be able to:
01.01	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of T accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet).
01.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
01.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
01.04	Describe internal control methods and fraud controls.
01.05	Apply judgment in the application of accounting principles in a global marketplace.
01.06	Analyze financial information to make informed business decisions.
01.07	Maintain knowledge of ever-evolving accounting regulations and standards.
02.0	Manage business information using appropriate software. The student will be able to:
02.01	Identify and use the appropriate software in a business environment.
02.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
02.03	Utilize technology to access, research, analyze, and interpret business information.
02.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
02.05	Understand the basics of Enterprise Resource Planning (ERP) and IT systems.

03.0	Describe information systems and requirements analysis. This description should identify the project goal, data storage, movement, security, quality, usage, and functional requirements. The student will be able to:
03.01	Describe the process, methods, measurements and systems that businesses use to view, analyze and understand information relevant to the history, current performance, and future projections for a business.
03.02	Define the goal of analysis in supporting managers to make more informed decisions through the accumulation and analysis of data.
03.03	Identify data requirements and parameters, including data sources and formats.
03.04	Acquire sample data to develop a report.
03.05	Create a sample report.
03.06	Describe how business analytics can be comprehensive, or can also focus on specific functions, such as corporate performance, sales analysis and financial analysis.
03.07	Describe the risks associated with business analysis regarding data validity and implications of making poor decisions based on the analysis provided.
04.0	Demonstrate effective business communication and collaboration skills. The student will be able to:
04.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
04.02	Use interpersonal communication skills to facilitate effective interactions to work collaboratively.
04.03	Exhibit public relations skills that aid in achieving customer satisfaction.
04.04	Demonstrate effective teamwork skills.
04.05	Develop the ability to withstand conflict and resolve it when dealing with difficult people.
04.06	Discuss the need to use appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, and conversation.
04.07	Compose business correspondence and related documents and demonstrate correct spelling, grammar, punctuation, and word choice.
04.08	Prepare, outline and deliver an effective oral presentation. Prepare and use visual material, including slide presentation software.
04.09	Research and interpret information retrieved from print and electronic resources.
04.10	Research and compose a document containing statistical information.
04.11	Demonstrate ability to communicate effectively with diverse populations.
05.0	Describe how data is organized and examine the business intelligence process used in transforming data to useful information. Demonstrate skills in analyzing data using spreadsheet software applications. The student will be able to:
05.01	Analyze a managerial decision to determine the practicality to support the decision with computer technology and determine best technology to use.
05.02	Work on a business analytics development project as a team.

05.03	Select, develop and deploy successful business intelligence systems to assist managers in decision making.
05.04	Describe how data analysis techniques can help managers make better decisions.
05.05	Describe appropriate applications of various data preparation and analysis techniques.
05.06	Describe strengths and weaknesses of various data mining tools and methods.
05.07	Demonstrate ability to use tools in solving data mining problems.
06.0	Design and build business applications using database management systems. The student will be able to:
06.01	Define file organization structures and data models.
06.02	Develop data model and database design.
06.03	Demonstrate how normalization optimizes table structures resulting from an investigation of a database, and identify how data is interrelated.
06.04	Write queries in SQL.
06.05	Identify the types of information corporations need in data mining, business analysis and reporting.
06.06	Identify relevance of pivot tables, macros, automation and integration of downloaded data.
06.07	Identify uses for reports and visual presentation of data, including forms, charts, graphs, wikis and other web applications.
07.0	Evaluate business and financial information to support internal decision making. The student will be able to:
07.01	Identify and apply fundamentals of managerial accounting.
07.02	Analyze data to evaluate alternatives in making short-run and capital budget decisions.
07.03	Calculate and use break-even analysis and other related topics to make unstructured business decisions.
07.04	Use various cost accounting systems for products/services.
07.05	Evaluate customer and product/service profitability.
07.06	Prepare business plans, budgets, and forecasts to support the management process.
07.07	Evaluate the performance of an organization, its processes, and people.
08.0	Describe the implications of professional values, ethics, and attitudes in business. The student will be able to:
08.01	Identify the appropriate use of employer property.

08.02	Describe the role of confidentiality in business.
08.03	Identify the importance of making decisions that are based on ethical reasoning and describe the personal and long term consequences of unethical choices in the workplace.
08.04	Use ethical reasoning and judgment and act in accordance with legal responsibilities.
08.05	Demonstrate conflict resolution skills.
08.06	Recognize different personality styles and how to interact effectively with them in the workplace.
08.07	Discuss how values and attitudes influence behavior.
09.0	Demonstrate fundamental techniques and methods used in the analysis of computerized business activities, including consideration of information requirements, resources, and its impact on business decisions. The student will be able to:
09.01	Describe data warehousing concepts and business applications.
09.02	Model business analysis using online analytical processing (OLAP), where data is interactively analyzed using multidimensional data from multiple perspectives.
09.03	Develop business reports using visualization and predictive analytics.
09.04	Describe data mining, text and web mining concepts and their business applications.
09.05	Describe data mining techniques, including: how it is used, benefits, and expectations. Identify business efforts affected by data mining and the types of benefits they experience (retail and consumer sales, marketing, fraud, health care applications, medical diagnostics, e-commerce, media, accounting, banking, credit, customer service).

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

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General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:
<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.shtml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Medical Office Administration
Career Cluster: Business Management and Administration

AS	
CIP Number	1551070500
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-1011 - First Line Supervisors of Office and Admin. Support Workers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to assisting management by expediting and facilitating the maintenance and production of correspondence, resolutions and other documents; planning; filing and maintaining medical records and other documents; performing medical transcription activities such as preparing patients’ medical histories and discharge summaries; maintaining office budgets; and assisting in the administration of policy. Students are prepared for employment as office support staff and medical transcriptionists in medical offices, hospitals and other healthcare settings.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate effective communication skills.
- 02.0 Perform medical office activities.
- 03.0 Demonstrate proficiency in the use of medical office management software, word processing, spreadsheet, and other office software commonly used in a medical office.
- 04.0 Practice effective Records Information Management (RIM) techniques.
- 05.0 Perform ethical accounting practices.
- 06.0 Demonstrate employability and workplace skills.
- 07.0 Develop leadership skills.
- 08.0 Develop strategic organizational skills.
- 09.0 Participate in work-based learning experiences.
- 10.0 Perform medical office management activities.
- 11.0 Perform medical office insurance, billing and coding activities.
- 12.0 Perform medical office insurance, billing and coding activities.

**Florida Department of Education
Student Performance Standards**

Program Title: Medical Office Administration
CIP Number: 1551070500
Program Length: 60 credit hours
SOC Code(s): 43-1011

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

01.0	Demonstrate effective communication skills. The student will be able to:
01.01	Identify and use appropriate conferencing tools.
01.02	Demonstrate effective internal and external customer service skills.
01.03	Identify current communication technologies.
01.04	Effectively utilize appropriate oral and written communication skills in diverse business settings.
01.05	Demonstrate effective teamwork skills.
01.06	Demonstrate ability to manage conflict.
01.07	Describe the importance of professionalism in business communications.
01.08	Demonstrate effective listening skills.
01.09	Compose correspondence and related documents and demonstrate correct spelling, grammar, punctuation and word choice.
01.10	Research and interpret information retrieved from print and electronic resources.
01.11	Research and compose a document containing statistical information.
01.12	Demonstrate ability to communicate effectively with diverse populations.
01.13	Determine preventive actions for medical office communication problems.
02.0	Perform medical office activities. The student will be able to:
02.01	Document medical correspondence and other medical information in a timely manner.
02.02	Translate medical terms and abbreviations into the appropriate long form.
02.03	Demonstrate appropriate spelling, grammar, punctuation, and word choice of medical terms.

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

02.04	Identify inconsistencies, errors, and missing information within a medical report.
02.05	Explain the importance of physician approval of health records.
02.06	Practice patient confidentiality guidelines and legal documentation requirements.
02.07	Enter medical reports into electronic health records systems.
02.08	Use medical references and resource materials as needed.
02.09	Demonstrate a compliance with all federal and state health care regulations.
03.0	Demonstrate proficiency in the use of medical office management software, word processing, spreadsheet, and other office software commonly used in a medical office. The student will be able to:
03.01	Produce medical documents.
03.02	Create and edit templates and forms for the medical office.
03.03	Prepare scanned documents for transmission or storage.
03.04	Prepare a document using mail merge and variable information.
03.05	Use technology to access, research, analyze, and interpret medical information.
03.06	Use appropriate software to create, maintain and manage documents and produce reports.
03.07	Define differences between operating systems and software applications.
03.08	Discuss/Identify the importance of continuing education and technology updates.
04.0	Practice effective Records Information Management (RIM) techniques. The student will be able to:
04.01	Index, code, sort, file, and cross-reference medical materials manually and electronically.
04.02	Describe the process of an effective inventory of medical records.
04.03	List and describe methods of protecting vital medical records.
04.04	Identify the procedures of medical records forms control (i.e., retention, disposal, recovery).
04.05	Compare and contrast the characteristics of centralized and decentralized filing systems.
04.06	Identify procedures for confidentiality (i.e. HIPAA (Health Insurance Portability and Accountability Act)).
04.07	Identify safety and security procedures for information transmittal. (moved from 2)

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

05.0	Perform ethical accounting practices. The student will be able to:
05.01	Identify parameters and functions of a fiscal calendar.
05.02	Prepare and analyze budgets.
05.03	Describe procedures for processing payroll.
05.04	Compare and contrast various payroll tax reports.
05.05	Explain the steps in the accounting cycle.
05.06	Demonstrate proficiency in cash control procedures.
05.07	Use source documents to prepare and analyze transactions.
05.08	Describe how to implement fraud controls.
05.09	Describe how to classify expenses.
06.0	Demonstrate employability and workplace skills. The student will be able to:
06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Create a resume and a cover letter.
06.04	Complete a job application.
06.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
06.06	Identify pre- and post- interview strategies.
06.07	Identify and demonstrate appropriate responses to feedback from supervisors.
06.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
06.09	Identify organizational structure, chain of command, and importance of appropriate protocol.
06.10	Identify methods for securing an employment reference.
06.11	Identify career advancement opportunities and demonstrate effective networking behaviors.
06.12	Identify stress management strategies and techniques.

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

06.13	Identify and demonstrate positive interpersonal skills.
06.14	Demonstrate ability to work effectively with diverse populations.
06.15	Demonstrate ability to work as a team member.
06.16	Describe confidentiality and privacy issues in the workplace.
06.17	Describe the importance of customer service to an organization.
06.18	Describe the importance of an employee's ability to be flexible in the workplace.
06.19	Demonstrate effective time management skills.
07.0	Develop leadership skills. The student will be able to:
07.01	Identify different management styles.
07.02	List characteristics of effective leaders/managers.
07.03	Describe various motivational techniques.
07.04	Research medical professional organizations.
07.05	Identify traits of medical employees with promotion potential.
07.06	List principles of group and team dynamics.
08.0	Develop strategic organizational skills. The student will be able to:
08.01	Apply creativity and critical thinking skills to resolve problems.
08.02	Demonstrate how to prioritize work assignments and enlist the help of others.
08.03	Prepare and manage a schedule for employees.
08.04	Prepare and manage schedules for physicians.
08.05	Prepare and manage appointments for patients.
08.06	Choose appropriate action in situations requiring application of ethics.
08.07	Choose appropriate action in situations requiring following a chain of command.
08.08	Identify ways to assign and delegate work to others.

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

09.0 Participate in work-based learning experiences. The student will be able to:

09.01 Participate in internships, job shadowing or service learning experiences in medical office administration.

09.02 Demonstrate employability skills.

09.03 Develop a career plan.

09.04 Perform general workplace competencies in the medical office.

10.0 Perform medical office management activities. The student will be able to:

10.01 Prepare managerial reports about production, personnel, equipment and operational costs.

10.02 Compare and select vendors from whom to purchase supplies.

10.03 Apply time management techniques to medical office schedules.

10.04 Conduct an employment interview.

10.05 Select items to include in a new employee's orientation to the job.

10.06 Review performance appraisals with employees, set goals, and recommend training.

11.0 Perform medical office insurance, billing and coding activities. The student will be able to:

11.01 Determine the correct ICD (International Classification of Diseases) and CPT (Current Procedural Terminology) codes.

11.02 Accurately complete billing documents.

11.03 Compare and contrast different types of insurance providers.

11.04 Prepare and process insurance claims.

11.05 Describe and differentiate among the most common types of insurance claims filed by medical offices.

11.06 Describe procedures for handling billing and insurance claims in medical offices.

11.07 Define common terms and abbreviations used in insurance.

11.08 Accurately complete insurance claim forms.

11.09 Locate errors in returned insurance claim forms.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda (PBL) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Certificate Programs

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.). This AS degree program includes the following College Credit Certificates:

Medical Office Management (0551070500) – 34 credit hours

Medical Office Specialist (0551071001) – 18 credit hours

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Business Administration
Career Cluster: Business Management and Administration

AS	
CIP Number	1552020102
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-1021 – General and Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to planning, organizing, directing and controlling of a business, with emphasis on selected theories of management and decision making and the knowledge and understanding necessary for managing people and functions. The Business Administration Associate in Science degree program should include the requirements specified in the statewide Articulation Manual.

Specializations: In addition to the professional learning outcomes, students are to complete the outcomes in one of the following specializations:

- Banking - SOC Code 11-3031 (Financial Managers)
- Business Development and Entrepreneurship - SOC Code 11-1021 (General and Operations Manager)
- Healthcare Administration - SOC Code 31-9099 (Health Care Support Workers, All Other)
- Human Resources - SOC Code 11-3131 (Training and Development Managers)
- Insurance - SOC Code 11-3111 (Compensation and Benefits Managers)
- International Business - SOC Code 11-2011 (Advertising and Promotion Managers)
- Management - SOC Code 11-9199 (Managers, All other)
- Property, Real Estate, and Community Association Managers - SOC Code 11-9141 (Property, Real Estate, and Community Association Managers)
- Small Business Management - SOC Code 11-3011 (Administrative Services Managers)

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Prepare and use financial information to support decision-making.
- 02.0 Demonstrate an understanding of accounting operations.
- 03.0 Manage business information using appropriate technology.
- 04.0 Demonstrate effective business communication skills.
- 05.0 Describe the significance of legal and ethical issues in a business environment.
- 06.0 Identify the role and function of human resources in the business environment.
- 07.0 Demonstrate employability skills.
- 08.0 Develop strategic and organizational skills.
- 09.0 Demonstrate an understanding of management activities.
- 10.0 Demonstrate an understanding of sales and marketing principles.
- 11.0 Participate in a capstone project.

Banking Specialization:

- 10.0 Understand terminology unique to the banking industry.
- 11.0 Demonstrate knowledge of basic functions of banking institutions.
- 12.0 Utilize effective cross selling techniques and procedures for financial services.
- 13.0 Demonstrate knowledge of the history, growth and structure of the banking industry.
- 14.0 Demonstrate foundational knowledge of banking operations.
- 15.0 Identify security procedures for the detection and prevention of bank fraud.
- 16.0 Demonstrate understanding of money and banking.
- 17.0 Demonstrate knowledge of economic principles.

Business Development and Entrepreneurship Specialization:

- 10.0 Demonstrate an understanding of the foundational principles associated with business development and entrepreneurship.
- 11.0 Demonstrate knowledge of basic marketing principles.
- 12.0 Demonstrate knowledge of small business management functions.
- 13.0 Plan the promotional strategy of a small business.
- 14.0 Utilize effective selling techniques and procedures.

Healthcare Administration Specialization:

12.0 Demonstrate knowledge of health care administration functions.

Human Resources Specialization:

10.0 Examine the major principles of human resources.

Insurance Specialization:

10.0 Demonstrate knowledge and application of product and service technology.

11.0 Demonstrate knowledge of employee compensation and benefits plan.

12.0 Develop a successful promotion plan for an insurance agency.

International Business Specialization:

10.0 Understand international marketing and distribution activities.

11.0 Demonstrate knowledge of international banking, accounting, and finance activities.

12.0 Demonstrate knowledge of international socio-cultural business practices.

13.0 Demonstrate knowledge of international law and economic activities.

Management Specialization:

10.0 Demonstrate knowledge of principles and practices of management.

11.0 Demonstrate knowledge of essential human relations skills.

12.0 Demonstrate knowledge of the responsibilities, challenges, and attributes of each level of management.

Property, Real Estate, & Community Association Management Specialization

10.0 Demonstrate knowledge of real estate principles.

11.0 Demonstrate understanding of property management operations.

12.0 Demonstrate an understanding of state and federal laws related to the operation of community associations.

13.0 Demonstrate understanding of community management association operations.

14.0 Demonstrate an understanding of the principles for the preparation of the budget and other financial documents.

15.0 Demonstrate an understanding of community association and property manager insurance requirements.

16.0 Demonstrate an understanding of the management and maintenance requirements of a community association.

Small Business Management Specialization:

10.0 Demonstrate knowledge of small business management functions.

Florida Department of Education
 Student Performance Standards

Program Title: Business Administration
CIP Number: 1552020102
Program Length: 60 credit hours
SOC Code(s): 11-1021

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

Professional Skills:

01.0 Prepare and use financial information to support decision-making. The student will be able to:

01.01 Apply the accounting cycle steps to various business scenarios.

01.02 Apply cash control procedures to various business scenarios.

01.03 Use source documents to prepare and analyze transactions.

01.04 Describe internal control methods, cyber security protocols, and fraud controls.

01.05 Apply Generally Accepted Accounting Principles (GAAP) in the context of global business operations.

01.06 Analyze financial information to make informed business decisions.

02.0 Demonstrate an understanding of accounting operations. The student will be able to:

02.01 Examine accounts receivable and payable in different business scenarios to identify possible issues.

02.02 Compare and contrast profit vs. not-for-profit accounting.

02.03 Prepare and interpret profit analysis reports and their impact on organizational performance.

02.04 Describe differences in planning for operating expenditures and capital expenditures.

02.05 Describe the principles related to pricing decisions.

02.06 Use pricing principles to justify business decisions.

02.07 Assess the impact of taxes on business operations.

02.08 Conduct a basic financial ratio analysis.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

03.0	Manage business information using appropriate technology. The student will be able to:
03.01	Identify and use the appropriate technology in various business settings.
03.02	Demonstrate proficiency in the use of word processing, spreadsheet, database, & presentation software, collaboration tools, and other office software commonly used in business.
03.03	Utilize technology to access, research, analyze, organize and interpret business information. (i.e., dashboards, reports)
04.0	Demonstrate effective business communication skills. The student will be able to:
04.01	Identify and effectively utilize appropriate oral and written communication skills in diverse business settings.
04.02	Employ effective interpersonal communication skills in various business settings.
04.03	Exhibit listening and empathy skills that aid in achieving stakeholder satisfaction.
04.04	Demonstrate effective teamwork skills (collaboration, cooperation, negotiation, providing and receiving feedback).
04.05	Apply effective conflict resolution skills, including in legal, interpersonal, and ethical circumstances.
04.06	Recognize the importance of a growth mindset to improve outcomes.
04.07	Apply appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, conversation, text messages and virtual meetings.
04.08	Apply business-level writing standards in all correspondence.
04.09	Prepare, outline, and deliver an effective oral presentation in person as well as through a virtual live video platform, using appropriate visual material.
04.10	Research and interpret information retrieved from various primary and secondary sources.
04.11	Compose a document responding to and interpreting diverse types of business information.
04.12	Demonstrate ability to communicate effectively with diverse stakeholders.
05.0	Describe the significance of legal and ethical issues in a business environment. The student will be able to:
05.01	Explain the essential elements of a contract and other negotiable instruments.
05.02	Differentiate the main types of intellectual property rights.
05.03	Identify the appropriate use of employer property.
05.04	Describe the role of confidentiality in business.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

05.05	Explain the decision-making process using ethical reasoning and the consequences of unethical choices in a business environment.
05.06	Differentiate between ethical reasoning and judgment and acting in accordance with legal responsibilities.
05.07	Discuss how values, attitudes, and cultural differences influence ethical decision-making.
05.08	Explain legal, ethical, and privacy issues related to business communications, including the transmission and storage of electronic data.
06.0	Identify the role and function of human resources in the business environment. The student will be able to:
06.01	Describe and conduct a job analysis.
06.02	Identify the role, principles and functions of recruitment and staffing.
06.03	Demonstrate effective interview methods, including the use of current technology.
06.04	Identify methods of employee onboarding, orientation, training, development, and retention.
06.05	Identify the components of compensation and benefits plans, and evaluate the potential for inequity in compensation and benefits.
06.06	Describe the legal issues associated with compensation and benefits plans.
06.07	Describe the administration of, and costs associated with, employer compensation and benefits plans.
06.08	Describe current provisions of human resources laws, including but not limited to the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), and Family and Medical Leave Act (FMLA).
06.09	Identify methods to protect organizations from potential legal action.
06.10	Describe Future of Work trends and which careers are most likely to be impacted by automation and technology advances.
07.0	Demonstrate employability skills. The student will be able to:
07.01	Identify sources of employment, internship, and apprenticeship opportunities, where applicable.
07.02	Use government digital resources to identify jobs, wage, and employment trends for your occupation.
07.03	Describe the job search process.
07.04	Complete a resume and a cover letter.
07.05	Complete an electronic job application form correctly.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

07.06	Identify methods for securing an employment reference.
07.07	Prepare a resume for electronic distribution.
07.08	Demonstrate effective job interview techniques and identify different types of interviews.
07.09	Identify pre- and post- interview strategies.
07.10	Identify and demonstrate appropriate responses to feedback from supervisors.
07.11	Identify and demonstrate acceptable work habits.
07.12	Describe the importance of an employee's ability to be flexible in the workplace.
07.13	Demonstrate effective time management skills.
08.0	Develop strategic and organizational skills. The student will be able to:
08.01	Define effective leadership and identify key leadership behaviors and traits.
08.02	Compare different styles of leadership.
08.03	Examine ways effective leaders develop and retain employees.
08.04	Define organization vision and mission.
08.05	Identify characteristics of effective goals.
08.06	Explain how effective leaders identify problems and make decisions.
08.07	Compare different conflict management techniques.
08.08	Apply appropriate action in situations requiring consideration of business ethics.
08.09	Describe effective ways to assign and delegate work.
08.10	Apply effective decision-making and problem solving strategies.
09.0	Demonstrate an understanding of management activities. The student will be able to:
09.01	Describe the functions of management and their impact on an organization's ability to achieve its goals.
09.02	Describe how an organization's mission and vision drive the formation of strategic policy.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

09.03	Distinguish the goals among business, government, and non-profit organizations.
09.04	Describe basic management roles, including interpersonal, informational and decision-making.
09.05	Discuss political, conceptual, interpersonal, and diagnostic skills required in management.
09.06	Describe the value and application of data to management decision-making.
09.07	Describe how creativity and innovation are significant contributions to successful management.
09.08	Identify the impact of organizational culture.
10.0	Demonstrate an understanding of sales and marketing principles. The student will be able to:
10.01	Evaluate each component of the marketing mix for purposes of creating customer value.
10.02	Explain the effect of external environment on the marketing mix.
10.03	Discuss the factors that influence the buying decisions in consumer and business markets.
10.04	Identify and discuss the major components of the marketing plan.
10.05	Examine trends in international marketing.
10.06	Describe the benefits and limitations of social media and digital marketing.
10.07	Examine how research and development lead to new products and services.
10.08	Discuss expansion of product lines.
10.09	Discuss the impact of technology on consumer and business markets.
10.10	Explain trends in digital product and service delivery.
10.11	Explain the role of e-commerce for B2B and B2C.
10.12	Define factors that fuel innovation.
10.13	Describe the steps in the product development process.
10.14	Differentiate among market segmentation, target market, and customer persona.
10.15	Utilize essential knowledge and means for acquiring customer, competitor and product/service information.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

10.16 Demonstrate selling techniques and procedures for improving customer satisfaction.

10.17 Define selling techniques and procedures for establishing customer relationships.

10.18 Discuss ethical guidelines in the selling process.

10.19 Prepare an effective sales presentation.

11.0 Participate in a capstone project. The student will be able to:

11.01 Research, analyze, and develop a solution for a business scenario or case.

11.02 Demonstrate the ability to identify and solve problems.

11.03 Demonstrate effective contribution as a team member.

11.04 Demonstrate adaptive self- management skills.

11.05 Prepare a project plan outline.

11.06 Manage time according to project plan.

11.07 Execute a project plan.

11.08 Demonstrate effective time management skills.

11.09 Use presentation skills, and appropriate media to describe the progress, results and outcomes of the experience.

Banking Specialization:

12.0 Understand terminology unique to the banking industry. The student will be able to:

12.01 Understand and use terminology as it applies to the banking industry.

12.02 Interpret and convey banking terminology to communicate effectively with customers.

13.0 Demonstrate knowledge of basic functions of banking institutions. The student will be able to:

13.01 Describe the basic functions of a financial institution.

13.02 Explain how the functions of a financial institution are interrelated.

13.03 Discuss which departments and employees are responsible for the different functions.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

14.0	Utilize effective cross selling techniques and procedures for financial services. The student will be able to:
14.01	Demonstrate knowledge of all services offered by financial institutions for purposes of cross selling.
14.02	Demonstrate the procedures related to cross selling and explain their importance.
14.03	Analyze ethical considerations related to cross selling financial services.
15.0	Demonstrate knowledge of the history, growth and structure of the banking industry. The student will be able to:
15.01	Describe the evolution of American banking institutions.
15.02	Describe the functions of regulatory agencies and their impact on the banking industry.
15.03	Identify major acts and important regulations resulting from the growth and changes in banking institutions.
15.04	Differentiate between banks and other financial institutions that offer banking services.
15.05	Explain the role of bank rating agencies.
15.06	Discuss the role of the CRA (Community Reinvestment Act).
16.0	Demonstrate foundational knowledge of banking operations. The student will be able to:
16.01	Locate information on a customer's account and explain what information is to be given over the phone and to whom it can be given.
16.02	Explain the routing system for payment of a check in the Check 21 environment.
16.03	Identify and describe standard bank policies, including state regulations.
16.04	Explain how a credit score is tabulated.
17.0	Identify security procedures for the detection and prevention of bank fraud. The student will be able to:
17.01	Explain the components of and process for filing a Currency Transaction Report (CTR).
17.02	Describe the importance of information security, including cybersecurity protocols.
17.03	Identify and describe common types of bank fraud.
17.04	Identify and describe security precautions and methods used to deter bank fraud.
18.0	Demonstrate understanding of money and banking. The student will be able to:

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

18.01 Identify current trends in financial services deregulation and diversified financial services.

18.02 Differentiate among corporation and other forms of business.

18.03 Identify and explain the components of a corporate charter and bylaws.

18.04 Describe capital acquisition and subsequent equity and debt functions.

18.05 Discuss the functions of securities markets and the SEC (Securities and Exchange Commission) regulations.

18.06 Define business failure, reorganization, dissolutions, and liquidation.

18.07 Conduct a basic financial ratio analysis.

18.08 Identify and describe the major types of financial markets and what distinguishes them.

18.09 Identify and describe the major types of financial intermediaries and what distinguishes them.

18.10 Define a financial system and describe its purpose.

18.11 Explain concepts of loan to value, time value of money, compounding of interest, and amortization.

18.12 Discuss credit information sources.

19.0 Demonstrate knowledge of economic principles. The student will be able to:

19.01 Differentiate between monetary and fiscal policy.

19.02 Explain production, consumption, GDP (Gross Domestic Product) and business cycles.

19.03 Explain the interrelationship between the Federal Reserve System and commercial banks.

19.04 Identify and describe the economic factors that cause interest rates to rise and decline.

19.05 Define inflation and describe its impact on the economy.

Business Development and Entrepreneurship Specialization:

12.0 Demonstrate an understanding of the foundational principles associated with business development and entrepreneurship. The student will be able to:

12.01 Define entrepreneurship and business development.

12.02 Describe the importance of entrepreneurship and small business to the American economy.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.03	Analyze the advantages and disadvantages of business ownership.
12.04	Identify the necessary traits of a successful entrepreneur.
12.05	Recognize the management, financial, marketing and legal skills necessary to successfully operate and grow an entrepreneurial venture.
12.06	Discuss the global aspects of an entrepreneurial business.
12.07	Define social entrepreneurship.
12.08	Identify and evaluate the methods of entering into an entrepreneurial venture to include starting a new business, buying an existing business, and operating a franchise.
12.09	Discuss the function of a business plan.
12.10	Describe the protection of various types of intellectual property.
12.11	Identify characteristics of a viable business opportunity.
12.12	Analyze the current environment for potential business opportunities.
12.13	Explain the process and importance of a preliminary market analysis.
12.14	Discuss the challenges of developing and implementing a strategic plan for a small business.
12.15	Discuss the function of a business model.
12.16	Explain how entrepreneurship is a way of thinking or mindset independent of owning and operating a business.
12.17	Explain and apply the various building blocks associated with the business model canvas.
12.18	Discuss the failure rate in business and strategies to reduce its frequency.
12.19	Describe the importance of feasibility planning.
13.0	Demonstrate knowledge of basic marketing principles. The student will be able to:
13.01	Explain the role of marketing in the free enterprise system.
13.02	Compare and contrast the three major types of economic systems.
13.03	Describe the channels of distribution.
13.04	Identify and discuss economic resources.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

13.05	Discuss the role of the consumer in the free enterprise system.
13.06	Explain the concept of supply and demand.
13.07	Identify and define the functions of marketing.
13.08	Identify and define the four types of product utility.
13.09	Identify and explain the elements in the marketing mix (price, product, promotion, and place).
13.10	Differentiate between the basic categories of consumer goods (i.e. convenience goods, shopping goods, and specialty goods).
13.11	Identify current trends that have developed in retailing and merchandising.
13.12	Define the concept of opportunity cost.
13.13	Identify challenges in marketing a new entrepreneurial venture.
13.14	Differentiate between marketing and sales.
13.15	Describe how the business model canvas helps identify marketing strategies for entrepreneurial ventures.
13.16	Describe various methods for pricing a good or service.
13.17	Explain the role of social media in entrepreneurial marketing.
14.0	Demonstrate knowledge of small business management functions. The student will be able to:
14.01	Describe the principles of small business management including planning and ethics.
14.02	Identify principles and systems of accounting in a small business.
14.03	Identify and describe budgeting and break-even analysis processes.
14.04	Explain the principles of financing and cash management in the small business.
14.05	Describe the principles of inventory management.
14.06	Conduct basic market research and develop a marketing plan for a small business.
14.07	Identify and describe the components of cost accounting.
14.08	Identify and describe fundamental legal issues and government regulations facing small business owners.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

14.09	Identify sources of assistance, including the SBA (Small Business Administration), regarding risk management, insurance, taxation, and business law.
14.10	Describe the process of creating and managing a labor relations program in a small business.
14.11	Explain the role of e-commerce.
14.12	Compare and contrast the various forms of business ownership.
14.13	Examine the advantages and disadvantages of B Corp (benefit corporations) versus non-profit organizations.
15.0	Plan the promotional strategy of a small business. The student will be able to:
15.01	Create a promotional plan.
15.02	Describe promotion techniques.
15.03	Analyze and describe competitive promotional activities.
15.04	Analyze and evaluate promotional effectiveness.
15.05	Develop effective promotional strategies within the marketing mix.
15.06	Identify target markets.
15.07	Discuss push/pull strategies.
15.08	Describe direct marketing techniques.
15.09	Describe the benefits and limitations of mass media.
15.10	Describe the benefits and limitations of social media and digital marketing.
15.11	Identify the key components of a business website for effective promotion.
16.0	Utilize effective selling techniques and procedures. The student will be able to:
16.01	Describe product features and benefits.
16.02	Identify the steps of the selling process.
16.03	Discuss consumer-buying behavior.
16.04	Differentiate between B2B (business to business) and B2C (business to consumer) relationships.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

16.05 Demonstrate an effective sales presentation.

16.06 Evaluate and critique a sales demonstration.

16.07 Explain how various technologies (e.g., [CRM] customer relationship management) are used to create and maintain a client database.

16.08 Describe various types of prospecting tools.

16.09 Develop a written features/benefits analysis sheet for a product.

Healthcare Administration Specialization:

12.0 Demonstrate knowledge of health care administration functions. The student will be able to:

12.01 Use terminology unique to the healthcare industry correctly.

12.02 Explain the role of local, state, and federal government in healthcare delivery.

12.03 Examine the role of accreditation standards and payment systems on healthcare delivery.

12.04 Explain the importance of data analysis, quality assurance processes, and assessment methodologies in healthcare administration.

12.05 Recognize administrative and business functions in a healthcare setting.

12.06 Discuss legal and ethical issues in healthcare administration.

12.07 Explain the role of DSM (Diagnostic and Statistical Manual) and CPT (Current Procedural Terminology) coding in the healthcare industry.

12.08 Discuss racial and economic inequity in healthcare.

Human Resources Specialization:

12.0 Examine the major principles of human resources. The student will be able to:

12.01 Analyze the functions of human resources.

12.02 Explain the employer's relationship with the Human Resources Department.

12.03 Analyze the strategic role of human resources in an organization.

12.04 Compare and contrast the benefits and limitations of internal and external recruiting.

12.05 Describe various methods of recruitment.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.06	Create and analyze job descriptions and position requirements.
12.07	Analyze KSAs (knowledge, skills, & abilities) of potential internal candidates for open positions.
12.08	Describe interviewing skills and techniques appropriate to in-person and virtual settings.
12.09	Describe the process of onboarding.
12.10	Identify training and development strategies within the human resources department.
12.11	Analyze and select appropriate in-person and virtual interview techniques.
12.12	Identify candidates for selection and hiring, including contract and temporary positions.
12.13	Describe compensation and benefit plans.
12.14	Describe the legal issues associated with compensation and benefit plans.
12.15	Identify human resource challenges and provide possible solutions.
12.16	Identify proactive steps to address potential human resource challenges.
12.17	Describe the provisions of the Civil Rights Acts, Equal Employment Opportunity Commission (EEOC), American with Disabilities Act (ADA), Equal Pay Act (EPA), Fair Labor Standards Act, Affordable Care Act (ACA), Family and Medical Leave Act (FMLA), and other laws as they apply to human resource functions.
12.18	Describe the oversight function of Federal and State administrative and regulatory agencies as they relate to human resources.
12.19	Explain how perceptions of compensation differ among different stakeholders.
12.20	Define internal equity within an organization.
12.21	Discuss external competitiveness.
12.22	Examine the effect of political, economic, social, and cultural factors on human resources.
12.23	Identify criteria for effective performance management.
12.24	Discuss the employment and onboarding processes for contract and temporary positions.

Insurance Specialization:

12.0 Demonstrate knowledge and application of product and service technology. The student will be able to:

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.01	Explain the terms, conditions, and coverage found in the standard commercial fire policy.
12.02	List and explain the purposes of the forms that can be added to the standard commercial fire policy.
12.03	Discuss the standard clauses found in various commercial fire and allied forms.
12.04	List and explain the various commercial coverage forms available.
12.05	Discuss the different types of insurance contracts available to cover consequential and contingent losses.
12.06	Describe the procedure followed in the rating of fire and allied lines insurance
12.07	Explain the purpose and scope of the special flood and windstorm programs.
12.08	Discuss the comprehensive glass policy.
12.09	Discuss the basic inland marine policy, including contractor's equipment.
12.10	Discuss the coverage afforded by the ocean marine policies.
12.11	List the major commercial inland marine coverage and explain the use and purpose.
12.12	Describe the procedure followed in the rating of inland marine insurance contracts and demonstrate this understanding.
12.13	Explain the liability of an ocean carrier for the property of others.
12.14	List and explain the nature of the insurable interests in an ocean marine venture.
12.15	List and define the ocean marine perils.
12.16	Explain the purpose of the basic ocean marine clauses.
12.17	Discuss the principles and application of the law of negligence.
12.18	Explain commercial general liability coverage and its application to practical situations.
12.19	List the different commercial liability coverage and explain the application to practical situations, including but not limited to professional liability, errors & omissions, liquor liability, directors & officers, & cyber liability.
12.20	Discuss the negligence liability of automobile owners and operators.
12.21	Explain the various commercial automobile coverage parts, including but not limited to physical damage, liability, and uninsured motorist.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.22	List the different automobile insurance policies and explain the differences among them.
12.23	Discuss the negligence liability of employers.
12.24	Discuss the coverage, endorsements, conditions and exclusions found in Worker's Compensation policies.
12.25	Discuss the purpose and operation of the Florida Joint Underwriters Association (FJUA).
12.26	Discuss the nature of the boiler and machinery (equipment breakdown) hazard.
12.27	List and explain the basic coverage found in boiler and machinery policies.
12.28	Define the basic crime terms.
12.29	List and discuss the basic and miscellaneous commercial crime coverage forms.
12.30	Explain the purposes, advantages and disadvantages of crime deductibles.
12.31	List the cybercrime coverages and describe their function.
12.32	Discuss the comprehensive glass policy.
12.33	Explain the purposes of fidelity bonds.
12.34	Define certain basic terms used in the fidelity field, including types of fidelity bonds.
12.35	Explain the differences between suretyship and insurance.
12.36	List and identify the parties to a surety bond and the different types of surety bonds.
12.37	Discuss the history and concept of commercial multiple line insurance and explain the advantages of packaging.
12.38	List and discuss the various commercial multiple line programs.
12.39	Explain the purpose of aviation insurance coverage.
12.40	Explain the purpose of life insurance coverage regarding business.
12.41	Define the terms used in life insurance and explain the various types of life insurance.
12.42	Define health insurance.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.43 Identify and explain the difference between individual and group health insurance.

12.44 Define a Certificate of Insurance.

12.45 Explain the components of a Certificate of Insurance.

12.46 Determine when a Certificate of Insurance is needed.

13.0 Demonstrate knowledge of employee compensation and benefits plan. The student will be able to:

13.01 Distinguish between the various types of wage and salary plans.

13.02 Identify reasons why different wages and salaries are paid for different jobs.

13.03 Describe the most common kinds of fringe benefits.

13.04 Explain major provisions of both the Occupational Safety and Health Act and the Social Security Act.

14.0 Develop a successful promotion plan for an insurance agency. The student will be able to:

14.01 Identify the major methods of promotion.

14.02 List the sources of advertising.

14.03 Identify information sources for planning an advertising program.

14.04 Discuss factors involved in managing promotion including cost, timeliness, and legality.

14.05 Explain how understanding the customer can improve personal selling.

14.06 Show how a salesperson can use product knowledge.

14.07 Instruct employees in effective sales techniques.

International Business Specialization:

12.0 Understand international marketing and distribution activities. The student will be able to:

12.01 Explain the complex and dynamic international business relationships among countries, regions, and global institutions.

12.02 Identify, explore, and analyze global resources related to international business.

12.03 Prepare international sales and purchase agreements.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.04	Demonstrate decision-making abilities that generate marketing strategies using products, prices, places, and promotions specifically related to international business.
12.05	Compare and contrast the benefits and limitations of various modes of transporting goods internationally.
12.06	Determine transportation costs.
12.07	Recognize the types of international business organizations and their structures.
12.08	Identify and describe a customer segment across cultures.
12.09	Identify and critically analyze international business opportunities.
12.10	Demonstrate an understanding of global economic integration as it relates to distribution.
12.11	Recognize the benefits and limitations of using digital currency in global business.
12.12	Discuss the use of e-commerce in the global business environment.
12.13	Explain the risks associated with global entry and exit strategies.
13.0	Demonstrate knowledge of international banking, accounting, and finance activities. The student will be able to:
13.01	Identify various payment methods.
13.02	Describe the process of preparing instruments of international payment, including letters of credit.
13.03	Identify various sources of financing.
13.04	Calculate foreign currency using exchange rates.
13.05	Describe the risk factors related to foreign exchange.
13.06	Discuss countertrade in international transactions.
13.07	Describe the common challenges with import/export transactions and processes.
13.08	Describe the history of various global monetary systems including the Gold Standard, Fixed Rate, and Floating Rate Exchange systems.
13.09	Describe the differences in accounting standards across nations.
14.0	Demonstrate knowledge of international socio-cultural business practices. The student will be able to:
14.01	Compare and contrast international business customs and practices.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

14.02	Identify countries within regional trade organizations.
14.03	Explain the various elements of the Hofstede Model as a tool for understanding cultural differences.
14.04	Describe the role of religion in global business.
15.0	Demonstrate knowledge of international law and economic activities. The student will be able to:
15.01	Identify requirements necessary to comply with international contracts.
15.02	Identify requirements necessary to comply with international laws and treaties.
15.03	Describe the benefits and limitations of free trade.
15.04	Discuss the benefits and limitations of various trade barriers.
15.05	Discuss the benefits and limitations of globalization.
15.06	Describe the role of various global institutions in international business.
15.07	Describe the role of United States government agencies in international business.
15.08	Describe corporate social responsibility and its impact on the global economy.
15.09	Describe the role of expatriation and repatriation.
15.10	Compare and contrast various global staffing practices and procedures.
15.11	Describe challenges related to performance appraisals in global business operations.
15.12	Discuss and debate ethical issues associated with global business.
<u>Management Specialization:</u>	
12.0	Demonstrate knowledge of principles and practices of management. The student will be able to:
12.01	Describe the three basic levels of management and types of positions associated with each.
12.02	Discuss the different facets of social responsibility and their impact on business.
12.03	Analyze the differences between ethical leadership and legal responsibility.
12.04	Compare and contrast the different types of plans: strategic, operational, and tactical.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.05	Distinguish between an organization’s mission and vision.
12.06	Identify and describe various planning activities, including goal setting and budgeting; as well as creating and establishing policies and procedures.
12.07	Describe and give applications of the process of rational decision-making.
12.08	Define the organizing function of management and identify various activities associated with it.
12.09	Discuss the relationship between authority and responsibility.
12.10	Describe different types of organizational structures.
12.11	Distinguish between leadership and management.
12.12	Describe the key elements of leadership theories.
12.13	Discuss the key elements of motivation theories.
12.14	Describe the relationship between the planning and control functions.
12.15	Describe various types of control techniques used in the workplace.
12.16	Describe various crisis management techniques.
13.0	Demonstrate knowledge of essential human relations skills. The student will be able to:
13.01	Discuss the importance of effective human relations skills in organizations.
13.02	Describe how self-esteem, perception, and values impact job performance.
13.03	Describe group dynamics and its effect on employee performance.
13.04	Discuss the effects of stress on employees and the organization and how to effectively manage it.
14.0	Demonstrate knowledge of the responsibilities, challenges, and attributes of each level of management. The student will be able to:
14.01	Discuss the challenges involved in making the transition from employee to manager.
14.02	Identify key supervisory responsibilities unique to each management level.
14.03	Discuss key attributes of managers, and identify which skills are most important for each management level.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

Property, Real Estate, & Community Association Management Specialization

12.0 Demonstrate knowledge of real estate principles. The student will be able to:

12.01 Describe real estate sales under the market system.

12.02 Explain the major submarkets of real estate.

12.03 Explain the principles of highest and best use of land or improved property.

12.04 List and explain at least three factors that influence demand in the real estate market.

12.05 Describe duties and license requirements for sales associates, broker associates, and brokers.

12.06 Describe how real estate market indicators assist in interpreting the current trends and conditions of the local market.

12.07 Define and explain real estate deeds, taxes and legal descriptions.

12.08 Define and describe a real estate investment analysis.

12.09 List and describe different types of loans and financial resources.

12.10 Describe how real property is appraised.

12.11 Discuss various types of insurance associated with real estate ownership.

12.12 Demonstrate understanding of legal issues in real estate.

12.13 Describe various real estate marketing strategies.

12.14 Describe the governing bodies and regulation of real estate in Florida.

12.15 Distinguish between a single agent and a transaction broker.

12.16 Explain the components of real estate contracts.

12.17 Describe the real estate sales process from prospecting to closing.

13.0 Demonstrate understanding of property management operations. The student will be able to:

13.01 Describe the role of the property manager.

13.02 Identify the professional associations and certifications of a property manager.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

13.03	State the regulations of Professional Property Managers.
13.04	Distinguish between the different types of managed properties.
13.05	Recognize the different employment arrangements of a property manager.
14.0	Demonstrate an understanding of state and federal laws related to the operation of community associations.
14.01	Explain the Florida Statutes and Regulations governing Condominium and Homeowners Associations as well as Cooperative Associations and Timeshares.
14.02	Discuss Federal Laws including the Federal Fair Housing Act and non-discrimination requirements
14.03	Distinguish between federal and state law, emphasizing the supremacy of Federal over State Law.
15.0	Demonstrate understanding of community management association operations. The student will be able to:
15.01	Describe and differentiate among the governing documents including declaration, articles of incorporation, bylaws, and rules and regulations.
15.02	Explain the proper noticing procedures for COA (Condominium Owners Association) and HOA (Homeowners Association) Board Meetings.
15.03	Explain proper procedure for noticing and conducting meetings of the general membership of HOAs and COAs.
15.04	Explain proper procedures for voting for general elections.
15.05	Explain the purpose and scope of authority of committees.
16.0	Demonstrate an understanding of the principles for the preparation of the budget and other financial documents.
16.01	Prepare a budget and explain proper procedures for adopting the budget and reserve requirements.
16.02	Explain how to fund the budget, allocate and collect assessments.
16.03	Explain the scope of lien-making power of community associations.
16.04	Explain the purpose of estoppels.
16.05	Describe and discuss annual reporting and record requirements.
16.06	Discuss Escrow Management.
17.0	Demonstrate an understanding of community association and property manager insurance requirements.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

17.01 Explain state insurance requirements and proper steps for loss prevention.

17.02 Develop an insurance plan for a community applying the state requirements for liability, flood and other types of insurance.

17.03 Explain the use of fidelity and performance bonds.

18.0 Demonstrate an understanding of the management and maintenance requirements of a community association.

18.01 Explain enforcement of the governing documents including the rights and responsibilities of unit owners, procedures for enforcement, and dispute resolution.

18.02 Explain the bidding requirements for maintenance work.

18.03 Identify and apply maintenance requirements based on state & local mandates or contractual obligations.

18.04 Discuss the role of contracts in vendor management.

18.05 Describe the role of contracts in property management.

Small Business Management Specialization:

12.0 Demonstrate knowledge of small business management functions. The student will be able to:

12.01 Describe the principles of small business management including planning and ethics.

12.02 Identify principles and systems of accounting in a small business.

12.03 Identify and describe budgeting and break-even analysis processes.

12.04 Explain the principles of financing and cash management in the small business.

12.05 Identify the fundamentals of advertising and marketing products and services in the small business.

12.06 Describe the principles of inventory management.

12.07 Identify emerging technology trends in small business operations.

12.08 Explain basic management functions of leading, organizing, staffing, and motivating.

12.09 Discuss the components, function, importance, and mechanics of a business plan.

12.10 Identify and describe the components of cost accounting.

12.11 Identify and describe fundamental legal issues and government regulations facing small business owners.

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. At the completion of this program, the student will be able to:

12.12 Describe the process of creating and managing a labor relations program in a small business.

12.13 Explain the role of e-commerce.

12.14 Compare and contrast the various forms of business ownership.

12.15 Discuss the benefits and limitations of family or home-based businesses.

12.16 Describe the process of creating and managing an effective human resources program in a small business.

12.17 Analyze and interpret the basic financial statements (balance sheet, income statement, cash flow statement).

12.18 Compare and contrast the various forms of funding a small business.

12.19 Identify valuation methods.

12.20 Discuss the components, function, importance, and mechanics of a business model canvas.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Certificate Programs

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.). This AS degree program includes the following College Credit Certificates:

- Business Development and Entrepreneurship (0552070306) – 25 credit hours
- Business Management (0552070101) – 24 credit hours
- Business Operations (0552020104) – 18 credit hours
- Business Specialist (0552020103) – 12 credit hours
- Human Resources Administrator (0552020105) – 21 credit hours
- Real Estate Specialist (CCC - 0552020113) – 12 credit hours
- Risk Management and Insurance Management (CCC - 0552020109) – 24 credit hours
- Risk Management and Insurance Operations (CCC - 0552020108) – 18 credit hours

Standards for the above certificate programs are contained in separate curriculum frameworks.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Office Administration
Career Cluster: Business Management and Administration

NOTE: Beginning in 2017-18, the medical office specialization will be part of the Medical Office Administration AS degree (1551070500) program.

AS	
CIP Number	1552020401
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-6011 – Executive Secretaries and Executive Administrative Assistants
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to assist management by expediting and facilitating the maintenance and production of correspondence and records; telecommunicating; maintaining office budget; planning; preparing correspondence and resolutions; filing and maintaining documents; and assisting in the administration of policy.

Specializations: In addition to the core learning outcomes, students may complete the outcomes in the following specialization:

- Legal Office

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

Professional Skills:

- 01.0 Demonstrate effective business communication skills.
- 02.0 Prepare and use financial information.
- 03.0 Manage business information using appropriate software.
- 04.0 Perform records management activities.
- 05.0 Perform accounting activities.
- 06.0 Demonstrate employability and workplace skills.
- 07.0 Perform information processing activities.
- 08.0 Develop leadership skills.
- 09.0 Develop strategic organizational skills.
- 10.0 Perform office management activities.
- 11.0 Participate in work-based learning experiences.

In addition to the above core outcomes, students may complete outcomes in the following specializations:

Legal Office Specialization:

- 12.0 Perform dictation/transcription activities.
- 13.0 Perform legal office management activities.
- 14.0 Perform legal office activities.
- 15.0 Demonstrate knowledge of U.S. and Florida court systems.
- 16.0 Perform legal office records management activities.

Florida Department of Education
Student Performance Standards

Program Title: Office Administration
 CIP Number: 1552020401
 Program Length: 60 credit hours
 SOC Code(s): 43-6011

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

Professional Skills:	
01.0	Demonstrate effective business communication skills. The student will be able to:
01.01	Demonstrate ability in teleconferencing and video conferencing.
01.02	Discuss the importance of voice mail, paging, transferring, recording/taking messages, placing international calls, and screening calls.
01.03	Demonstrate effective internal and external customer service skills.
01.04	Demonstrate understanding of current communications technology.
01.05	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
01.06	Use interpersonal communication skills to facilitate effective collaboration within teams.
01.07	Demonstrate ability to manage conflict and its resolution when dealing with challenging situations.
01.08	Discuss the importance of using appropriate tone and professional demeanor in business communications (e-mails, social media, texting, correspondence, conference calls, and conversation).
01.09	Compose business correspondence and related documents using correct spelling, grammar, punctuation and word choice.
01.10	Participate in a group discussion as a member and as a leader.
01.11	Research, validate, and interpret information retrieved from print and electronic mediums with appropriate citations.
01.12	Prepare executive summaries that are organized and demonstrate thorough analysis and communication objective.
01.13	Research and compose a document containing statistical information.
01.14	Prepare and use technology-enhanced materials to deliver an oral presentation.
01.15	Demonstrate effective listening skills.

01.16	Identify the difference between maintaining professional social media and personal social media accounts.
02.0	Prepare and use financial information. The student will be able to:
02.01	Perform business math operations.
02.02	Interpret graphs, charts, and tables.
02.03	Solve finance charge and annual percentage rate problems.
02.04	Determine elapsed time between two events.
02.05	Analyze information given to solve a problem.
02.06	Demonstrate ability to estimate.
02.07	Solve problems related to measurement and space allocation.
02.08	Identify basic concepts of an economic system, including e-commerce.
03.0	Manage business information using appropriate software. The student will be able to:
03.01	Identify formatting principles.
03.02	Demonstrate proficiency using word processing, spreadsheet, presentation, database, e-mail/scheduling, and utility software applications.
03.03	Produce business documents (letters, memorandums, and reports).
03.04	Produce envelopes, labels, meeting minutes, tables, multi-page documents, numbered and bulleted lists, reports using footnotes and endnotes, and material from hand-written copy.
03.05	Create and edit templates.
03.06	Create documents by scanning.
03.07	Create and edit documents from voice recognition software.
03.08	Prepare and edit documents from rough draft copy using proofreaders' marks.
03.09	Prepare documents using mail merge with various types of data sources.
03.10	Identify and use appropriate software in a business environment.
03.11	Use technology to access, research, analyze, and interpret business information.
03.12	Demonstrate knowledge of copyright laws.

04.0	Perform records management activities. The student will be able to:
04.01	Practice effective Records Information Management (RIM) techniques.
04.02	Index, code, sort, and file materials alphabetically, numerically, geographically and by subject, both manually and electronically.
04.03	Identify types of filing supplies, equipment, and procedures.
04.04	Cross-reference materials in the alphabetic, numeric, geographic, and subject filing systems.
04.05	Recommend solutions to problems in existing filing systems.
04.06	Design and develop an initial inventory of records.
04.07	Search for, retrieve, and investigate information in files.
04.08	List and describe methods of protecting vital records.
04.09	Identify appropriate action for the retention, disposal and archiving of records.
04.10	Identify and compare centralized and decentralized filing systems.
04.11	Classify records into vital, useful, and nonessential categories by industry.
04.12	Identify procedures for confidentiality of information.
04.13	Demonstrate backup and recovery procedures.
04.14	Describe and classify electronic records using metadata, taxonomies, and file plans.
04.15	Categorize records to follow statutes/regulations pertaining to Florida Public Records Laws retention and production.
05.0	Perform accounting activities. The student will be able to:
05.01	Demonstrate ethical accounting practices.
05.02	Identify parameters and functions of a fiscal calendar.
05.03	Prepare and analyze budgets.
05.04	Prepare payroll records, including time sheets.
05.05	Prepare tax reports such as 941's, 940's, W-2's, and 1099's.
05.06	Demonstrate a general knowledge of the accounting cycle.

05.07	Demonstrate proficiency in cash control procedures, including bank deposits, electronic fund transfers, credit and debit transactions, bank reconciliations, and petty cash.
05.08	Use source documents to prepare and analyze transactions, including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips.
05.09	Describe how to implement internal and fraud controls.
05.10	Demonstrate knowledge of using a chart of accounts to classify expenses.
05.11	Describe how to manage and depreciate assets.
06.0	Demonstrate employability and workplace skills. The student will be able to:
06.01	Identify sources of employment opportunities.
06.02	Describe the job search process.
06.03	Complete a resume and a cover letter and prepare for electronic distribution.
06.04	Complete a job application form.
06.05	Identify different types of job interviews and demonstrate effective job interview techniques for each.
06.06	Prepare a thank you note for an interview.
06.07	Demonstrate the ability to give and receive performance feedback.
06.08	Identify and demonstrate professionalism, proper business etiquette and acceptable work habits.
06.09	Identify organizational structure, chain of command and importance of appropriate protocol.
06.10	Identify signs of stress and positive management techniques.
06.11	Identify and demonstrate positive interpersonal skills.
06.12	Demonstrate ability to work effectively with diverse populations (generational, cultural, gender).
06.13	Demonstrate ability to work as a team member.
06.14	Describe confidentiality and privacy issues in the workplace.
06.15	Describe the importance of customer service to an organization.
06.16	Describe the importance of an employee's ability to be flexible in the workplace.
06.17	Demonstrate effective time management skills.

06.18	Identify methods for securing an employment reference.
06.19	Identify career advancement opportunities and demonstrate effective networking behaviors.
07.0	Perform information processing activities. The student will be able to:
07.01	Demonstrate ability to manage files electronically, including in the Cloud.
07.02	Define differences between operating systems and software applications.
07.03	Identify and understand terms commonly used in information technology.
07.04	Identify business systems, equipment components, and electronic media.
07.05	Create and edit documents from handwritten, dictated and typed material using current technology.
07.06	Input numeric data.
07.07	Use office equipment manual.
07.08	Develop a flowchart and an organizational chart.
07.09	Develop, edit and use an office operations manual.
07.10	Identify computer security issues.
07.11	Demonstrate knowledge of the importance of continuing education and technology updates.
08.0	Develop leadership skills. The student will be able to:
08.01	Prepare an agenda, invite participants electronically and conduct a meeting.
08.02	Demonstrate knowledge of professional organizations.
08.03	Demonstrate an understanding of how job performance is measured and how it relates to promotion.
08.04	Demonstrate understanding of group dynamics and the impact upon individual and team performance.
09.0	Develop strategic organizational skills. The student will be able to:
09.01	Apply creativity and critical thinking in problem solving and conflict resolution.
09.02	Demonstrate creativity and innovative idea generation to enhance productivity.
09.03	Prepare and manage a schedule for an employer or a project based activity.

09.04	Prepare a schedule for an employer.
09.05	Demonstrate an understanding of business ethics by analyzing a situation and recommending solutions.
09.06	Determine preventive actions for office communication problems.
10.0	Perform office management activities. The student will be able to:
10.01	Identify management styles.
10.02	Prepare operational reports for management.
10.03	Set priorities and develop efficient procedures for work flow.
10.04	Document self-assessment of workplace performance.
10.05	Demonstrate an understanding of best practices in employment interviewing.
10.06	Develop an orientation plan for new employees.
10.07	Demonstrate the ability to assign work to others and delegate tasks effectively.
10.08	Utilize appropriate performance management and assessment techniques to recommend employees for promotion or recognition.
10.09	Demonstrate knowledge of work flow processes, team dynamics and efficient use of office equipment to design the layout of office space.
10.10	Develop a vendor management process to compare and select vendors.
10.11	Identify cross training advantages and opportunities.
10.12	Describe how to design and manage a virtual office environment.
10.13	Compare and describe the role of a Virtual Office Assistant to a traditional administrative assistant.
11.0	Participate in work-based learning experiences. The student will be able to:
11.01	Participate in internships or service learning experiences in office/legal administration.
11.02	Demonstrate employability skills.
11.03	Develop a career plan.
In addition to the above core outcomes, students may complete the outcomes in the following specialization:	

<u>Legal Office Specialization:</u>	
12.0	Perform dictation/transcription activities. The student will be able to:
12.01	Demonstrate techniques in dictation and transcription.
12.02	Transcribe written or recorded dictation of legal correspondence and other legal documents.
12.03	Evaluate transcription systems for office utilization.
13.0	Perform legal office management activities. The student will be able to:
13.01	Prepare, file and retrieve client records.
13.02	Define the major functions of legal office management.
13.03	List characteristic of effective leaders/ managers.
13.04	List the steps in problem solving and issue resolution.
13.05	Maintain work schedules for payroll purposes.
13.06	Demonstrate knowledge of motivational techniques.
13.07	Calculate billable hours.
14.0	Perform legal office activities. The student will be able to:
14.01	Define, understand, and spell legal terminology.
14.02	Identify terms and procedures related to the legal process.
14.03	Identify the court in which legal documents should be filed.
14.04	Identify sources of legal reference.
14.05	Demonstrate knowledge of the confidential fiduciary relationship between client and attorney.
14.06	Demonstrate knowledge of computer security in the confidential environment.
14.07	Identify and use printed and electronic sources of legal information.
14.08	Maintain records for assessing client charges.
14.09	Maintain an electronic appointments system.

14.10	Maintain a filing system for docket control.
14.11	Demonstrate knowledge of document formats and e-filing systems required by the court and other agencies.
14.12	Demonstrate knowledge of legal filing systems in a law office.
14.13	Create legal templates.
14.14	Key information using legal templates.
15.0	Demonstrate knowledge of U.S. and Florida court systems. The student will be able to:
15.01	Describe the courts of Florida and the jurisdiction of each.
15.02	Describe the courts of the Federal System and other agencies and the jurisdiction of each.
16.0	Perform legal office records management activities. The student will be able to:
16.01	Identify the components of a records management system.
16.02	Prioritize activities for the organization of a records management system.
16.03	Identify the principles of forms control.
16.04	Identify principles governing the planning of a records retention and disposition schedule.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Certificate Programs

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.). This AS degree program includes the following College Credit Certificates:

Legal Office Management (0522030100) – 27 credit hours

Office Management (0552020401) – 27 credit hours

Office Specialist (0552040704) – 18 credit hours

Office Support (0552020403) – 12 credit hours

Standards for the above certificate programs are contained in separate curriculum frameworks.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Accounting Technology
Career Cluster: Business Management and Administration

AS	
CIP Number	1552030201
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	43-3031 – Bookkeeping, Accounting and Auditing Clerks, 13-2082 Tax Preparers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as accounts receivable coordinators, accounts payable coordinators, bookkeepers, credit and collections coordinators, payroll coordinators, accountants, auditors, and other accounting paraprofessionals in advanced professional accounting occupations in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the principles, procedures, and theories of organizing, maintaining and auditing business and financial transactions and the preparation of accompanying financial records and reports for internal and external uses.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Prepare and use financial information about business organizations to support decision making.
- 02.0 Manage business information using appropriate software.
- 03.0 Demonstrate effective business communication skills.
- 04.0 Evaluate business and financial information to support internal decision making.
- 05.0 Participate in work-based learning experiences such as Phi Beta Lambda, VITA, Junior Achievement.
- 06.0 Consider the implications of professional values, ethics, and attitudes in business.
- 07.0 Prepare or develop strategic or organizational skills.
- 08.0 Prepare individual tax forms.
- 09.0 Prepare governmental tax forms, including income, payroll, and sales taxes.
- 10.0 Personal finance component.

Florida Department of Education
Student Performance Standards

Program Title: Accounting Technology
 CIP Number: 1552030201
 Program Length: 60 credit hours
 SOC Code(s): 43-3031

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

01.0	Prepare and use financial information about business organizations to support decision making. The student will be able to:
01.01	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of T accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet).
01.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
01.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
01.04	Describe internal control methods and fraud controls.
01.05	Apply judgment in the application of accounting principles in a global marketplace.
01.06	Analyze financial information to make informed business decisions.
01.07	Maintain knowledge of ever-evolving accounting regulations and standards.
02.0	Manage business information using appropriate software. The student will be able to:
02.01	Identify and use the appropriate accounting software in a business environment.
02.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
02.03	Utilize technology to access, research, analyze, and interpret business information.
02.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
03.0	Demonstrate effective business communication skills. The student will be able to:
03.01	Select and employ appropriate concepts and strategies to enhance oral and written communication in the workplace.

03.02	Use interpersonal communication skills to facilitate effective interactions to work collaboratively.
03.03	Exhibit public relations skills that aid in achieving customer satisfaction.
03.04	Develop skills for conflict resolution.
04.0	Evaluate business and financial information to support internal decision making. The student will be able to:
04.01	Identify and apply fundamentals of managerial accounting.
04.02	Analyze data to evaluate alternatives in making short-run and capital budget decisions.
04.03	Calculate and use cost volume profit (CVP) analysis and other related topics to make unstructured business decisions.
04.04	Use various cost accounting systems for products/services.
04.05	Prepare business plans, budgets, and forecasts to support the management process.
04.06	Evaluate the performance of an organization, its processes, and people.
05.0	Participate in work-based learning experiences such as Phi Beta Lambda, VITA, Junior Achievement. The student will be able to:
05.01	Participate in internships or service learning experiences in accounting.
05.02	Demonstrate employability skills e.g., resume and interview skills.
05.03	Develop a career plan.
06.0	Consider the implications of professional values, ethics, and attitudes in business. The student will be able to:
06.01	Identify the importance of making decisions that are based on ethical reasoning.
06.02	Identify and discuss personal and long term consequences of unethical choices in the workplace.
06.03	Use ethical reasoning and judgment and act in accordance with legal responsibilities.
06.04	Recognize potentially unethical behavior in others and the steps to resolve it.
07.0	Prepare or develop strategic or organizational skills. The student will be able to:
07.01	Define effective leadership and identify key leadership behaviors.
07.02	Compare different styles of leadership.
07.03	Examine ways effective leaders develop, coach, and motivate.

07.04	Define organization vision and mission.
07.05	Identify characteristics of effective goals.
07.06	Describe personal leadership style.
07.07	Explain how effective leaders identify problems and make decisions.
07.08	Compare different styles of managing conflict.
08.0	Prepare individual tax forms. The student will be able to:
08.01	Identify and analyze tax rules and regulations regarding individual federal income taxes.
08.02	Complete individual tax forms.
08.03	Utilize popular tax return preparation software.
09.0	Prepare governmental tax forms, including income, payroll, and sales taxes. The student will be able to:
09.01	Prepare business related tax forms (e.g. income and sales taxes), necessary for compliance with local, state and federal agencies.
09.02	Maintain current knowledge of tax issues.
09.03	Identify and analyze tax issues, consider alternative treatments and their consequences, and decide and defend your tax treatment solution.
09.04	Use payroll records to prepare payroll transactions to comply with all local, state, and federal laws and employer or employee obligations.
10.0	Personal finance component. The student will be able to:
10.01	Create and maintain a personal budget.
10.02	Insurance.
10.03	Retirement.
10.04	Credit and debt management.
10.05	Cash and banking.
10.06	Investments e.g., mortgages, buy vs lease, stocks.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda (Postsecondary) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Certificate Programs

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.). This AS degree program includes the following College Credit Certificates:

- Accounting Technology Management (0552030205) – 27 credit hours
- Accounting Technology Operations (0552030203) – 18 credit hours
- Accounting Technology Specialist (0552030204) – 12 credit hours

Standards for the above certificate programs are contained in separate curriculum frameworks.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Business Entrepreneurship
Career Cluster: Business Management and Administration

AS	
CIP Number	1552070308
Program Type	College Credit
Standard Length	60 credit hours
CTSO	Phi Beta Lambda, BPA
SOC Codes	11-2011 – Advertising and Promotions Managers 11-2021 – Marketing Managers 11-2022 – Sales Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

The purpose of this program is to teach students the fundamentals of starting and operating a business venture while presenting entrepreneurship as a viable career option. The program will also give students an opportunity to evaluate their potential as entrepreneurs. Coursework covers all aspects of starting and operating a new venture business with emphasis on the entrepreneurial skills needed for success.

This program offers a sequence of courses that provides a coherent and rigorous content aligned with challenging academic standards and the relevant technical knowledge and skills needed to prepare for further education and a career in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to entrepreneurial skills (processes, traits and behaviors associated with entrepreneurial success), ready skills (basic business knowledge and skills that are prerequisites or co-requisites for becoming a successful entrepreneur), and business functions (business activities performed by entrepreneurs in managing their business). Business Entrepreneurship Associate in Science should include the requirements specified in the statewide Articulation Manual.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Describe the entrepreneurial discovery processes.
- 02.0 Develop entrepreneurial concepts.
- 03.0 Develop entrepreneurial resources.
- 04.0 Develop entrepreneurial leadership skills.
- 05.0 Develop an entrepreneurial personal assessment.
- 06.0 Develop entrepreneurial personal management skills.
- 07.0 Describe effective business concepts.
- 08.0 Apply principles of communications.
- 09.0 Analyze methods to effectively manage conflict.
- 10.0 Develop excellent computer applications skills.
- 11.0 Analyze basic economic concepts.
- 12.0 Analyze cost-profit relationships.
- 13.0 Compare economic systems.
- 14.0 Analyze characteristics and functions of money.
- 15.0 Apply accounting principles and concepts to perform accounting activities.
- 16.0 Demonstrates money management skills.
- 17.0 Describe staffing functions.
- 18.0 Define morale and motivation skills.
- 19.0 Define human resources assessment.
- 20.0 Describe and conduct business records management.
- 21.0 Design information acquisition systems.
- 22.0 Plan and develop a marketing information management system.
- 23.0 Plan and develop promotional strategies.
- 24.0 Plan and develop pricing strategies.
- 25.0 Plan and develop selling strategies.
- 26.0 Plan and develop business systems.
- 27.0 Analyze business risk.
- 28.0 Analyze and identify legal considerations.
- 29.0 Identify and develop business plan.
- 30.0 Identify and plan controlling functions.

Florida Department of Education
Student Performance Standards

Program Title: Business Entrepreneurship
 CIP Number: 1552070308
 Program Length: 60 credit hours
 SOC Code(s): 11-2011, 11-2021, 11-2022

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

01.0	Describe the entrepreneurial discovery processes. The student will be able to:
01.01	Develop an understanding of an entrepreneurial mindset.
01.02	Develop an understanding of the business modeling process.
01.03	Explain the need for entrepreneurial discovery.
01.04	Discuss entrepreneurial discovery processes.
01.05	Assess global trends and opportunities.
01.06	Determine and access opportunities for new venture creation.
01.07	Assess opportunities for new venture creation.
01.08	Describe idea-generation methods.
01.09	Generate ideas for a new venture.
01.10	Determine feasibility of a new venture idea.
02.0	Develop entrepreneurial concepts. The student will be able to:
02.01	Differentiate between small business enterprising and entrepreneurship.
02.02	Describe entrepreneurial planning considerations.
02.03	Explain tools used by entrepreneurs for venture planning.
02.04	Assess the start-up requirements associated with a new venture.
02.05	Assess risks and challenges associated with a new venture.

02.06	Identify and assess external resources useful to entrepreneurs during concept development.
02.07	Assess the need to use external resources for concept development.
02.08	Describe strategies to protect intellectual property.
02.09	Use components of a business model to define a venture idea.
03.0	Develop entrepreneurial resources. The student will be able to:
03.01	Distinguish between debt and equity financing for venture creation.
03.02	Describe processes used to acquire adequate financial resources for venture creation/start-up.
03.03	Identify sources to finance venture creation/start-up.
03.04	Explain factors to consider in determining a venture's human-resource needs.
03.05	Describe considerations in selecting capital resources.
03.06	Describe and discuss the acquisition of capital resources needed for the venture.
03.07	Assess the costs/benefits associated with resources.
04.0	Develop entrepreneurial leadership skills. The student will be able to:
04.01	Recognize honesty, integrity, and responsible behavior.
04.02	Demonstrate responsible behavior.
04.03	Identify the importance of initiative.
04.04	Demonstrate ethical work habits.
04.05	Explain the role that passion and purpose play in goal attainment.
04.06	Recognize contributions of others and social responsibilities.
04.07	Develop team building skills and enlist others in working toward a shared vision.
04.08	Explain the role of diversity.
05.0	Develop an entrepreneurial personal assessment. The student will be able to:
05.01	Describe desirable entrepreneurial personality traits.

05.02	Determine personal biases and stereotypes.
05.03	Determine interests.
05.04	Evaluate personal capabilities.
05.05	Conduct self-assessment to determine entrepreneurial potential.
06.0	Develop entrepreneurial personal management skills. The student will be able to:
06.01	Demonstrate interest and enthusiasm.
06.02	Practice making effective decisions.
06.03	Develop an orientation to change. Understand the importance of adapting to change.
06.04	Demonstrate problem-solving skills.
06.05	Assess risks.
06.06	Assume personal responsibility for decisions.
06.07	Use time-management principles.
06.08	Identify situations when short-term ambiguity is acceptable.
06.09	Use feedback for personal growth.
06.10	Demonstrate creative management skills.
06.11	Set personal goals.
07.0	Describe effective business concepts. The student will be able to:
07.01	Explain the role of business in society.
07.02	Describe different types of businesses and activities.
07.03	Explain opportunities for creating added value.
07.04	Identify issues and trends in business.
07.05	Describe critical elements of continuous improvement and the impact on organizational culture.
07.06	Describe the role of management in achieving quality.

07.07	Explain the nature of managerial ethics.
07.08	Describe the importance of ethical business practices.
07.09	Explain marketing management and its importance in a global economy.
07.10	Describe marketing functions and related activities.
07.11	Explain the nature and scope of operations management.
07.12	Explain financial management concepts.
07.13	Describe human resource management concepts.
07.14	Explain risk management concepts.
07.15	Describe strategic management concepts.
08.0	Apply principles of communication. The student will be able to:
08.01	Demonstrate effective communications.
08.02	Apply effective listening skills.
08.03	Demonstrate proper grammar and vocabulary usage.
08.04	Describe the importance of excellent communication in providing customer service.
08.05	Demonstrate professional protocol when addressing others.
08.06	Make effective oral presentations.
08.07	Write proficient informational and persuasive messages.
08.08	Prepare simple and complex written reports.
08.09	Use communication technology systems (e.g., e-mail, faxes, voice mail, cell phones).
09.0	Analyze methods to effectively manage conflict. The student will be able to:
09.01	Demonstrate effective negotiation skills.
09.02	Discuss how to handle difficult customers, clients and complaints in an effective manner.
09.03	Explain the nature of organizational change and conflict.

09.04	Explain how to manage stress effectively.
10.0	Develop excellent computer applications skills. The student will be able to:
10.01	Demonstrate basic search skills on the internet.
10.02	Evaluate the credibility of internet resources.
10.03	Demonstrate file management skills.
10.04	Operate computer-related hardware peripherals.
10.05	Explain the nature of e-commerce.
10.06	Describe the impact of the internet on business.
10.07	Discuss the process of developing a basic website.
11.0	Analyze basic economic concepts. The student will be able to:
11.01	Distinguish between economic goods and services.
11.02	Explain production factors.
11.03	Explain the concept of scarcity.
11.04	Discuss opportunity costs.
11.05	Determine forms of economic utility created by business activities.
11.06	Explain supply and demand principles.
11.07	Describe the concept of price.
12.0	Analyze cost-profit relationships. The student will be able to:
12.01	Explain productivity factors.
12.02	Describe cost/benefit analysis.
12.03	Analyze the impact of specialization and the division of labor on productivity.
12.04	Explain the impact of organized labor on business.
12.05	Explain the law of diminishing returns.

12.06	Describe the factors of economies of scale.
13.0	Compare economic systems. The student will be able to:
13.01	Explain the types of economic systems.
13.02	Describe the relationship between government and business and their reciprocal impact.
13.03	Define private enterprise.
13.04	Assess factors affecting a business' profit.
13.05	Determine factors affecting business risk.
13.06	Explain the factors of competition.
13.07	Describe the types of market structures.
13.08	Determine the impact of small business entrepreneurship on market economies.
14.0	Analyze characteristics and functions of money. The student will be able to:
14.01	Explain the forms of financial exchange.
14.02	Describe the functions of money.
14.03	Describe the sources of income.
14.04	Recognize types of currency.
14.05	Read and interpret a pay stub.
14.06	Explain the time value of money.
14.07	Describe the costs associated with credit.
14.08	Explain legal responsibilities associated with the use of money.
15.0	Apply accounting principles and concepts to perform accounting activities. The student will be able to:
15.01	Identify and describe generally accepted accounting principles (GAAP).
15.02	Prepare projected income statement.
15.03	Estimate cash-flow needs.

15.04	Prepare projected balance sheet.
15.05	Calculate financial ratios.
15.06	Determine payroll taxes.
16.0	Demonstrate money management skills. The student will be able to:
16.01	Establish financial goals and objectives.
16.02	Develop a budget.
16.03	Discuss and manage cash flow, accounting procedures and financial reports
16.04	Explain the nature of capital investment.
16.05	Explain factors that contribute to a positive financial standing.
16.06	Discuss procedures for managing debt.
17.0	Describe staffing functions. The student will be able to:
17.01	Determine staffing needs.
17.02	Discuss recruiting new employees.
17.03	Discuss screening methods for job applications and résumés.
17.04	Discuss job applicant interviewing practices.
17.05	Discuss new employee selection processes.
17.06	Discuss new hire compensation negotiation methods.
18.0	Define morale and motivation skills. The student will be able to:
18.01	Describe various leadership skills.
18.02	Discuss the factors in building a successful team.
18.03	Identify the value of employee recognition and rewards.
18.04	Describe how to handle employee complaints and grievances.
18.05	Analyze how to ensure equitable opportunities for employees.

18.06	Describe factors that contribute to building organizational culture.
19.0	Define human resources assessment. The student will be able to:
19.01	Describe how to assess employee morale.
19.02	Identify methods to provide feedback on work efforts.
19.03	Identify practices in assessing employee performance.
19.04	Discuss opportunities for employee corrective action.
19.05	Identify practices in conducting exit interviews.
20.0	Describe and conduct business record management. The student will be able to:
20.01	Explain factors of effective records management.
20.02	Maintain records of financial transactions.
20.03	Record and report sales tax.
20.04	Develop a payroll record keeping system.
20.05	Plan and establish an employee records systems.
20.06	Plan and establish a customer records system.
21.0	Design information acquisition systems. The student will be able to:
21.01	Select sources of business development information.
21.02	Conduct an environmental marketing information analysis.
21.03	Analyze internal records to acquire marketing information.
21.04	Identify customer needs and frustrations.
22.0	Plan and develop a marketing information management system. The student will be able to:
22.01	Describe and identify the market concept and market identification.
22.02	Identify the role of situational analysis in the marketing-planning process.
22.03	Identify market segments.

22.04	Select and analyze target markets.
22.05	Describe marketing strategy and planning concepts.
22.06	Plan and develop a marketing budget.
22.07	Plan and develop a marketing plan.
22.08	Analyze marketing plan performance.
23.0	Plan and develop promotional strategies. The student will be able to:
23.01	Identify the elements of the promotional mix.
23.02	Calculate advertising media costs.
23.03	Develop an advertising media plan.
23.04	Prepare a promotional plan and budget.
23.05	Write a news release.
23.06	Discuss sales-promotion opportunities.
23.07	Evaluate the effectiveness of advertising.
24.0	Plan and develop pricing strategies. The student will be able to:
24.01	Calculate breakeven points.
24.02	Explain factors affecting pricing decisions.
24.03	Establish pricing objectives and select pricing strategies.
24.04	Set and adjust prices to maximize profitability.
25.0	Plan and develop selling strategies. The student will be able to:
25.01	Acquire and analyze product information.
25.02	Define product features and benefits.
25.03	Develop appropriate selling techniques.
25.04	Prepare sales presentation.

25.05	Understand the sales funnel process (get, keep, and grow customers).
25.06	Determine customer or client needs.
25.07	Identify customer's buying motives.
25.08	Differentiate between consumer and organizational buying behavior.
25.09	Plan and develop sales strategies to achieve sales quotas.
25.10	Analyze sales reports.
25.11	Describe staff training to support sales efforts.
25.12	Analyze technology to support sales function.
26.0	Plan and develop business systems. The student will be able to:
26.01	Plan equipment and systems needs.
26.02	Formulate operating procedures.
26.03	Develop and analyze business processes and procedures.
27.0	Analyze business risk. The student will be able to:
27.01	Understand morale hazard and adverse selection.
27.02	Describe types of business risk.
27.03	Identify ways small businesses protect themselves against loss.
27.04	Identify control and loss prevention methods.
27.05	Formulate a plan to establish and protect customer and employee confidentiality.
27.06	Determine business liabilities.
27.07	Explain ways to manage and transfer risk.
27.08	Identify opportunities to obtain insurance coverage.
27.09	Develop strategies to protect electronic information and communication.
27.10	Plan and develop security policies and procedures.

27.11	Identify methods to protect assets from creditors.
28.0	Analyze and identify legal considerations. The student will be able to:
28.01	Research and identify legal issues affecting small businesses, including contracts, negotiable instruments and privacy issues.
28.02	Describe how to protect intellectual property rights.
28.03	Identify various forms of business ownership.
28.04	Identify IRS business reporting requirements.
28.05	Identify and plan strategies to implement all federal and state workplace regulations.
29.0	Identify and develop business plan. The student will be able to:
29.01	Formulate a SWOT analysis and evaluate a project's strengths, weaknesses, opportunities, and threats.
29.02	Conduct a competitive analysis.
29.03	Evaluate business acquisition options.
29.04	Develop company goals and objectives.
29.05	Develop a business mission.
29.06	Forecast income and sales.
29.07	Conduct a break-even analysis.
29.08	Develop action and business models.
30.0	Identify and plan controlling functions. The student will be able to:
30.01	Describe how to use budgets to control operations.
30.02	Develop expense-control plans.
30.03	Interpret financial statements and analyze cash-flow patterns.
30.04	Analyze operating results in relation to budget and market factors and track performance of business model.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Instruction and learning activities are provided in a laboratory setting to integrate theory and practice. These activities include the integration and use of business planning, financial planning, small business accounting, and business strategic planning software applications. Students will be provided access to computers and appropriate software to enhance hands-on experiences. Students can also expect to be assigned additional hours of contact with small business incubators and cooperative education activities with local businesses.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as

instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Certificate Programs

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.). This AS degree program includes the following College Credit Certificates:

- Business Entrepreneurship (0552070308) – 12 credit hours
- Business Entrepreneurship Operations (0552070303) – 18 credit hours
- Entrepreneurship Operations (0552070309) – 25 credit hours

Standards for the above certificate programs are contained in separate curriculum frameworks.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Residential Property Management
Career Cluster: Business, Management & Administration

AS	
CIP Number	1552150100
Program Type	College Credit
Standard Length	60 Credit Hours
CTSO	SkillsUSA
SOC Codes (all applicable)	11-9141 – Property, Real Estate & Community Association Managers, 11-1021 – General & Operations Managers
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml

Purpose

The purpose of this program is to prepare students for employment as residential property managers, and to provide supplemental training for persons previously or currently employed in this occupation.

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the residential property management career cluster. It includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, occupation-specific skills, and knowledge of all relevant aspects of the residential property management career cluster.

The content includes but is not limited to, communication skills, leadership skills, human relations and employability skills, safe and efficient work practices, marketing and selling skills, local, state, and national housing laws, and working with contracts. **Additional Information** relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of 60 credit hours.

Program Length

The AS degree requires the inclusion of a minimum of 15 credits of general education coursework according to SACS, and it must be transferable according to Rule 6A-14.030 (2), F.A.C. The standard length of this program is 60 credit hours according to Rule 6A-14.030, F.A.C.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge of the residential property management function.
- 02.0 Identify and discuss legal and ethical issues related to residential property management.
- 03.0 Describe and evaluate best practices for residential property leasing and marketing.
- 04.0 Explain common practices and procedures for maintaining residential property.
- 05.0 Recommend appropriate risk management and safety protocol for residential property.
- 06.0 Identify residential property finance and accounting practices and calculate financial performance metrics.
- 07.0 Describe human resource functions and effective management practices related to residential property management.
- 08.0 Demonstrate effective business communication skills.
- 09.0 Demonstrate employability skills.

Florida Department of Education
Student Performance Standards

Program Title: Residential Property Management
CIP Number: 1552150100
Program Length: 60 Credit Hours
SOC Code(s): 11-9141, 11-1021

Refer to Rule 6A-14.030 (4) F.A.C., for the minimum amount of general education coursework required in the Associate of Science (AS) degree. At the completion of this program, the student will be able to:

01.0	Demonstrate knowledge of the residential property management function. The student will be able to:
01.01	Identify the characteristics of different housing and building types.
01.02	Identify the characteristics of different ownership structures including fee simple, condominiums, cooperatives, and timeshares.
01.03	Describe strategies and motivations for owning and/or investing in residential property and identify investing entities.
01.04	Identify career positions, responsibilities, and opportunities in residential property management.
01.05	Identify professional trade organizations that support the residential property management industry through education, designations, advocacy, and professional development opportunities – National Apartment Association (NAA), Institute of Real Estate Management (IREM), National Multifamily Housing Council (NMNC), and National Association of Residential Property Managers (NARPM).
01.06	Discuss the importance of effective property management and its impact on investment performance, resident satisfaction, and legal and ethical adherence.
01.07	Describe employment structures for property managers, including fee-management, owner-management, and agency.
01.08	Evaluate the people, product, promotion, place, and price (5 Ps) to identify strengths, weaknesses, and areas for adjustments.
01.09	Evaluate market, property, and financial conditions and prepare a “Management Plan”.
02.0	Identify and discuss legal and ethical issues related to residential property management. The student will be able to:
02.01	Describe the basic features of a contract, including offer and acceptance, capacity, consideration, legality, and enforceability.
02.02	Identify and summarize the legal clauses and language in a residential lease agreement.
02.03	Identify federal, state, and local protected classes under Fair Housing regulations.
02.04	Describe and evaluate adherence to Fair Housing regulations in the leasing and operating of residential property.

02.05	Compare and contrast the Americans with Disabilities Act (ADA) and the Fair Housing Act and their effect on residential property.
02.06	Identify and process requests for reasonable accommodations and modifications in accordance to Fair Housing and ADA regulations.
02.07	Define “assistance animal” and “service animal” and discuss the importance for residential property management operations.
02.08	Discuss federal regulations affecting the screening of application for housing, including the Fair Housing Act (FHA), Fair Credit Reporting Act (FCRA), Fair and Accurate Credit Transactions Act (FACTA), and other relevant regulations.
02.09	Identify and discuss state and local landlord/tenant regulations and the obligations of both parties.
02.10	Describe the legal procedure for eviction, including proper notices and communication.
02.11	Discuss the legal treatment of abandoned personal property.
02.12	Discuss the legal procedure for conducting move-out inspections, evaluating damages, and refunding security deposits.
02.13	Identify the real estate licensing body and discuss regulations governing real estate licenses and residential property management.
02.14	Discuss the responsibilities of agency, including care, obedience, loyalty, disclosure, accounting, and confidentiality.
02.15	Define “ethics” and discuss the importance of ethical reasoning and decision making in residential property management.
03.0	Describe and evaluate best practices for residential property leasing and marketing. The student will be able to:
03.01	Define marketing and advertising and their role in effective property management.
03.02	Define the “Leasing Professional” position and responsibilities in relation to effective residential property management.
03.03	Evaluate property and market conditions and prepare a “Market Survey”.
03.04	Discuss “Lease Rent Optimization (LRO)” software, concessions, and other pricing strategies.
03.05	Evaluate curb appeal and marketability of a property, including the grounds, signage, leasing office, tour route, and show units.
03.06	Identify best practices for advertising residential property and generating interest from prospective residents.
03.07	Demonstrate effective phone and email practices for communication with prospective residents.
03.08	Identify practices for tracking leads and evaluating marketing and advertising efforts.
03.09	Discuss “relationship selling,” “feature-benefit selling,” and other effective strategies for leasing residential property.
03.10	Explain lease applications and processing procedures in-line with a property’s rental criteria.
03.11	Evaluate a “Lease Expiration Matrix” and identify optimum lease term options.

03.12	Prepare leases, keys, and move-in documents.
03.13	Communicate lease terms and clauses for new resident signings.
03.14	Conduct move-in inspections with residents and establish standards for property expectations and resident satisfaction.
03.15	Identify strategies for evaluating resident satisfaction, creating positive experiences, and promoting retention.
03.16	Discuss the lease renewal process, including resident communication methods and schedules and guidelines for proper notices.
04.0	Explain common practices and procedures for maintaining residential property. The student will be able to:
04.01	Define physical asset maintenance and its role in effective property management.
04.02	Identify and be familiar with the basic tools used for residential property management.
04.03	Compare and contrast routine, corrective, and preventive maintenance.
04.04	Describe the “service request” process and best practices for efficient responses and resident satisfaction.
04.05	Identify routine maintenance practices and their role in marketing, branding, and resident retention.
04.06	Discuss a preventive maintenance program and its importance to resident safety, efficient maintenance, and the longevity of equipment and building materials.
04.07	Schedule and monitor the turnover of units between residents, efficiently utilizing maintenance labor and supplies to minimize vacancy loss and operating expenses.
04.08	Explain inventory of maintenance supplies and best practices for managing and tracking levels for optimum efficiency.
04.09	Conduct multiple inspections and use results to schedule, authorize, and approve maintenance and repair needs.
04.10	Assess property conditions for adherence to quality standards and company policies.
04.11	Define contractors and vendors and identify proper utilization for effective property management.
04.12	Discuss a “request for proposal (RFP),” the bid process, and methods for successful selection of contracted labor and services.
04.13	Identify sustainable (“Green”) building practices and their impact on maintenance, marketing, and financial performance.
04.14	Document maintenance procedures for financial, legal, and risk management concerns.
04.15	Review maintenance reports and identify trends, discrepancies, and opportunities for improvement.
04.16	Discuss the importance of proper maintenance procedures to reduce injury, liability, and other risk management concerns.

05.0	Recommend appropriate risk management and safety protocol for residential property. The student will be able to:
05.01	Define “risk management” and discuss techniques to manage risk through avoidance, control, transfer, and retention.
05.02	Define “liability” and “negligence” and identify the importance of effective property management in the deduction of injury, damage, or loss.
05.03	Identify operational and environmental risks associated with residential property.
05.04	Discuss the health and safety concerns associated with lead-based paint, asbestos, mold, radon, chlorofluorocarbons (CFLs), carbon monoxide, underground storage tanks (USTs), and other environmental and workplace hazards.
05.05	Describe best practices for detecting and mitigating environmental risks, including communication and disclosure requirements.
05.06	Explain workplace safety, including “personal protective equipment (PPE),” “safety data sheets (SDS),” and OSHA.
05.07	Identify employee risks including theft, sexual harassment, discrimination, and other illegal activities.
05.08	Identify natural disasters, criminal acts, and accidents that may be likely for a residential property and discuss emergency planning, preparation, and training practices.
05.09	Document risks or liability matters and prepare an incident report.
05.10	Define “insurance” and discuss the various insurances utilized for residential property management.
06.0	Identify residential property finance and accounting practices and calculate financial performance metrics. The student will be able to:
06.01	Discuss common sources of revenue for residential income-producing properties.
06.02	Describe the financial concepts and calculations for “loss or gain to lease” and “vacancy loss”.
06.03	Explain the effects of concessions, “down units,” and collection loss on revenue.
06.04	Distinguish operating expenses from debt or capital expenses.
06.05	Use property assumptions to prepare a Cash Flow Pro Forma and determine Net Operating Income and Before-Tax Cash Flow.
06.06	Use the income-capitalization approach to value an income-producing asset.
06.07	Calculate a property’s investment return, including Cap Rate and Cash-on-Cash Rate of Return.
06.08	Calculate a property’s operating expense ratio and compare figures with local and national benchmarks.
06.09	Define “Physical Occupancy” and “Economic Occupancy” and discuss their relevance in monitoring property performance.
06.10	Discuss varying methods and reasons for preparing an Operating Budget for a residential income-producing property.
06.11	Analyze a Budget Variance Report and identify and explain significant variances in a meaningful way.

06.12	Discuss best practices for monitoring and controlling delinquencies and minimizing collection loss.
06.13	Review resident ledgers and audit debits and credits effectively to find errors, answer questions, or explain balances.
06.14	Discuss the process for approving and paying property invoices.
06.15	Describe “Petty Cash Funds” and best practices for their use and accounting.
06.16	Use Microsoft Excel to calculate, organize, and effectively communicate financial results in a professional manner.
07.0	Describe human resource functions and effective management practices related to residential property management. The student will be able to:
07.01	Identify the role and function of human resources in residential property management.
07.02	Describe job descriptions and hiring considerations for common residential property management positions, including housekeeping, grounds, service technicians, service managers, leasing professionals, and assistant managers.
07.03	Discuss best practices for employee performance evaluations and identifying additional training opportunities.
07.04	Identify responsibilities and procedures for disciplinary actions of employees, including termination if needed.
07.05	Explain procedures for and track employee scheduling, overtime, and timecard submissions.
07.06	Discuss methods for new employee orientation and training.
07.07	Demonstrate knowledge of workers comp and preparing first report of injury.
07.08	Identify effective interview methods and discuss federal regulations covering the hiring process.
07.09	Demonstrate basic understanding of FMLA, sexual harassment, and basic labor laws.
07.10	Set boundaries for acceptable behaviors among residents, staff, and the community.
07.11	Discuss conflict resolution methods and best practices for diffusing conflicts.
07.12	Recognize different personality styles and how to interact effectively with them in the workplace.
07.13	Describe the importance of teamwork in the effective management of residential properties.
08.0	Demonstrate effective business communication skills. The student will be able to:
08.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace. Give, follow and interpret oral and written communications.
08.02	Use interpersonal communication skills to facilitate effective interactions to work collaboratively.
08.03	Exhibit public relations skills that aid in achieving customer satisfaction.

08.04	Demonstrate effective teamwork skills. Participate in a group discussion as a member and leader.
08.05	Develop the ability to withstand conflict and resolve it when dealing with difficult people.
08.06	Discuss the need to use appropriate tone and professional demeanor in business communications, including e-mails, correspondence, conference calls, and conversation. Demonstrate effective listening skills.
08.07	Draft various written documents with an emphasis on spelling, organization, grammar, content, style, format, layout, and meaning.
08.08	Prepare, outline and deliver an effective oral presentation. Prepare and use visual material, including slide presentation software.
08.09	Research and interpret information retrieved from print and electronic resources.
08.10	Research and compose a document containing statistical information.
08.11	Demonstrate ability to communicate effectively with diverse populations.
08.12	Use successful career building skills such as collaborative teamwork, ethical conduct, business etiquette, and resolution of conflict in the work environment.
09.0	Demonstrate employability skills. The student will be able to:
09.01	Identify sources of employment opportunities.
09.02	Describe the job search process.
09.03	Complete a resume and a cover letter.
09.04	Complete an electronic job application form correctly.
09.05	Prepare a resume for electronic distribution.
09.06	Demonstrate effective job interview techniques and identify different types of interviews.
09.07	Prepare a thank you note for an interview.
09.08	Identify and demonstrate appropriate responses to feedback from supervisors.
09.09	Identify and demonstrate acceptable work habits.
09.10	Describe the importance of an employee's ability to be flexible in the workplace.
09.11	Demonstrate effective time management skills.
09.12	Identify methods for securing an employment reference.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

SkillsUSA is the intercultural career and technical student organization for providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

General Education Course Requirements for AS and AAS Degrees

State Board of Education Rule 6A-14.030 (4) F.A.C. identifies 15 credit hours as the minimum amount of general education coursework required in the Associate of Science degree and the Associate of Applied Science degree. In addition, Rule 6A-14.0303 FAC implements section 1007.25 Florida Statutes and requires students entering a technical education degree program in the 2022-2023 academic year, and thereafter, to complete at least one identified core course in each subject area as part of the general education course requirements (15 credit hours total) before a degree is awarded) The core subject areas include:

- Communication.
- Humanities.
- Mathematics.
- Natural Sciences.
- Social Sciences.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Certificate Programs

A College Credit Certificate consists of a program of instruction of less than sixty (60) credits of college-level courses, which is part of an AS or AAS degree program and prepares students for entry into employment (Rule 6A-14.030, F.A.C.). This AS degree program includes the following College Credit Certificates:

Residential Property Management Specialist (0552150101) – 21 credit hours

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>

Florida Department of Education
Curriculum Framework

Program Title: Business Management and Analysis
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B060200	
CIP Number	0552020101	
Grade Level	30, 31	
Standard Length	900 hours	
Teacher Certification	Refer to the <u>Program Structure</u> section.	
CTSO	FBLA BPA	
SOC Codes	11-1021 – General and Operations Managers 15-1151 – Computer User Support Specialists	
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml	
Basic Skills Level	Computation (Mathematics): 9	Communications (Reading Language Arts): 9

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to thejioi academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to communication skills, forms of business ownership and organizational structures, supervisory/management functions and skills, accounting concepts and practices, business law concepts, leadership skills, business ethics, governmental regulations, human resources and management issues, financial and data analysis, database development and queries, and career development.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of three occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
A	OTA0040	Information Technology Assistant	OTA0040 Teacher Certifications	150 hours	15-1151
B	MNA0080	Supervisor/Manager Trainee	ACCTING @7 7 G BOOKKEEPIN @4 @7 7 G	300 hours	11-1021
C	MNA0082	Supervisor	BUS ED 1 @2 MANAG SUPV 7 G TC COOP ED @ 7 VOE @7	450 hours	11-1021

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Information Technology Assistant (OTA0040) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate language arts knowledge and skills.
- 17.0 Demonstrate and apply oral and written communication skills in creating, expressing and interpreting information and ideas on a personal and professional manner.
- 18.0 Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance.
- 19.0 Use information technology tools.
- 20.0 Analyze current and emerging workplace trends and issues and determine potential impact on career and job objectives and workplace performance.
- 21.0 Demonstrate an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 22.0 Practice quality performance in the learning environment and the workplace.
- 23.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 24.0 Solve problems using critical thinking skills, creativity and innovation.
- 25.0 Demonstrate mathematics knowledge and financial planning strategies and skills.
- 26.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 27.0 Justify the need to gain and maintain competitive advantage.

- 28.0 Perform human resources management activities.
- 29.0 Analyze the impact and relationship of government regulations and community involvement on business management decisions.
- 30.0 Perform supervisory/management functions.
- 31.0 Demonstrate language arts knowledge and skills.
- 32.0 Assess audience and apply appropriate communication skills (including reading, writing, speaking, listening, and viewing) in a personable and professional level.
- 33.0 Describe management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 34.0 Practice quality performance in the learning environment and the workplace.
- 35.0 Exhibit customer service skills.
- 36.0 Demonstrate mathematics knowledge and skills.
- 37.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations.
- 38.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 39.0 Demonstrate skills for accounting work-based learning experiences.
- 40.0 Apply accounting principles and concepts to the performance of accounting activities.
- 41.0 Apply accounting principles and concepts using appropriate technology.
- 42.0 Describe how formulating policies and guiding the change process supports the organizations' mission and strategic goals.
- 43.0 Research and explain how evaluating organizational effectiveness contributes to the overall strength of the business.
- 44.0 Describe how sourcing and recruitment planning are important to the organization's ability to achieve goals and objectives.
- 45.0 Explore and discuss how hiring and retention planning are critical to organizational success.
- 46.0 Research and develop tools and programs that support employee training and professional development.
- 47.0 Investigate and prepare employee development tools and performance appraisals to meet organizational needs.
- 48.0 Research and evaluate compensation and benefit programs and their impact on organizational goals, objectives and values.
- 49.0 Explore the manner and importance of maintaining relationships and working conditions to balance employer and employee needs and rights in support of organizational goals and objectives.
- 50.0 Evaluate how to provide a safe, secure work environment that protects the organization from liability.
- 51.0 Describe management functions and organizational structures at the workplace.
- 52.0 Demonstrate skills for accounting work-based learning experiences.
- 53.0 Apply accounting principles and concepts to the performance of accounting activities.
- 54.0 Apply accounting principles and concepts using appropriate technology.
- 55.0 Manage business information using appropriate software.
- 56.0 Investigate the roles and working relationships of a Business Analyst and Project Manager. Explore key deliverables of the business analysis process.
- 57.0 Evaluate business and financial information to support internal decision making.
- 58.0 Demonstrate fundamental techniques and methods used in the analysis of computerized business activities, including consideration of information requirements, resources, and its impact on business decisions.
- 59.0 Describe the implications of professional values, ethics, and attitudes in business.
- 60.0 Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing.
- 61.0 Participate in work-based learning experiences.
- 62.0 Demonstrate an understanding of business law concepts.
- 63.0 Demonstrate an understanding of different types of insurance.

- 64.0 Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 65.0 Practice quality performance in the learning environment and the workplace.
- 66.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.

Florida Department of Education
Student Performance Standards

Program Title: Information Technology Assistant
Career Certificate Program Number: OTA0040

Course Number: OTA0040
Occupational Completion Point: A
Information Technology Assistant – 150 Hours – SOC Code 15-1151

Information Technology Assistant (OTA0040) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Information Technology Assistant \(OTA0040\)](#) - (RTF)

Course Number: MNA0080
Occupational Completion Point: B
Supervisor/Manager Trainee – 300 Hours – SOC Code 11-1021

16.0	Demonstrate language arts knowledge and skills. The student will be able to:
16.01	Locate, comprehend and evaluate key elements of oral and written information.
16.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
16.03	Present information formally and informally for specific purposes and audiences.
17.0	Demonstrate and apply oral and written communication skills in creating, expressing and interpreting information and ideas on a personal and professional manner. The student will be able to:
17.01	Deliver impromptu and planned speeches.
17.02	Communicate in a multicultural setting (e.g., with people from varying international, cultural, ethnic, and racial backgrounds).
17.03	Perform communication activities (e.g., receive calls, place calls, text, IM, gather and record information).
17.04	Project a positive impression in person and acknowledging the importance of making eye contact.
17.05	Function as a team member and participate in group discussions to identify and resolve problems.
17.06	Identify how team's effectiveness impacts company's profitability.
17.07	Organize and lead discussions.
17.08	Participate as a team leader and team member at meetings.
17.09	Answer questions in formal and information situations.
17.10	Use corporate business vocabulary appropriate for entry-level jobs and discuss appropriate use of slang communication and demonstrate understanding that slang is never appropriate in the business environment.
17.11	Locate, organize and interpret information obtained from various sources (e.g., business correspondence, professional articles, supporting graphic materials, manuals, computer printouts, electronic sources).
17.12	Describe methods used by management to communicate with employees (e.g., formal and informal).
17.13	Differentiate among various electronic and non-electronic telecommunication methods used to communicate with employees.
17.14	Demonstrate and apply active listening techniques to obtain and clarify information.
17.15	Identify and overcome major barriers to listening.
17.16	Identify relevant information in oral communications.

17.17	Determine when more information is needed and ask appropriate questions.
17.18	Distinguish fact from opinion (e.g., media, Internet).
17.19	Obtain key facts through courteous attention to multiple speakers within a group.
17.20	Interpret verbal and nonverbal cues/behaviors that enhance communication.
17.21	Give examples of how nonverbal messages have different meanings in various cultures.
17.22	Demonstrate an understanding of the importance of establishing and maintaining a work-related network through social contacts and discuss how to use business-oriented social networking.
17.23	Use appropriate etiquette and manners when communicating with people of varying cultures.
17.24	Develop and interpret tables and charts to support written and oral communications.
17.25	Exhibit public relations skills that aid in achieving customer service satisfaction.
17.26	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.0	Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. The student will be able to:
18.01	Gather and compile data using a wide variety of references and research resources Communicate using electronic messaging technologies and applications.
18.02	Apply the rules of electronic messaging etiquette.
18.03	Revise and edit business documents and e-mails to ensure they are clear, correct, concise, complete, consistent, and courteous.
18.04	Compose and create business communications appropriate for specific audiences.
18.05	Present findings of projects in a formal presentation using appropriate graphics, media, and support materials.
18.06	Analyze and synthesize information obtained from print and electronic resources for group discussions and team building activities.
19.0	Use information technology tools. The student will be able to:
19.01	Use personal information management (PIM) applications to increase workplace efficiency.
19.02	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail and internet applications.
19.03	Employ computer operations applications to access, create, manage, integrate, and store information.
19.04	Employ collaborative/groupware applications to facilitate group work.
19.05	Employ real time work with the cloud technologies.

20.0	Analyze current and emerging workplace trends and issues and determine potential impact on career and job objectives and workplace performance. The student will be able to:
20.01	Identify changing trends in the workplace.
21.0	Demonstrate an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
21.01	Define management.
21.02	Identify the different levels of management.
21.03	Compare and contrast the various forms of business ownership (e.g., sole proprietorships, partnerships, corporations) and other organizational structures (e.g., nonprofit organizations, governmental agencies).
21.04	Identify variations of basic forms of business ownership (e.g., franchises, employer stock ownership programs).
21.05	List the advantages and disadvantages of each form of business ownership.
21.06	Describe the advantages and disadvantages of the team concept to an organization.
21.07	Analyze organizational charts and discuss how various supervisory/management positions fit into the organizational structure.
21.08	Describe the role of technology in the overall management process.
21.09	Define the entrepreneurial way of thinking (e.g., opportunity, recognition, risk and reward) and discuss its importance to the American economy.
21.10	Apply the entrepreneurial way of thinking in one's own life.
21.11	Compare and contrast the legal procedures and processes for forming various forms of business ownership (e.g., sole proprietorship, partnership, limited partnership, joint ventures, limited partnership associations, registered partnerships having limited liability, limited liability company, corporation, franchise).
21.12	Distinguish a limited partnership from a general partnership.
21.13	Discuss partnership rights (e.g., tenancy in partnership, sharing of profits, right to manage, right to reimbursement, right to inspect the books, right to an account).
21.14	Describe the powers and duties of partners (limited partners, general partners in a limited partnership, silent, dormant, secret).
21.15	Describe how partnerships may be dissolved (e.g., acts of the partners, operation of the law, order of the court).
21.16	Explain the winding up of partnership affairs and the distribution of assets after the dissolution of a partnership.
21.17	Define a limited liability corporation.
21.18	Describe the nature of management responsibilities in a limited liability corporation.
21.19	Describe the effects of failing to maintain the proper structure of a limited liability corporation.

21.20	Define a corporation and explain why a corporation is a legal entity.
21.21	Identify characteristics of a franchise and describe where franchises fit in the economic and legal framework.
21.22	Describe the pros and cons of owning a franchise.
22.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
22.01	Discuss the importance of time management, both professional and personally, including the consequences of poor time management skills.
22.02	Perform a personal time management analysis.
23.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
23.01	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
23.02	Apply decision-making processes to business applications.
23.03	Describe the characteristics (e.g., leadership qualities, leadership styles, personality traits) of effective business supervisors, managers, or entrepreneurs.
23.04	Develop a personal and business code of ethical behavior.
23.05	Explain the importance of trust for the successful conduct of business.
23.06	Identify examples of unethical behaviors that result in higher prices for consumers (e.g., insurance fraud).
23.07	Identify ethical issues resulting from technological advances (e.g., computer snooping, hacking).
23.08	Identify ethical issues involving employer/employee relationships (e.g., poor working conditions, hours wasted on the job, employee theft).
23.09	Identify ethical issues affecting consumers (e.g., false advertising, shoplifting).
23.10	Apply principles of group dynamics in structured activities.
23.11	Exhibit positive attitude and professional behavior.
23.12	Participate in school, community, and/or volunteer activities.
24.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
24.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
24.02	Employ critical thinking and interpersonal skills to resolve conflicts.
24.03	Identify and document workplace performance goals and monitor progress toward those goals.

24.04	Conduct technical research to gather information necessary for decision-making.
25.0	Demonstrate mathematics knowledge and financial planning strategies and skills. The student will be able to:
25.01	Demonstrate knowledge of arithmetic operations.
25.02	Analyze and apply data and measurements to solve problems and interpret documents.
25.03	Construct charts/tables/graphs using functions and data.
25.04	Describe the importance of financial statements.
26.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
26.01	Identify career paths in supervisory, management, and small business environments.
26.02	Participate in work-based learning experiences in a supervisory, management, or small business environment.
26.03	Demonstrate the use of technology in a supervisory, management, or small business environment.
26.04	Compare and contrast software applications used in a supervisory, management, or small business environment.
26.05	Develop an understanding of the integral value of a customer and practice the skills required to provide excellent customer service.
27.0	Justify the need to gain and maintain competitive advantage. The student will be able to:
27.01	Identify ways in which businesses compete with each other (e.g., quality, service, status, price).
27.02	Define market share.
27.03	Identify various forms of competition (e.g., pure competition, oligopoly, monopolistic competition, monopoly).
28.0	Perform human resources management activities. The student will be able to:
28.01	Identify the benefits of professional staff development (e.g., workshops, conferences, course work, membership in professional associations).
28.02	Explain, create and perform employee evaluations, describe the procedures used in the evaluation process, and identify the consequences of positive or negative performance appraisals.
28.03	Describe and research current legislation affecting the workplace and discuss the impact on businesses (e.g., affirmative action, right to privacy, drug testing, sexual harassment, safety).
28.04	Identify the kinds of benefits offered to employees (e.g., insurance plans; retirement plans; payroll deductions for savings bonds, cafeteria plans, 401K plans) and describe the proposal process of acquiring and negotiating benefits.
28.05	Describe methods used to compensate employees (e.g., minimum wage, wages, salary, commission). Describe the methods to negotiate employee compensation and the role of benchmark surveys.

28.06	Define “downsizing” and explain why it occurs and the impact of reducing workforce size.
29.0	Analyze the impact and relationship of government regulations and community involvement on business management decisions. The student will be able to:
29.01	Explain how tax policies, licensure requirements, and governmental regulations affect a business.
29.02	Identify ways companies can help their communities (e.g., jobs, taxes, contributions to community projects).
30.0	Perform supervisory/management functions. The student will be able to:
30.01	Describe the functions of management (e.g., planning, organizing, staffing, directing, controlling) and discuss how the functions are interrelated.
30.02	Identify factors of strategic planning and define the role of strategic planning in a business environment.
30.03	Define the purpose of a business plan and describe the major components included in a business plan.
30.04	Define the marketing concept and explain its impact on consumers.
30.05	Identify and describe examples of diverse marketing activities.
30.06	Define long-term and short-term planning.
30.07	Perform long-term and short-term planning activities for a specific event.
30.08	Develop a basic business plan.
30.0	Demonstrate language arts knowledge and skills. The student will be able to:
30.01	Locate, comprehend and evaluate key elements of oral and written information.
30.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
30.03	Present information formally and informally for specific purposes and audiences.
31.0	Assess audience and apply appropriate communication skills (including reading, writing, speaking, listening, and viewing) in a personable and professional level. The student will be able to:
31.01	Organize ideas and communicate oral and written messages. Students should be able to produce, read and interpret a business letter, internal memo, and e-mail communication.
31.02	Collaborate with individuals and teams to complete tasks and problem solve.
32.0	Describe management functions and organizational structures as they relate to today’s workplace and employer/employee roles. The student will be able to:
32.01	Describe how accounting departments work within and across organizations.

32.02	Describe the roles and responsibilities of employees within the organization of a small, medium, or large accounting department (including the CFO, controller, accounting manager, accounts payable and receivable coordinator, payroll administrator, bookkeeper and credit and collection manager).
33.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
33.01	Apply appropriate organizational skills to manage time and resources.
33.02	Perform tasks accurately, completely, and with attention to detail on a consistent basis.
33.03	Think critically and make informed decisions.
33.04	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
33.05	Follow accepted rules, regulations, policies and workplace safety.
34.0	Exhibit customer service skills. The student will be able to:
34.01	Listen and identify customer's needs and concerns.
34.02	Formulate an action plan to resolve customer needs and concerns and respond to customer in a timely manner.
34.03	Model appropriate ways to problem solve with customers in various situations.
34.04	Model proper business etiquette (including introductions, phone etiquette, dining, networking, marketing, community service).
34.05	Develop a personal and work ethic (including punctuality, use of company's technology, and loyalty to company, distinction between personal and business tasks).
34.06	Develop and articulate a personal and business code of ethical behavior.
35.0	Demonstrate mathematics knowledge and skills. The student will be able to:
35.01	Demonstrate knowledge of arithmetic operations.
35.02	Analyze and apply data and measurements to solve problems and interpret documents.
35.03	Construct charts/tables/graphs using functions and data.
36.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations. The student will be able to:
36.01	Develop an awareness of effective credit management.
36.02	Prepare and analyze a personal budget.
36.03	Apply appropriate mathematical processes to accounting applications.

37.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
37.01	Analyze job and career requirements and relate career interests to opportunities in accounting occupations in the global economy.
38.0	Demonstrate skills for accounting work-based learning experiences. The student will be able to:
38.01	Apply accounting principles in an accounting environment.
38.02	Explore the use of technology in an accounting environment.
38.03	Complete a work-based simulation.
39.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
39.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner's equity, and balance sheet).
39.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, proof of cash, petty cash, and journal entries related to all banking activities).
39.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
39.04	Use payroll records to prepare and analyze transactions including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).
39.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
40.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
40.01	Identify and use the appropriate technology in an accounting environment.
40.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).
40.03	Research types of accounting systems.

Course Number: MNA0082
Occupational Completion Point: C
Supervisor – 450 Hours – SOC Code 11-1021

41.0	Describe how formulating policies and guiding the change process supports the organizations' mission and strategic goals. The student will be able to:
41.01	Identify information relating to an organization's internal operations and strategic development. Include discussion of finance, marketing and IT areas.
41.02	Identify information from outside the organization; include reference to the general business environment, industry practices, technology advancements, economy, and labor force, legal and regulatory environment.
41.03	Identify types of strategic relationships with key positions within an organization to impact organizational decision making.
41.04	Identify important alliances with key people outside an organization to support strategic growth (e.g., community partnerships).
41.05	Develop strategies to manage change within the organization that balances the needs of the organization, employees and other stakeholders.
41.06	Identify ways to develop and communicate organization's core values and mission.
41.07	Demonstrate ways to support organization's core values and mission through modeling, communication and coaching.
42.0	Research and explain how evaluating organizational effectiveness contributes to the overall strength of the business. The student will be able to:
42.01	Explain how data describing human capital projections and related costs support the organization's general budget.
42.02	Identify types of legislative and regulatory changes that impact organizations. Discuss steps organizations might take to support, modify or oppose these types of changes.
42.03	Discuss enterprise risk management and identify policies that protect an organization from potential risk.
42.04	Identify organization's mission, vision, values, business goals, objectives, plans, and processes.
42.05	Identify and analyze legislative and regulatory processes.
42.06	Identify and analyze how design factors, implementation and evaluation impact strategic planning processes.
42.07	Identify and analyze how planning, organizing, directing and controlling impact management functions.
42.08	Describe examples of significant corporate governance procedures and compliance.
42.09	Identify cost benefit analysis factors utilized during the life cycle of a business, including growth scenarios, anticipated scenarios, economic stress, worst case scenarios and impact on net worth and earnings.
42.10	Describe business concepts, including competitive advantage, organizational branding, business case development, and corporate responsibility.
43.0	Describe how sourcing and recruitment planning are important to the organization's ability to achieve goals and objectives. The student will be able to:

43.01	Describe the importance and manner in which workforce planning and employment activities need to comply with applicable federal laws and regulations, including Title VII, ADA, EEOC, and Uniform Guidelines on Employee Selection Procedures, Immigration Reform and Control Act.
43.02	Identify workforce requirements needed to achieve an organization's strategic goals and objectives (include corporate recruiting, workforce expansion and reduction). Discuss costs/hire, selection ratios and adverse impact. Evaluate impact of compensation and benefits on recruitment and retention.
43.03	Describe procedures to conduct job analysis to create and develop job descriptions and competencies.
43.04	Identify, review, document and update examples of essential job functions for positions.
43.05	Describe criteria for hiring, retraining, retaining and promoting based on job descriptions.
43.06	Investigate labor market resources that influence an organization's ability to satisfy workforce requirements.
43.07	Describe how to assess internal and external workforce skills to determine availability of qualified candidates. Discuss skills testing, inventory, and workforce demographics. Develop performance appraisal processes.
43.08	Identify and describe internal and external recruitment resources including employee referrals, diversity groups, and social media.
43.09	Identify and describe measurement tools for workforce planning.
43.10	Describe methods, steps and plan to brand and market an organization to potential applicants.
44.0	Explore and discuss how hiring and retention planning are critical to organizational success. The student will be able to:
44.01	Develop a strategy to select appropriate candidates for a position, including: applicant tracking, interviewing, reference and background checking. Investigate interviewing techniques.
44.02	Practice developing, extending and negotiating job offers.
44.03	Describe post offer employment responsibilities, including: employment agreements, 109 procedures, coordinating relocation and immigration.
44.04	Develop orientation procedures for new and rehires.
44.05	Develop and implement organizational exit for voluntary and involuntary terminations.
44.06	Develop and implement an Affirmative Action Plan.
44.07	Develop a record retention procedure for managing documents and employee files.
44.08	Describe a coaching process for managers to effectively manage organizational talent.
45.0	Research and develop tools and programs that support employee training and professional development. The student will be able to:
45.01	Identify steps to ensure human resource development activities meet federal laws and regulations.

45.02	Describe an effective needs assessment that establishes priorities for HR development.
45.03	Identify employee training programs (including leadership skills, harassment prevention, and IT skills) to improve individual and organizational effectiveness.
45.04	Plan and evaluate performance appraisal processes.
45.05	Describe coaching to managers and executives regarding management of organizational talent.
46.0	Investigate and prepare employee development tools and performance appraisals to meet organizational needs. The student will be able to:
46.01	Describe career and leadership development theories and their applications, including succession planning and dual career ladders.
46.02	Identify and describe organization development theories and their application.
46.03	Describe training development techniques to create general and specialized training programs.
46.04	Identify facilitation techniques, instructional methods, and program delivery mechanisms.
46.05	Describe performance management methods, including goal setting, relationships to compensation, job placements, and promotions.
46.06	Analyze techniques to assess training program effectiveness, including the use of applicable metrics, including participant surveys, pre and post testing.
47.0	Research and evaluate compensation and benefit programs and their impact on organizational goals, objectives and values. The student will be able to:
47.01	Identify federal laws and regulations that govern organization's compensation and benefits programs. Include: FLSA, ERISA, FMLA, and USERRA.
47.02	Evaluate compensation policies, including pay structures, performance-based pay, internal and external equity. Investigate related budgeting and accounting practices and related fiduciary responsibilities.
47.03	Investigate how payroll information is managed, including new hires, adjustments and terminations.
47.04	Investigate how outsourced compensation and benefits components are managed, including payroll vendors, COBRA administration.
47.05	Describe how compensation and benefits programs are developed, managed, updated and evaluated; including health and welfare, wellness, retirement, and stock purchase.
47.06	Investigate how workforce is trained in compensation and benefits program, policies and processes. Include self-service technologies.
47.07	Discuss job evaluation methods, include job pricing and pay structures and non-cash compensation methods (e.g., equity programs, and non-cash rewards).
48.0	Explore the manner and importance of maintaining relationships and working conditions to balance employer and employee needs and rights in support of organizational goals and objectives. The student will be able to:
48.01	Discuss federal laws affecting employment in union and non-union environments; including laws regarding antidiscrimination policies, sexual harassment, labor relations and privacy. Include discussion of WARN, Act, Title VII, and NLRA.
48.02	Discuss how to investigate organizational climate by surveying employees. Include focus groups, employee surveys and staff meetings.

48.03	Analyze employee relations programs that promote a positive organizational culture through employee recognition, special events, and diversity programs. Evaluate their effectiveness through metrics using exit interviews, employee surveys and turnover rates. Review employee involvement strategies, including employee management activities.
48.04	Discuss workplace policies and procedures, including employee handbook, reference guides and operating procedures. Include review of individual employment rights and practices, employment at will, negligent hiring, defamation. Include a discussion of unfair labor practices.
48.05	Investigate effective discipline policies based on organizational code of conduct and ethics. Consider disparate impact. Include review of workplace behavior issues, such as absenteeism and performance improvement.
48.06	Create termination process that addresses reductions in force, policy violations and poor performance. Consider disparate impact.
48.07	Evaluate grievance and dispute resolution, performance improvement policies. Discuss legal disciplinary procedures and techniques for investigating unbiased investigations.
48.08	Discuss how to resolve employee complaints filed with federal agencies regarding employment practices, working conditions and how to work with legal counsel and mediation and arbitration specialists.
48.09	Discuss how to participate in collective bargaining activities, including contract negotiations, costing and administration.
49.0	Evaluate how to provide a safe, secure work environment that protects the organization from liability. The student will be able to:
49.01	Discuss federal laws that ensure workplace health, safety, security and privacy. Include: OSHA, Drug-free workplace Act, ADA, HIDAA, Sarbanes-Oxley Act.
49.02	Investigate how to conduct a needs analysis to identify an organization's safety requirements. Discuss occupational injury and illness prevention and compensation and general health and safety practices.
49.03	Identify a return-to-work process after injury or illness to ensure a safe workplace. Include modified duty assignment, reasonable accommodations and medical exam.
49.04	Discuss how to develop workplace policies that protect employees and minimize organization's loss and liability. Include employer response, workplace violence and substance abuse and how to train workforce on security plans. Include organizational incident and emergency response plans, internal investigation and monitoring.
49.05	Make a business continuity and disaster plan that includes workforce training.
49.06	Develop policies and procedures for appropriate use of electronic media, including email, social media, web access, and use of hardware.
49.07	Develop internal and external privacy policies that discuss identity theft, data protection and workplace monitoring.
49.08	Develop procedures on workplace safety, health and security enforcement agencies. Include return to work procedures, workplace safety and security risks.
49.09	Identify employer and employee rights regarding substance abuse.
49.10	Plan for business continuity and disaster recovery plan (data storage and back up, alternative work conditions).
49.11	Discuss data integrity techniques and technology, including social media, monitoring software.
49.12	Discuss financial management practices, including procurement policies, credit and policies and expense management.

50.0	Describe management functions and organizational structures at the workplace. The student will be able to:
50.01	Investigate how accounting and other departments work within and across organizations.
50.02	Describe how departments gather, store, use and share data.
51.0	Demonstrate skills for accounting work-based learning experiences. The student will be able to:
51.01	Apply accounting principles in an accounting environment.
51.02	Explore the use of technology in an accounting environment.
51.03	Complete a work-based simulation.
52.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
52.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner's equity, and balance sheet).
52.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, and proof of cash, petty cash, and journal entries related to all banking activities).
52.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
52.04	Use payroll records to prepare and analyze transactions (including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).
52.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
52.06	Demonstrate knowledge of the accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, preparation of trial balance, adjusting entries, closing entries, and financial statement preparation (i.e., income statement, statement of retained earnings, cash flow statement, and balance sheet).
52.07	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, petty cash, and journal entries related to all relating banking activities).
52.08	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
53.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
53.01	Identify and use the appropriate technology in an accounting environment.
53.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).
53.03	Research types of accounting systems.

54.0	Manage business information using appropriate software. The student will be able to:
54.01	Identify and use the appropriate software in a business environment.
54.02	Demonstrate proficiency in the use of word processing, spreadsheet, and other office software commonly used in business.
54.03	Utilize technology to access, research, analyze, and interpret business information.
54.04	Demonstrate proficiency in the use of accounting software to maintain accounting records and produce reports.
55.0	Investigate the roles and working relationships of a Business Analyst and Project Manager. Explore key deliverables of the business analysis process. The student will be able to:
55.01	Prepare a discovery, or elicitation plan to address a data project life cycle.
55.02	Analyze requirements using data and modeling techniques.
55.03	Identify project variables and planning time frames.
55.04	Write specific, step-by- step requirement statements.
55.05	Develop a test plan that includes verification and validation techniques and case diagrams.
55.06	Identify project costs and benefits. Discuss ROI and breakeven analysis.
55.07	Develop a risk assessment for the project.
56.0	Evaluate business and financial information to support internal decision making. The student will be able to:
56.01	Identify and apply fundamentals of managerial accounting.
56.02	Analyze data to evaluate alternatives in making short-run and capital budget decisions.
56.03	Calculate and use break-even analysis and other related topics to make unstructured business decisions.
56.04	Evaluate customer and product/service profitability.
56.05	Prepare business plans, budgets, and forecasts to support the management process.
56.06	Evaluate the performance of an organization, its processes, and people.
57.0	Demonstrate fundamental techniques and methods used in the analysis of computerized business activities, including consideration of information requirements, resources, and its impact on business decisions. The student will be able to:
57.01	Describe data warehousing concepts and business applications.
57.02	Model business analysis using online analytical processing (OLAP), where data is interactively analyzed using multidimensional data from multiple perspectives.

57.03	Develop business reports using visualization and predictive analytics.
57.04	Describe data mining, text and web mining concepts and their business applications.
57.05	Describe data mining techniques, including: how it is used, benefits, and expectations. Identify business efforts affected by data mining and the types of benefits they experience (retail and consumer sales, marketing, fraud, health care applications, medical diagnostics, e-commerce, media, accounting, banking, credit, customer service).
58.0	Describe the implications of professional values, ethics, and attitudes in business.. The student will be able to:
58.01	Identify the appropriate use of employer property.
58.02	Describe the role of confidentiality in business.
58.03	Identify the importance of making decisions that are based on ethical reasoning and describe the personal and long term consequences of unethical choices in the workplace.
58.04	Use ethical reasoning and judgment and act in accordance with legal responsibilities.
58.05	Demonstrate conflict resolution skills.
58.06	Recognize different personality styles and how to interact effectively with them in the workplace.
58.07	Discuss how values and attitudes influence behavior.
59.0	Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing. The student will be able to:
59.01	Demonstrate an understanding of the importance of establishing and maintaining a work-related network through social contacts.
59.02	Use appropriate etiquette and manners when communicating with people of varying cultures.
60.0	Participate in work-based learning experiences. The student will be able to:
60.01	Participate in work-based learning experiences in a supervisory, management, or small business environment.
60.02	Discuss the use of technology in a supervisory, management, or small business environment.
60.03	Compare and contrast software applications used in a supervisory, management, or small business environment.
61.0	Demonstrate an understanding of business law concepts. The student will be able to:
61.01	Demonstrate an understanding of contractual relationships.
61.02	Identify the elements of an enforceable contract.
61.03	Differentiate among classes of contracts (e.g., bilateral and unilateral, express and implied, oral and written).

61.04	Explain how offer and acceptance can create contractual rights and duties.
61.05	Determine whether an agreement is enforceable as a contract.
61.06	Differentiate among the ways that assent can be disrupted (e.g., fraud, non-disclosure, misrepresentation, mistake, duress, undue influence).
61.07	Define and distinguish among different types of consideration and list the exceptions to the requirements of consideration.
61.08	Identify people who lack contractual capacity.
61.09	Explain a minor's right to avoid a contract.
61.10	Describe the rules that apply to the interpretation of contracts.
61.11	Describe the rules that apply to contracts involving third parties.
61.12	List the ways a contract can be discharged.
61.13	Describe breach of contract and the remedies available when a contract is breached.
61.14	Define an agency relationship and list the ways that agency relationships may be created.
61.15	Discuss potential problems with signing employment contracts.
61.16	Determine questions that can and cannot be asked during an employment interview.
61.17	Determine which employees or applicants may be asked to participate in employee testing (e.g., aptitude, psychological, polygraph, and drug).
61.18	Identify legislation that regulates employee rights (e.g., Americans with Disabilities Act, Age Discrimination in Employment Act, Family and Medical Leave Act).
61.19	Identify legislation that regulates employment conditions (e.g., Fair Labor Standards Act, Immigration Reform and Control Act, Occupational Safety and Health Act).
61.20	Define key terms in computer law.
61.21	Identify circumstances under which the copyright of a computer program has been violated.
61.22	Describe the various kinds of federal, state, territory, and province statutes designed to combat computer crime and how regulations can be used to prevent the use of computers to invade privacy.
61.23	Describe the purposes of various consumer laws and explain their effect on the consumer's well-being.
61.24	Describe how local businesses can be a source of consumer assistance and identify consumer organizations, businesses, and governmental agencies that provide consumer assistance.
61.25	Differentiate among the various types of consumer fraud and explain steps that can be taken by victims to gain redress.

61.26	Distinguish fraudulent, misleading, and legitimate product claims and explain what the consumer should do if such claims lead to the purchase of a faulty product.
62.0	Demonstrate an understanding of different types of insurance. The student will be able to:
62.01	Differentiate between requirements for insurable interest for property insurance with those needed for life insurance.
62.02	Compare and contrast the different types of life insurance (e.g., ordinary, limited payment, endowment, and term).
62.03	Compare and contrast the different types of other insurance (e.g., property, liability, automobile, homeowners', disability, and marine).
62.04	Compare and contrast the differences in health insurance coverage.
62.05	Demonstrate an understanding of professional liability (i.e., malpractice) coverage.
63.0	Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
63.01	Compare and contrast the legal procedures and processes for forming and dissolving various forms of business ownership (e.g., sole proprietorship associations, registered partnerships having limited liability, limited liability company, corporation, and franchise).
64.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
64.01	Discuss the impact of time management practices on one's personal and professional image.
65.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
65.01	Project professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
65.02	Apply principles of group dynamics in structured activities.
65.03	Exhibit a positive attitude and professional behavior.
65.04	Participate in school, community, and/or volunteer activities.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Future Business Leaders of America (FBLA) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as

instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Accounting Operations
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B070110	
CIP Number	0552030202	
Grade Level	30, 31	
Standard Length	900 hours	
Teacher Certification	Refer to the <u>Program Structure</u> section.	
CTSO	Phi Beta Lambda BPA	
SOC Codes	15-1151 – Computer User Support Specialist 43-3031 – Bookkeeping, Accounting and Auditing Clerk	
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml	
Basic Skills Level	Computations (Mathematics): 10	Communications (Reading Language Arts): 10

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as an Information Technology Assistant, Accounting Clerk, Accounting Associate, and Accounting Assistant in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupationally-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to double-entry accounting principles; methods of recording business transactions; preparation and analysis of various documents and financial statements; payroll records and tax forms; accounting control systems; account and transaction analysis; inventory methods; the aging process; depreciation; and the application of accounting principles to various entities.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
A	OTA0040	Information Technology Assistant	OTA0040 Teacher Certifications	150 hours	15-1151
B	ACO0040	Accounting Clerk	ACCTING @7 7 G BOOKKEEPIN @4 @7 7 G BUS ED 1 @2 TC COOP ED @7 VOE @7	300 hours	43-3031
C	ACO0041	Accounting Associate		300 hours	43-3031
D	ACO0042	Accounting Assistant		150 hours	43-3031

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Information Technology Assistant (OTA0040) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Describe management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 17.0 Practice quality performance in the learning environment and the workplace.
- 18.0 Exhibit customer service skills.
- 19.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations.
- 20.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 21.0 Demonstrate skills for accounting work-based learning experiences.
- 22.0 Apply accounting principles and concepts to the performance of accounting activities.
- 23.0 Apply accounting principles and concepts using appropriate technology.
- 24.0 Analyze and explain organizational forms as they relate to today's workplace.
- 25.0 Demonstrate skills for accounting work-based learning experiences.
- 26.0 Apply accounting principles and concepts to the performance of accounting activities.
- 27.0 Describe the importance of professional ethics and legal responsibilities.
- 28.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 29.0 Solve problems using critical thinking skills, creativity and innovation.
- 30.0 Use information technology tools.

- 31.0 Describe the importance of professional ethics and legal responsibilities.
- 32.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 33.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 34.0 Participate in work-based learning experiences.
- 35.0 Apply accounting principles and concepts to the performance of accounting activities.
- 36.0 Apply accounting principles and concepts using appropriate technology.
- 37.0 Explain the importance of employability skills and entrepreneurship skills.
- 38.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 39.0 Apply the decision-making process to personal and family financial choices.
- 40.0 Analyze the use of consumer credit.

Florida Department of Education
Student Performance Standards

Program Title: Accounting Operations
Career Certificate Program Number: B070110

Course Number: OTA0040
Occupational Completion Point: A
Information Technology Assistant – 150 Hours – SOC Code 15-1151

Information Technology Assistant (OTA0040) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Information Technology Assistant \(OTA0040\)](#) - (RTF)

Course Number: ACO0040
Occupational Completion Point: B
Accounting Clerk – 300 Hours – SOC Code 43-3031

16.0	Describe management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
16.01	Describe how accounting departments work within and across organizations.
16.02	Describe the roles and responsibilities of employees within the organization of a small, medium, or large accounting department (including the CFO, controller, accounting manager, accounts payable and receivable coordinator, payroll administrator, bookkeeper and credit and collection manager).
17.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
17.01	Apply appropriate organizational skills to manage time and resources.
17.02	Perform tasks accurately, completely, and with attention to detail on a consistent basis.
17.03	Think critically and make informed decisions.
17.04	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
17.05	Follow accepted rules, regulations, policies and workplace safety.
18.0	Exhibit customer service skills. The student will be able to:
18.01	Listen and identify customer's needs and concerns.
18.02	Formulate an action plan to resolve customer needs and concerns and respond to customer in a timely manner.
18.03	Model appropriate ways to problem solve with customers in various situations.
18.04	Model proper business etiquette (including introductions, phone etiquette, dining, networking, marketing, online services and community service).
18.05	Develop a personal and work ethic (including punctuality, use of company's technology, and loyalty to company, distinction between personal and business tasks).
18.06	Develop and articulate a personal and business code of ethical behavior.
19.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring personal and business situations. The student will be able to:
19.01	Develop an awareness of effective credit management.
19.02	Prepare and analyze a personal budget.
20.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:

20.01	Analyze job and career requirements and relate career interests to opportunities in accounting occupations in the global economy.
21.0	Participate in work – based learning experiences. The student will be able to:
21.01	Apply accounting principles in an accounting environment.
21.02	Explore the use of technology in an accounting environment.
21.03	Complete a work-based simulation.
22.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
22.01	Demonstrate the application of the full accounting cycle (including chart of accounts, use of t accounts, journalizing business transactions, posting of journal entries, preparation of trial balance, journalizing and posting of adjusting entries, journalizing and posting of post-closing entries, and preparation of an income statement, statement of owner’s equity, and balance sheet).
22.02	Demonstrate proficiency in cash control procedures (including bank deposits, electronic fund transfers, all credit and debit transactions, bank reconciliations, proof of cash, petty cash, and journal entries related to all banking activities).
22.03	Use source documents to prepare and analyze transactions (including invoices, cash receipts, sales slips, credit memos, vendor statements, purchase orders, and packing slips).
22.04	Use payroll records to prepare and analyze transactions (including maintaining payroll records to include employee time processing procedures, payroll checks, a payroll register, employee earnings record, employer payroll taxes (to include tax forms and all associated journal entries).
22.05	Analyze transactions for accuracy and prepare appropriate correcting entries.
22.06	Understand the purpose of financial accounting and the users of financial information.
23.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
23.01	Identify and use communication technology in an accounting environment, such as word processing and email.
23.02	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).

Course Number: ACO0041
Occupational Completion Point: C
Accounting Associate – 300 Hours – SOC Code 43-3031

24.0	Analyze and explain organizational forms as they relate to today's workplace. The student will be able to:
24.01	Compare and contrast the various forms of business ownership (e.g., sole proprietorships, partnerships, corporations) and other organizational structures (e.g., nonprofit organizations, government agencies).
24.02	List the advantages and disadvantages of each form of business ownership, including tax implications.
25.0	Demonstrate skills for accounting work-based learning experiences. The student will be able to:
25.01	Apply accounting principles in an accounting environment.
25.02	Use technology in an accounting environment.
25.03	Complete a work-based simulation.
26.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
26.01	Identify and describe generally accepted accounting principles (GAAP), explain how the application of GAAP impacts the recording of financial transactions, and the preparation of financial statements. Discuss the move to International Financial Reporting Standards (IFRS).
26.02	Identify tax forms (e.g., personal, payroll, sales) necessary for compliance with local, state and federal agencies.
26.03	Develop a working knowledge of individual income tax procedures and requirements to comply with tax laws and regulations.
26.04	Describe an internal control system.
26.05	Apply accounting concepts to corporations and other business entities.
26.06	Compare and contrast the cost of merchandise inventory using various inventory valuation methods (including LIFO, FIFO, and weighted average).
26.07	Determine the aging of accounts receivable and a computation of allowance for doubtful accounts using the various methods.
26.08	Determine the aging of accounts payable.
26.09	Compute depreciation using Financial Accounting Standards Board (FASB) regulations and record the associated journal entries.
27.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
27.01	Evaluate and justify decisions based on ethical reasoning.
27.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.

27.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
27.04	Interpret and explain written organizational policies and procedures, including discrimination, whistleblowing, and sexual harassment.
28.0	Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:
28.01	Employ leadership skills to accomplish organizational goals and objectives.
28.02	Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.
28.03	Conduct and participate in meetings to accomplish work tasks.
28.04	Employ mentoring skills to inspire and teach others.

Course Number: ACO0042
Occupational Completion Point: D
Accounting Assistant – 150 Hours – SOC Code 43-3031

29.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
29.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
29.02	Employ critical thinking and interpersonal skills to resolve conflicts.
29.03	Identify and document workplace performance goals and monitor progress toward those goals.
29.04	Conduct technical research to gather information necessary for decision-making.
29.05	Gather information, extract key elements, analyze the impact of the data, and develop an appropriate solution.
30.0	Use information technology tools. The student will be able to:
30.01	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.
30.02	Employ computer operations applications to access, create, manage, integrate, and store information.
30.03	Employ collaborative/groupware application to facilitate group work.
31.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
31.01	Evaluate and justify decisions based on ethical reasoning.
31.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
31.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
31.04	Interpret and explain written organizational policies and procedures.
32.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
32.01	Develop and implement a plan for maintaining quality service and production in an accounting environment.
33.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
33.01	Apply appropriate mathematical processes to accounting applications.
34.0	Participate in work-based learning experiences. The student will be able to:
34.01	Participate in work-based learning experiences in an accounting environment.

34.02	Discuss the application of accounting principles in an accounting environment.
34.03	Compare and contrast the software applications used in an accounting environment.
34.04	Discuss the management/supervisory skills needed in an accounting environment.
35.0	Apply accounting principles and concepts to the performance of accounting activities. The student will be able to:
35.01	Analyze financial statement items to make informed business decisions.
35.02	Develop an awareness of managerial and cost accounting methods (including the job costing process, break - even analysis, budgeting, and internal reporting).
36.0	Apply accounting principles and concepts using appropriate technology. The student will be able to:
36.01	Select and use appropriate spreadsheet and accounting software to maintain accounting records.
36.02	Compare and contrast accounting application software.
37.0	Explain the importance of employability skill and entrepreneurship skills. The student will be able to:
37.01	Identify and demonstrate positive work behaviors needed to be employable (e.g. teamwork, time management, and listening and observation skills).
37.02	Examine licensing, certification, and industry credentialing requirements.
37.03	Maintain a career portfolio to document knowledge, skills, and experience.
37.04	Evaluate and compare employment opportunities that match career goals.
37.05	Research the benefits of ongoing professional development.
37.06	Examine and describe entrepreneurship opportunities as a career planning option.
38.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
38.01	Identify and describe the services and legal responsibilities of financial institutions.
38.02	Describe the effect of money management on personal and career goals.
38.03	Develop a personal budget and financial goals.
38.04	Complete financial instruments for making deposits and withdrawals.
38.05	Maintain financial records.
38.06	Read and reconcile financial statements.

38.07	Research, compare and contrast investment opportunities.
39.0	Apply the decision-making process to personal and family financial choices. The student will be able to:
39.01	Discuss the importance of taking responsibility for personal financial decisions.
39.02	Apply the decision-making process to making consumer choices.
39.03	Explain how limited personal financial resources affect the choices people make.
39.04	Describe how shared decision-making regarding expenditures works in a family setting.
39.05	Explain the interrelationship of time, energy, and money to achieving personal and family goals.
39.06	Identify why there are dual income families and the advantages and disadvantages they provide to the family.
39.07	Describe various ways in which families manage their money.
40.0	Analyze the use of consumer credit. The student will be able to:
40.01	Explain why consumer credit is important to business and consumers in today's economy.
40.02	Compare sources of consumer credit.
40.03	Analyze the benefits and cost of consumer credit.
40.04	Explain factors that affect credit worthiness and determine one's credit score.
40.05	Identify ways to avoid or correct credit problems.
40.06	Locate and understand sources of assistance if one experiences credit problems.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda (PBL) and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Medical Administrative Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program	
Program Number	B070300
CIP Number	0551071603
Grade Level	30, 31
Standard Length	1050 hours
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	Phi Beta Lambda BPA
SOC Codes	15-1151 – Computer User Support Specialists 43-4171 – Receptionists and Information Clerks 43-6013 – Medical Secretaries
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml
Basic Skills Level	Computation (Mathematics): 10 Communications (Reading Language Arts): 10

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers as an Information Technology Assistant, Front Desk Specialist, Medical Office Technologist, and Medical Administrative Specialist in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communication skills, higher level thinking skills, and decision making skills; medical terminology; the performance of office procedures specific to the medical environment; transcription of medical documents from machine dictation; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
A	OTA0040	Information Technology Assistant	OTA0040 Teacher Certifications	150 hours	15-1151
B	OTA0041	Front Desk Specialist	ADMIN ASST 7 G BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	300 hours	43-4171
C	OTA0631	Medical Office Technologist	ADMIN ASST 7 G BUS ED 1 @2 CLERICAL @7 7 G SECRETAR 7 G MANAG SUPV 7 G TC COOP ED @7 VOE @7	300 hours	43-6013
D	OTA0651	Medical Administrative Specialist	LAB TECH @7 G MED ASST @7 G PRAC NURSE @7 G REG NURSE 7G	300 hours	

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Information Technology Assistant (OTA0040) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance. Apply ergonomic principles applicable to the configuration of computer workstations.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Apply oral and written communication skills in creating, expressing and interpreting information and ideas.
- 19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace.
- 21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 22.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 23.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 24.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 25.0 Describe the importance of professional ethics and legal responsibilities.
- 26.0 Participate in simulated work-based learning experiences.
- 27.0 Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 28.0 Participate in simulated work-based learning experiences in a medical office environment.
- 29.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.

- 30.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 31.0 Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 32.0 Use technology to increase medical office support productivity and enhance workplace performance.
- 33.0 Participate in simulated work-based learning experiences.
- 34.0 Use technology to increase medical office support productivity and enhance workplace performance.
- 35.0 Demonstrate employability skills.
- 36.0 Explain the importance of employability skill and entrepreneurial skills.
- 37.0 Demonstrate business management skills.
- 38.0 Demonstrate positive human relations and leadership skills in the workplace.
- 39.0 Describe the importance of professional ethics and legal responsibilities.
- 40.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 41.0 Demonstrate personal money-management concepts, procedures, and strategies.

Florida Department of Education
Student Performance Standards

Program Title: Medical Administrative Specialist
Career Certificate Program Number: B070300

Course Number: OTA0040
Occupational Completion Point: A
Information Technology Assistant – 150 Hours – SOC Code 15-1151

Information Technology Assistant (OTA0040) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Information Technology Assistant \(OTA0040\)](#) - (RTF)

Course Number: OTA0041
Occupational Completion Point: B
Front Desk Specialist – 300 Hours – SOC Code 43-1011

16.0	Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations. The student will be able to:
16.01	Enhance proficiency with touch keyboarding skills (speed and accuracy to enter and manipulate data).
16.02	Use communications and networking to perform tasks and solve problems in business environments.
16.03	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements of oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
17.03	Present information formally and informally for specific purposes and audiences.
18.0	Apply professional oral and written communication skills in in a courteous, concise, and correct manner. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.04	Apply active listening skills to obtain and clarify information.
18.05	Exhibit public relations skills that aid in achieving customer satisfaction.
18.06	Integrate all forms of communication.
18.07	Discuss the need to use professional demeanor in business communications.
19.0	Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:
19.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
19.02	Employ critical thinking and interpersonal skills to resolve conflicts.
19.03	Identify and document workplace performance goals and monitor progress toward those goals.
19.04	Conduct technical research to gather information necessary for decision-making.
19.05	Interpret verbal and nonverbal cues/behaviors that enhance communication.

19.06	Develop and interpret tables and charts.
20.0	Practice quality performance incorporating customer service strategies in the learning environment and the workplace. The student will be able to:
20.01	Discuss performance evaluation methods and instruments used to assess employee progress and performance.
20.02	Develop an understanding of the integral value of a customer and practice skills to provide excellent customer service.
20.03	Develop and implement a plan for maintaining quality service and production in a workplace, business, or learning environment.
21.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
21.01	Facilitate discussions regarding service, supervision, and ethical considerations that impact the workplace.
21.02	Identify the main causes of accidents in the office and preventive measures.
21.03	Discuss the responsibilities organizations have to their employees.
22.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
22.01	Plan ethical, political strategies to achieve goals and advance careers.
22.02	Discuss the role of and understand how to use professional networking resources, including web-based resources.
23.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:
23.01	Develop professional workplace relationship skills both internally and externally to include team building and group dynamics. Understand how individual personalities fit the team.
23.02	Develop initiative and problem-solving skills to effectively deal with conflict resolution.
24.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
24.01	Apply the use of information management tools to develop and coordinate distribution of work.
24.02	Maintain equipment and supplies.
24.03	Perform financial functions.
24.04	Have knowledge of transcription and how to prepare documents using machine dictation.
24.05	Perform specialized records management functions.
24.06	Determine the most efficient method of sending business documents and materials.
25.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:

25.01	Identify the importance of making decisions that are based on ethical reasoning.
25.02	Identify and discuss personal and long term consequences of unethical choices in the workplace.
26.0	Participate in simulated work-based learning experiences. The student will be able to:
26.01	Participate in simulated work-based learning experiences in the administrative field.
26.02	Discuss the use of technology in the administrative field.
26.03	Compare and contrast the software applications used in the administrative field.
26.04	Discuss organizational networks or charts and describe the relationships between positions and responsibilities.

Course Number: OTA0631
Occupational Completion Point: C
Medical Office Technologist – 300 Hours – SOC Code 43-6013

27.0	Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
27.01	Perform medical administrative office tasks including insurance verification, billing and collections, scheduling and processing referrals.
27.02	Prepare medical documents.
27.03	Utilize medical references.
27.04	Discuss and simulate legal and ethical procedures in the medical office.
27.05	Recognize usage of specialized medical software.
27.06	Proofread to include mechanics, content, and specialized medical formats.
27.07	Perform specialized records management functions specific to the medical field.
27.08	Use medical terminology.
27.09	Identify key standards for privacy and security of health information as mandated in Health Insurance Portability and Accountability Act (HIPAA).
27.10	Demonstrate the ability to accurately transcribe and format medical records.
27.11	Discuss how to use encryption to support patient confidentiality when sending communication.
28.0	Participate in simulated work-based learning experiences in a medical office environment. The student will be able to:
28.01	Participate in simulated work-based learning experiences in a medical office environment.
28.02	Discuss the use of technology in a medical office environment.
28.03	Discuss the management/supervisory skills needed in a medical office environment.
29.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
29.01	Describe the nature and types of business organizations.
29.02	Explain the effect of key organizational systems on performance and quality.
29.03	List and describe quality control systems and/or practices common to the workplace.
30.0	Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:

30.01 Employ leaderships qualities that seek to contribute to the organization's direction.

30.02 Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.

30.03 Employ mentoring skills to inspire and teach others.

Course Number: OTA0651

Occupational Completion Point: D

Medical Administrative Specialist – 300 Hours – SOC Code 43-6013

31.0 Perform medical office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:

31.01 Simulate professional communication skills in situations with patients and medical contacts.

31.02 Use medical terminology.

31.03 Demonstrate knowledge of medical emergency management procedures.

31.04 Demonstrate an understanding of insurance fraud and abuse.

31.05 Communicate with health organizations to process referrals and verify patient coverage adhering to HIPAA requirements.

31.06 Demonstrate knowledge of OSHA regulations and compliances as they relate to medical offices.

31.07 Identify and discuss various State Insurance Licenses offered covering physicians' offices.

31.08 Participate in simulated work-based learning experiences in a medical office environment.

31.09 Discuss the use of technology in a medical office environment.

32.0 Use technology to increase medical office support productivity and enhance workplace performance. The student will be able to:

32.01 Demonstrate the ability to accurately transcribe and format medical records.

32.02 Discuss how to use encryption to support patient confidentiality when sending communication.

32.03 Demonstrate the ability to use integrated application software.

33.0 Participate in simulated work-based learning experiences. The student will be able to:

33.01 Participate in simulated work-based learning experiences in a medical office environment.

33.02 Discuss the use of specialized medical office equipment.

33.03 Discuss the management/supervisory skills needed in a medical office environment.

34.0 Use technology to increase medical office support productivity and enhance workplace performance. The student will be able to:

34.01 Perform specialized administrative office tasks including insurance verification, billing and collections, scheduling and processing referrals.

34.02 Key with speed and accuracy to meet industry standards for employment as a secretary or administrative assistant.

34.03	Demonstrate the ability to use integrated application software.
35.0	Demonstrate employability skills. The student will be able to:
35.01	Demonstrate successful interview techniques.
35.02	Maintain and update a career portfolio.
35.03	Define terms related to medical office careers.
35.04	Apply for positions with a letter of application and resume.
36.0	Explain the importance of employability skills and entrepreneurial skills. The student will be able to:
36.01	Identify and demonstrate positive work behaviors needed to be employable.
36.02	Develop personal career plan that includes goals, objectives, and strategies.
36.03	Examine licensing, certification, and industry credentialing requirements.
36.04	Maintain a career portfolio to document knowledge, skills, and experience.
36.05	Evaluate and compare employment opportunities that match career goals.
36.06	Identify and exhibit traits for retaining employment.
36.07	Identify opportunities and research requirements for career advancement.
36.08	Research the benefits of ongoing professional development.
36.09	Examine and describe entrepreneurship opportunities as a career planning.
37.0	Demonstrate business management skills. The student will be able to:
37.01	Describe the relationships between levels of management and how the levels of management work together.
38.0	Demonstrate positive human relations and leadership skills in the workplace. The student will be able to:
38.01	Apply ethnocentric, polycentric, regiocentric, and geocentric approaches to managing human resources.
38.02	Demonstrate communication strategies necessary and appropriate for effective medical office business relations.
38.03	Demonstrate skills as a team member and qualities of a leader.
38.04	Participate in leadership activities in FBLA, BPA, and SkillsUSA.
38.05	Participate in community service activities.

39.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
39.01	Demonstrate ethical medical business behavior.
39.02	Evaluate and justify decisions based on ethical reasoning.
39.03	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities and employer policies.
39.04	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
39.05	Interpret and explain written organizational policies and procedures.
40.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
40.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
40.02	Explain the effect of key organizational systems on performance and quality.
40.03	Understand the components and value of a disaster and/or emergency response plan.
40.04	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
41.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
41.01	Identify and describe the services and legal responsibilities of financial institutions.
41.02	Describe the effect of money management on personal and career goals.
41.03	Develop a personal budget and financial goals.
41.04	Complete financial instruments for making deposits and withdrawals.
41.05	Maintain financial records.
41.06	Read and reconcile financial statements.
41.07	Research, compare and contrast investment opportunities.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

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**Florida Department of Education
Curriculum Framework**

Program Title: Administrative Office Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B070330	
CIP Number	0552040103	
Grade Level	30, 31	
Standard Length	1050 hours	
Teacher Certification	Refer to the <u>Program Structure</u> section.	
CTSO	Phi Beta Lambda BPA	
SOC Codes	15-1151 – Computer User Support Specialists 43-1011 – First-Line Supervisors of Office and Administrative Support Workers 43-9031 – Desktop Publishers 43-6011 – Executive Secretaries and Executive Administrative Assistants	
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml	
Basic Skills Level	Computation (Mathematics): 10	Communications (Reading Language Arts): 10

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communications skills, higher level thinking skills, and decision making skills; the performance of office procedures tasks; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
A	OTA0040	Information Technology Assistant	OTA0040 Teacher Certifications	150 hours	15-1151
B	OTA0041	Front Desk Specialist	ADMIN ASST 7 G BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	300 hours	43-1011
C	OTA0030	Assistant Digital Production Designer		150 hours	43-9031
D	OTA0043	Administrative Office Specialist		450 hours	43-6011

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Information Technology Assistant (OTA0040) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Apply professional oral and written communication skills in in a courteous, concise, and correct manner.
- 19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace.
- 21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 22.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 23.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 24.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 25.0 Describe the importance of professional ethics and legal responsibilities.
- 26.0 Participate in simulated work-based learning experiences.
- 27.0 Use technology to increase administrative office support productivity and enhance workplace performance.
- 28.0 Use information technology tools.
- 29.0 Demonstrate proficiency in computer skills.

- 30.0 Demonstrate knowledge of digital publishing concepts.
- 31.0 Perform decision-making activities.
- 32.0 Demonstrate proficiency in digital imaging.
- 33.0 Demonstrate proficiency in the safe and ethical use of the Internet to locate information.
- 34.0 Demonstrate the ability to set project requirements, engage in project planning, and utilize the design process.
- 35.0 Perform layout, project design, and measurement activities associated with digital publishing.
- 36.0 Demonstrate an understanding of typography.
- 37.0 Develop an awareness of the emergent technologies associated with digital design.
- 38.0 Apply communication skills (reading, writing speaking, listening and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 39.0 Use information to accomplish job objectives and enhance workplace performance.
- 40.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 41.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 42.0 Participate in simulated work-based learning experiences.
- 43.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.
- 44.0 Demonstrate the importance of health, safety, and environmental management in organizations and their importance to organizational performance and regulatory compliance.
- 45.0 Use technology to increase administrative office support productivity and enhance workplace performance.
- 46.0 Assess the importance of professional ethics and legal responsibilities.
- 47.0 Explain the importance of employability skill and entrepreneurship skills.
- 48.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.

Florida Department of Education
Student Performance Standards

Program Title: Administrative Office Specialist
Career Certificate Program Number: B070330

Course Number: OTA0040
Occupational Completion Point: A
Information Technology Assistant – 150 Hours – SOC Code 15-1151

Information Technology Assistant (OTA0040) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Information Technology Assistant \(OTA0040\) - \(RTF\)](#)

Course Number: OTA0041
Occupational Completion Point: B
Front Desk Specialist – 300 Hours – SOC Code 43-1011

16.0	Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations. The student will be able to:
16.01	Enhance proficiency with touch keyboarding skills (speed and accuracy to enter and manipulate data).
16.02	Use communications and networking to perform tasks and solve problems in business environments.
16.03	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
16.04	Use technology to research, compile, create, and deliver an oral presentation.
16.05	Perform proofreading skills including electronic reference tools.
16.06	Create documents using advanced features in word processing, spreadsheet, presentation, electronic mail, and multimedia software.
16.07	Access, process, and transmit information through all mediums.
16.08	Perform basic care of workstations, computers, and peripherals.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements of oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
18.0	Apply professional oral and written communication skills in a courteous, concise, and correct manner. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize and reference written information from various sources.
18.03	Design, develop and deliver information formally and informally for specific purposes using appropriate media to engage and inform diverse audiences.
18.04	Apply active listening skills to obtain and clarify information.
18.05	Exhibit public relations skills that aid in achieving customer and/or client satisfaction
18.06	Integrate all forms of communication.
18.07	Discuss the need to use professional demeanor in all business communications.
19.0	Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:
19.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.

Course Number: OTA0041
Occupational Completion Point: B
Front Desk Specialist – 300 Hours – SOC Code 43-1011

19.02	Employ critical thinking and interpersonal skills to resolve conflicts.
19.03	Identify and document workplace performance goals and monitor progress toward those goals.
19.04	Conduct technical research to gather information necessary for decision-making.
19.05	Interpret verbal and nonverbal cues/behaviors that enhance communication.
19.06	Develop and interpret tables and charts.
19.07	Identify the benefits of working as a team for a client.
20.0	Practice quality performance incorporating customer service strategies in the learning environment and the workplace. The student will be able to:
20.01	Discuss performance evaluation methods and instruments used to assess employee progress and performance.
20.02	Analyze the integral value of a customer and/or client and practice skills to provide excellent customer/client service.
20.03	Develop and implement a plan for maintaining quality service and production in a workplace, business, or learning environment.
21.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
21.01	Facilitate discussions regarding service, supervision, and ethical considerations that impact the workplace.
21.02	Identify the main causes of accidents in the office and preventive measures.
21.03	Discuss the responsibilities organizations have to their employees.
21.04	Describe the role of confidentiality in business.
22.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:
22.01	Develop professional workplace relationship skills both internally and externally to include team building and group dynamics.
22.02	Understand how individual personalities fit the team.
22.03	Develop initiative and problem-solving skills to effectively deal with conflict resolution.
23.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
23.01	Identify the importance of making decisions that are based on ethical reasoning.
23.02	Identify and discuss personal and long-term consequences of unethical choices in the workplace.

Course Number: OTA0041
Occupational Completion Point: B
Front Desk Specialist – 300 Hours – SOC Code 43-1011

23.03 Understand and explain written organizational policies and procedures.

23.04 Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.

23.05 Identify ways companies can help their communities.

Course Number: OTA0030
Occupational Completion Point: C
Assistant Digital Production Designer– 150 Hours – SOC Code 43-9031

27.0 Use information technology tools. The student will be able to:

27.01 Employ digital tools to expedite workflow.

27.02 Employ computer operations applications to access, create, manage, integrate, and store information.

27.03 Employ collaborative/groupware applications to facilitate group work.

29.0 Demonstrate proficiency in computer skills. The student will be able to:

29.01 Utilize appropriate font management techniques.

29.02 Perform storage management.

30.0 Demonstrate knowledge of digital publishing concepts. The student will be able to:

30.01 Identify the skills required of a digital designer.

30.02 Define the terms commonly used in graphic communications.

30.03 Identify the characteristics of paper.

30.04 Identify the software used in digital publishing.

31.0 Perform decision-making activities. The student will be able to:

31.01 Determine work priorities.

31.02 Use critical thinking skills to evaluate information and select relevant material.

31.03 Determine the audience.

32.0 Demonstrate proficiency in digital imaging. The student will be able to:

32.01 Demonstrate proper use of various input devices.

32.02 Capture digital images.

33.0 Demonstrate proficiency in the safe and ethical use of the Internet to locate information. The student will be able to:

33.01 Identify and use web-related terminology.

33.02 Define Universal Resource Locator (URL) and associated protocols.

33.03	Compare and contrast the various types of Internet domains.
33.04	Demonstrate proficiency using search engines, including Boolean search techniques.
33.05	Apply the rules for properly citing works or other information obtained from the Internet.
33.06	Identify and apply Copyright Fair Use guidelines.
33.07	Evaluate web-based information for credibility and quality using basic guidelines and indicators.
33.08	Research and explain internet safety and ethics.
34.0	Demonstrate the ability to set project requirements, engage in project planning, and utilize the design process. The student will be able to:
34.01	Identify the purpose, audience, and the needs of the audience for the preparation of design projects.
34.02	Research and describe the implications of audience, purpose/message, and time constraints relative to a design project.
34.03	Make decisions based on specifications.
34.04	Research current applications and perspectives related to a project.
34.05	Explain the relationship between design criteria and design constraints.
35.0	Perform layout, project design, and measurement activities associated with digital publishing. The student will be able to:
35.01	Apply the elements and principles of design used for, and associated with, digital publishing.
35.02	Determine the appropriate type of basic layout for a specified project.
35.03	Determine the activities and implications of content preparation and editing/proofreading.
35.04	Develop and apply specifications for projects.
35.05	Demonstrate basic technical skills using a desktop or digital publishing application.
35.06	Demonstrate appropriate use of typography.
35.07	Compare and contrast methods of measurement used in desktop publishing.
35.08	Produce a variety of designs using digital publishing applications.
35.09	Incorporate clip art, images, borders, and other special effects into a layout.
35.10	Select the appropriate color format and resolution for a variety of purposes.
35.11	Understand and comply with the legalities of using preexisting images.

35.12	Apply character and line spacing to business publications
35.13	Compare and contrast the techniques of typographic communication relative to appropriateness and effectiveness.
36.0	Develop an awareness of the emergent technologies associated with digital design. The student will be able to:
36.01	Compare and contrast emerging technologies relative to their role in digital design.
36.02	Describe the emergent and evolving nature of software applications used in interactive design.

Course Number: OTA0043
Occupational Completion Point: D
Administrative Office Specialist – 450 Hours – SOC Code 43-6011

38.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
38.01	Deliver impromptu and planned speeches.
38.02	Synthesize information from multiple speakers in a group and respond in an effective manner.
38.03	Communicate in a diverse environment.
38.04	Discuss various communication methods and explain how to overcome barriers to the communication process.
39.0	Use information to accomplish job objectives and enhance workplace performance. The student will be able to:
39.01	Gather and compile data for supervisors and for company reports.
39.02	Assemble information to use as a personal or shared resource to enhance workplace performance.
40.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
40.01	Serve as interviewer, interviewee, and liaison in public relations, civic, media, community, and employment situations.
40.02	Demonstrate leadership behavior to include delegation of duties.
40.03	Train and assist others in business behavior, procedures, and skills.
41.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
41.01	Organize and conduct a meeting using parliamentary procedures.
41.02	Articulate various ways to hold a meeting through web conferencing.
41.03	Plan and arrange business functions.
41.04	Analyze equipment specifications to meet required needs and make purchase recommendations.
41.05	Access and maintain digital resources.
41.06	Perform specialized office procedures.
41.07	Apply the use of information management tools to develop and coordinate distribution of work.
41.08	Maintain equipment and supplies.
41.09	Perform specialized records management functions.

41.10	Determine the most efficient method of sending business documents and materials.
41.11	Develop 10-key calculator skills
41.12	Identify various means to scan, store and manage electronic documents and understand how to use.
42.0	Participate in simulated work-based learning experiences. The student will be able to:
42.01	Identify the use of technology in an administrative office environment.
42.02	Compare and contrast the software applications used in an administrative office environment.
42.03	Discuss the changing role of administrative support in today's business environment and the ways to manage stress related to these changes.
42.04	Discuss the management/supervisory skills needed in an administrative office environment.
42.05	Perform specialized records management functions.
42.06	Determine the most efficient method of sending business documents and materials.
43.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
43.01	Describe the nature and types of business organizations.
43.02	Explain the effect of key organizational systems on performance, quality and excellent customer service.
43.03	List and describe quality control systems and/or practices common to the workplace.
43.04	
44.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
44.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
44.02	Explain emergency procedures to follow in response to workplace accidents.
45.0	Use technology to increase administrative office support productivity and enhance workplace performance. The student will be able to:
45.01	Key with speed and accuracy to meet industry standards.
45.02	
45.03	
45.04	
46.0	Explain the importance of employability skills and entrepreneurship skills. The student will be able to:

46.01	Identify and demonstrate positive work attitude, appearance, and behaviors needed to be employable.
46.02	Examine licensing, certification, and industry credentialing requirements.
46.03	Maintain a career portfolio to document knowledge, skills, and experience.
46.04	Identify and exhibit traits for retaining employment.
46.05	Identify opportunities and research requirements for career advancement.
46.06	Research the benefits of ongoing professional development.
46.07	Practice employability skills using online resources to prepare for interviews in the administrative field.
47.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
47.01	Plan ethical strategies to achieve goals and advance careers.
47.02	Discuss the role of and understand how to use professional networking resources, including web-based resources.
47.03	Develop a personal career plan that includes goals, objectives, and strategies.
47.04	Evaluate and compare employment opportunities that match career goals.
48.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
48.01	Identify and describe the services and legal responsibilities of financial institutions.
48.02	Describe the effect of money management on career goals.
48.03	Develop a personal budget and long-term financial goals.
48.04	Complete financial documents for making deposits and withdrawals.
48.05	Maintain financial records.
48.06	Read and reconcile financial statements.
48.07	Examine and analyze investment opportunities.
48.08	Discuss the importance of demonstrating ethical conduct in financial matters.
48.09	Explain factors that affect credit worthiness and determine one's credit score.
48.10	Identify ways to avoid or correct credit problems.
48.11	Locate and understand sources of assistance if one experiences credit problems.

48.12	Develop an awareness of effective credit management.
48.13	Identify and explain the various types of benefits in compensation packages offered to employees.
48.14	Identify tax forms (e.g., personal, payroll, sales) necessary for compliance with local, state and federal agencies.
48.15	Develop a working knowledge of individual income tax procedures and requirements to comply with tax laws and regulations.
49.0	Apply accounting principles and concepts to the performance of accounting activities.
49.01	Demonstrate proficiency in cash control procedures.
49.02	Use source documents to prepare and analyze transactions.
49.03	Demonstrate proficiency in the use of spreadsheet and accounting software to maintain accounting records to include creating and manipulating both data and formulas, formatting data, securing data and presenting results visually (including charts and graphs).
49.04	Analyze financial statements.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

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Basic Skills

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Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

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Florida Department of Education
Curriculum Framework

Program Title: Legal Administrative Specialist
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B072000	
CIP Number	0522030103	
Grade Level	30, 31	
Standard Length	1050 hours	
Teacher Certification	Refer to the <u>Program Structure</u> section.	
CTSO	Phi Beta Lambda BPA	
SOC Codes	15-1151 – Computer User Support Specialists 43-4171 – Receptionists and Information Clerks 43-6011 – Executive Secretaries and Administrative Assistants 43-6012 – Legal Secretaries	
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml	
Basic Skills Level	Computation (Mathematics): 10	Communications (Reading Language Arts): 10

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers as an Information Technology Assistant, Front Desk Specialist, Administrative Support, and Legal Administrative Specialist in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the use of technology to develop communications skills, higher level thinking skills, and decision making skills; legal terminology; the performance of office procedures specific to the legal environment; transcription of legal documents from machine dictation; the production of quality work in an efficient manner using advanced features of business software applications; research of job opportunities; and the production of high quality employment portfolios and job-seeking documents.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of four occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

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B	OTA0041	Front Desk Specialist	ADMIN ASST 7 G BUS ED 1 @2 CLERICAL @7 7 G MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	300 hours	43-4171
C	OTA0042	Administrative Support	BUS ED 1 @2 CLERICAL @7 7 G	150 hours	43-6011
D	OTA0050	Legal Administrative Specialist	MANAG SUPV 7 G SECRETAR 7 G TC COOP ED @7 VOE @7	450 hours	43-6012

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Information Technology Assistant (OTA0040) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations.
- 17.0 Demonstrate language arts knowledge and skills.
- 18.0 Apply professional oral and written communication skills in a courteous, concise, and correct manner.
- 19.0 Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas.
- 20.0 Practice quality performance incorporating customer service strategies in the learning environment and the workplace.
- 21.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 22.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 23.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 24.0 Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 25.0 Describe the importance of professional ethics and legal responsibilities.
- 26.0 Participate in simulated work-based learning experiences.
- 27.0 Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing.
- 28.0 Participate in simulated work-based learning experiences.

- 29.0 Demonstrate an understanding of business law concepts.
- 30.0 Demonstrate an understanding of different types of insurance.
- 31.0 Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles.
- 32.0 Practice quality performance in the learning environment and the workplace.
- 33.0 Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance.
- 33.0 Perform legal office functions and responsibilities to accomplish job objectives and enhance workplace performance.
- 34.0 Use technology to increase legal office support productivity and enhance workplace performance.
- 35.0 Participate in simulated work-based learning experiences.
- 37.0 Describe court systems and trial processes.
- 38.0 Discuss the juvenile justice system.
- 39.0 Discuss constitutional and criminal laws at the federal, state, and local levels.
- 40.0 Describe and explain the various steps of the criminal justice process.
- 41.0 Demonstrate employability skills.
- 42.0 Demonstrate knowledge of legal operating systems.
- 43.0 Demonstrate comprehension and communication of legal knowledge skills.

Florida Department of Education
Student Performance Standards

Program Title: Legal Administrative Specialist
Career Certificate Program Number: B070300

Course Number: OTA0040
Occupational Completion Point: A
Information Technology Assistant – 150 Hours – SOC Code 15-1151

Information Technology Assistant (OTA0040) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Information Technology Assistant \(OTA0040\)](#) - (RTF)

Course Number: OTA0041
Occupational Completion Point: B
Front Desk Specialist – 300 Hours – SOC Code 43-1011

16.0	Demonstrate knowledge, skill, and application of information systems to accomplish job objectives and enhance workplace of performance in order to apply ergonomic principles applicable to the configuration of computer workstations. The student will be able to:
16.01	Enhance proficiency with touch keyboarding skills (speed and accuracy to enter and manipulate data).
16.02	Use communications and networking to perform tasks and solve problems in business environments.
16.03	Apply knowledge of ergonomic principles to the configuration of computer workstations in order to enhance workplace performance.
17.0	Demonstrate language arts knowledge and skills. The student will be able to:
17.01	Locate, comprehend and evaluate key elements of oral and written information.
17.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
17.03	Present information formally and informally for specific purposes and audiences.
18.0	Apply professional oral and written communication skills in a courteous, concise, and correct manner. The student will be able to:
18.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
18.02	Locate, organize, and reference written information from various sources.
18.03	Design, develop, and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
18.04	Apply active listening skills to obtain and clarify information.
18.05	Exhibit public relations skills that aid in achieving customer satisfaction.
18.06	Integrate all forms of communication.
18.07	Discuss the need to use professional demeanor in business communications.
19.0	Solve problems using critical thinking skills, creativity and innovation and by interpreting information and ideas. The student will be able to:
19.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
19.02	Employ critical thinking and interpersonal skills to resolve conflicts.

19.03	Identify and document workplace performance goals and monitor progress toward those goals.
19.04	Conduct technical research to gather information necessary for decision-making.
19.05	Interpret verbal and nonverbal cues/behaviors that enhance communication.
19.06	Develop and interpret tables and charts.
20.0	Practice quality performance incorporating customer service strategies in the learning environment and the workplace. The student will be able to:
20.01	Discuss performance evaluation methods and instruments used to assess employee progress and performance.
20.02	Develop an understanding of the integral value of a customer and practice skills to provide excellent customer service.
20.03	Develop and implement a plan for maintaining quality service and production in a workplace, business, or learning environment.
21.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
21.01	Facilitate discussions regarding service, supervision, and ethical considerations that impact the workplace.
21.02	Identify the main causes of accidents in the office and preventive measures.
21.03	Discuss the responsibilities organizations have to their employees.
22.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
22.01	Plan ethical and political strategies to achieve goals and advance careers.
22.02	Discuss the role of and understand how to use professional networking resources, including web-based resources.
23.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:
23.01	Develop professional workplace relationship skills both internally and externally to include team building and group dynamics. Understand how individual personalities fit the team.
23.02	Develop initiative and problem-solving skills to effectively deal with conflict resolution.
24.0	Perform administrative office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
24.01	Apply the use of information management tools to develop and coordinate distribution of work.

24.02	Maintain equipment and supplies.
24.03	Perform financial functions.
24.04	Have knowledge of transcription and how to prepare documents using machine dictation.
24.05	Perform specialized records management functions.
24.06	Determine the most efficient method of sending business documents and materials.
25.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
25.01	Identify the importance of making decisions that are based on ethical reasoning.
25.02	Identify and discuss personal and long term consequences of unethical choices in the workplace.
26.0	Participate in simulated work-based learning experiences. The student will be able to:
26.01	Participate in simulated work-based learning experiences in the administrative field.
26.02	Discuss the use of technology in the administrative field.
26.03	Compare and contrast the software applications used in the administrative field.
26.04	Discuss organizational networks or charts and describe the relationships between positions and responsibilities.

Course Number: OTA0042
Occupational Completion Point: C
Administrative Support – 150 Hours – SOC Code 43-6011

27.0	Use technology to apply and enhance communication skills in technical reading, writing, speaking, listening, and viewing. The student will be able to:
27.01	Demonstrate an understanding of the importance of establishing and maintaining a work-related network through social contacts.
27.02	Use appropriate etiquette and manners when communicating with people of varying cultures.
28.0	Participate in simulated work-based learning experiences. The student will be able to:
28.01	Participate in simulated work-based learning experiences in a supervisory, management, or small business environment.
28.02	Discuss the use of technology in a supervisory, management, or small business environment.
28.03	Compare and contrast software applications used in a supervisory, management, or small business environment.
29.0	Demonstrate an understanding of business law concepts. The student will be able to:
29.01	Demonstrate an understanding of contractual relationships.
29.02	Identify the elements of an enforceable contract.
29.03	Differentiate among classes of contracts.
29.04	Identify contractual capacity requirements.
29.05	Discuss potential problems with signing employment contracts.
29.06	Explain valid employment interview questions and valid employment testing requirements.
29.07	Identify legislation that regulates employee rights.
29.08	Identify legislation that regulates employment conditions.
29.09	Define key terms in law.
29.10	Identify key intellectual property requirements and statutes relating to unauthorized access to computer resources.
29.11	Describe the purposes of various consumer laws and explain their effect on the consumer's well-being.
29.12	Describe how local businesses can be a source of consumer assistance and identify consumer organizations, businesses, and governmental agencies that provide consumer assistance.

29.13	Differentiate among the various types of consumer fraud and explain steps that can be taken by victims to gain redress.
29.14	Distinguish fraudulent, misleading, and legitimate product claims and explain what the consumer should do if such claims lead to the purchase of a faulty product.
29.15	Identify documents and terms related to wills, trusts, and probate.
30.0	Demonstrate an understanding of different types of insurance. The student will be able to:
30.01	Differentiate between requirements for insurable interest for property insurance with those needed for life insurance.
30.02	Compare and contrast the different types of life insurance.
30.03	Compare and contrast the different types of other insurance.
30.04	Compare and contrast the differences in health insurance coverage.
30.05	Demonstrate an understanding of professional liability coverage.
31.0	Develop an awareness of management functions and organizational structures as they relate to today's workplace and employer/employee roles. The student will be able to:
31.01	Compare and contrast the legal procedures and processes for forming and dissolving various forms of business ownership.
32.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
32.01	Discuss the impact of time management practices on one's personal and professional image.
33.0	Apply appropriate supervision techniques, standards of personal ethics, and knowledge of workplace regulatory practices to accomplish job objectives and enhance workplace performance. The student will be able to:
33.01	Project professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
33.02	Apply principles of group dynamics in structured activities.
33.03	Exhibit a positive attitude and professional behavior.
33.04	Participate in school, community, and/or volunteer activities.

Course Number: OTA0050
Occupational Completion Point: D
Legal Administrative Specialist – 450 Hours – SOC Code 43-6012

34.0	Perform legal office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
34.01	Use legal terminology.
34.02	Perform specialized legal office procedures.
34.03	Prepare legal documents.
34.04	Utilize an electronic legal reference library.
34.05	Use legal and ethical procedures in the legal office.
34.06	Recognize usage of specialized legal software.
34.07	Proofread to include mechanics, content, and specialized legal formats.
34.08	Perform specialized records management functions specific to the legal field.
34.09	Understand various ways to complete electronic filing.
34.10	Demonstrate general knowledge of rules regulating the Florida Bar at www.floridabar.org .
34.11	Identify references for Federal and State rules of civil procedure and a general understanding of their purpose and application.
34.12	Manage time efficiently using organizational skills, prioritization, and managing interruptions.
34.13	Demonstrate knowledge of the rules of lawyer/client confidentiality.
34.14	Demonstrate knowledge of ethical behavior in a legal business environment (e.g., appearance of impropriety, dealing with confidential information and privileged communications, identity of funds and property of clients, confidence and integrity in the legal profession, unauthorized practice of law).
34.15	Demonstrate knowledge of ethical behavior in a business environment (e.g., confidentiality of information, employee right to know, hiring practices, plagiarism, copyright violations, sexual harassment, mission statement, code of ethics).
35.0	Use technology to increase legal office support productivity and enhance workplace performance. The student will be able to:
35.01	Key with speed and accuracy to meet industry standards for employment as a legal secretary.
35.02	Integrate all forms of communication.

35.03	Learn the Do's and Don'ts of using Social Media in a professional environment.
35.04	Identify, describe and utilize communications and networking systems required in legal workplace environments (e.g., electronic mail, internet, conflicts check system).
36.0	Participate in simulated work-based learning experiences. The student will be able to:
36.01	Participate in simulated work-based learning experiences in a legal office environment.
36.02	Discuss the use of technology in a legal office environment.
36.03	Compare and contrast the software applications used in a legal office environment.
36.04	Discuss ways to respond positively to change and reduce stress in a busy legal office.
36.05	Discuss the management/supervisory skills needed in a legal office environment.
37.0	Describe court systems and trial processes–The student will be able to:
37.01	Describe the Federal court system.
37.02	Describe the Florida court system.
37.03	Describe the Pre-trial, trial, and post-trial processes.
37.04	Describe the roles and responsibilities of judges, juries, defense attorneys, prosecutors, and plaintiffs in a trial.
38.0	Discuss the juvenile justice system. The student will be able to:
38.01	Identify the programs and agencies within the juvenile justice system and their roles and responsibilities.
38.02	Discuss Florida's juvenile court system, including procedures and alternative programs.
39.0	Discuss constitutional and criminal laws at the federal, state, and local levels. The student will be able to:
39.01	Distinguish between state and federal laws.
39.02	Differentiate between, and identify elements of, civil and criminal law.
39.03	Describe criminal law procedures in Florida.
39.04	Identify an example of a strict liability offense.
39.05	Explain how a strict liability offense differs from other crimes.

39.06	Define the different types of crimes against the person.
39.07	Differentiate between the different types of homicide.
39.08	Define the different types of crimes against property.
39.09	Describe the different types of defenses a criminal defendant may use at trial.
40.0	Describe and explain the various steps of the criminal justice process. The student will be able to:
40.01	Identify the steps of the criminal justice process.
40.02	List factors that show probable cause.
40.03	Describe how a search warrant is obtained and what it must specify.
40.04	Explain the legal principle upon which the protection against self-incrimination is based.
40.05	Identify circumstances in which a jury trial is not required.
40.06	List and describe the sentencing options judges may exercise.
41.0	Demonstrate employability skills. The student will be able to:
41.01	Identify sources of information regarding employment opportunities in the legal profession.
41.02	Identify advanced career options and training opportunities in the legal profession.
41.03	Conduct a job search and identify the training, experience, and other qualifications required for different positions.
41.04	Identify the interpersonal skills, work habits, and ethics necessary for ongoing employment in an environment of human diversity.
41.05	Secure information about a particular job.
41.06	Complete a job resume.
41.07	Complete a job application.
41.08	Apply effective job interview techniques.
42.0	Demonstrate knowledge of legal operating systems. The student will be able to:
42.01	Identify and utilize basic legal operating system file naming conventions (e.g., basic principles, business names, governmental names, organizational names and personal names).

42.02	Use appropriate legal office procedures for letters, envelopes, interoffice memoranda, processing mail, proof reading and, delivery services.
42.03	Know and understand the duties performed by a notary public.
42.04	Understand and use appropriate telephone etiquette (e.g., courtesy, first impressions, telephone use etc.)
43.0	Demonstrate comprehension and communication of legal knowledge skills. The student will be able to:
43.01	Read and comprehend technical and non-technical legal terminology utilized in reading assignments related to course content including trade journals, books, magazines and electronic libraries.
43.02	Write clear and well-organized documents, integrating a variety of information from a range of law areas.
43.03	Take notes, organize, summarize, and paraphrase ideas and details.
43.04	Accurately follow written and oral instructions.
43.05	Interpret data on graphs, charts, diagrams, and tables commonly used in the legal profession.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Customer Assistance Technology
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B079100	
CIP Number	0552041102	
Grade Level	30, 31	
Standard Length	450 hours	
Teacher Certification	Refer to the <u>Program Structure</u> section.	
CTSO	Phi Beta Lambda BPA	
SOC Codes	15-1151 – Computer User Support Specialists 43-4051 – Customer Service Representatives	
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml	
Basic Skills Level	Computation (Mathematics): 9	Communications (Reading Language Arts): 9

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as Customer Care Representative, and Customer Care Specialist in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to the development of interpersonal, communications, conflict resolution, leadership, decision making, problem solving, supervisory, and employability skills; diversity awareness; telephone techniques; and technical applications in the customer care environment.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of three occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
A	OTA0040	Information Technology Assistant	OTA0040 Teacher Certifications	150 hours	15-1151
B	MNA0083	Customer Care Representative	BUS ED 1 @2 CLERICAL @7 7 G SECRETAR 7 G TC COOP ED @7 VOE @	150 hours	43-4051
C	MNA0086	Customer Care Specialist		150 hours	

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

Information Technology Assistant (OTA0040) is the first course in this and other programs within the Business Management & Administration Career Cluster. Standards 01.0 – 15.0 are associated with this course.

After successfully completing this program, the student will be able to perform the following:

- 01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance.
- 02.0 Develop an awareness of microcomputers.
- 03.0 Demonstrate an understanding of networks.
- 04.0 Use word processing applications to enhance the effectiveness of various types of documents and communication.
- 05.0 Use presentation applications to enhance communication skills.
- 06.0 Use spreadsheet applications to enhance communication skills.
- 07.0 Use database applications to store and organize data.
- 08.0 Use electronic mail to enhance communication skills.
- 09.0 Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals.
- 10.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 11.0 Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 12.0 Develop awareness of computer languages, web-based & software applications, and emerging technologies.
- 13.0 Demonstrate an understanding of basic html by creating a simple web page.
- 14.0 Demonstrate comprehension and communication skills.
- 15.0 Use social media to enhance online communication and develop an awareness of a digital footprint.
- 16.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 17.0 Demonstrate procedures for customer care.
- 18.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 19.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 20.0 Participate in simulated work-based learning experiences.
- 21.0 Demonstrate human relations and interpersonal skills necessary for customer care services.
- 22.0 Perform problem-solving activities relevant to customer care services.
- 23.0 Use oral and written communication skills in creating, expressing and interpreting information and ideas.
- 24.0 Develop communication skills and techniques relevant to customer care services.
- 25.0 Demonstrate an understanding of global concepts relevant to customer care services.
- 26.0 Perform technology applications relevant to customer care services.
- 27.0 Explain the importance of employability skill and entrepreneurship skills.
- 28.0 Describe the importance of professional ethics and legal responsibilities.
- 29.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and

professional levels.

- 30.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 31.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 32.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 33.0 Participate in simulated work-based learning experiences.
- 34.0 Demonstrate human relations and interpersonal skills necessary for customer care services.
- 35.0 Perform problem solving activities relevant to customer care services.
- 36.0 Develop skills and techniques relevant to customer care services.
- 37.0 Perform technology applications relevant to customer care services.
- 38.0 Use information technology tools.
- 39.0 Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives.
- 40.0 Solve problems using critical thinking skills, creativity and innovation.
- 41.0 Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance.
- 42.0 Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment.
- 43.0 Demonstrate money-management concepts, procedures, and strategies.

Florida Department of Education
Student Performance Standards

Program Title: Customer Assistance Technology
Career Certificate Program Number: B079100

Course Number: OTA0040
Occupational Completion Point: A
Information Technology Assistant – 150 Hours – SOC Code 15-1151

Information Technology Assistant (OTA0040) is part of several programs across the various CTE career clusters. To ensure consistency, the standards and benchmarks for this course (01.0 – 15.0) have been placed in a separate document. To access this document, visit: [Information Technology Assistant \(OTA0040\) - \(RTF\)](#)

Course Number: MNA0083
Occupational Completion Point: B
Customer Care Representative – 150 Hours – SOC Code 43-4051

16.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
16.01	Discuss the communication process, including filters and miscommunication.
16.02	Communicate in a diverse environment.
16.03	Express ideas in a positive and confident manner.
16.04	Develop listening skills to determine customer needs.
16.05	Practice inflection, volume, clarity, intensity, and paraphrasing.
16.06	Use correct grammar and diction.
16.07	Demonstrate writing skills.
16.08	Demonstrate probing questions.
16.09	Use terminology specific to the customer care services environment.
16.10	Access reference materials.
16.11	Apply assertive service techniques.
17.0	Demonstrate procedures for customer care. The student will be able to:
17.01	Practice greeting the customer and using sales techniques.
17.02	Use the call handling process.
17.03	Demonstrate and explore conflict resolution and de-escalation techniques.
17.04	Practice closing a call.
18.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
18.01	Apply appropriate mathematical processes relevant to the customer care services industry.
18.02	Demonstrate knowledge of basic bookkeeping principles.
18.03	Demonstrate proficiency using a ten-key pad.
18.04	Reconcile reports.

18.05	Recognize different types of customer numerical data.
19.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
19.01	Develop an employability plan related to job requirements and career expectations in the customer care services industry.
20.0	Participate in simulated work-based learning experiences. The student will be able to:
20.01	Participate in simulated work-based learning experiences in a customer care services environment.
20.02	Discuss the use of technology in a customer care services environment.
21.0	Demonstrate human relations and interpersonal skills necessary for customer care services. The student will be able to:
21.01	Demonstrate an understanding of the importance of human relations in business.
21.02	Exhibit the ability to get along with others and work as a member of a team.
21.03	Communicate a positive image.
21.04	Use effective time management skills.
21.05	Demonstrate the ability to work with stressful situations.
21.06	Exhibit a professional image.
21.07	Demonstrate ethical standards of behavior.
21.08	Demonstrate the ethical use of customer profiles.
21.09	Demonstrate initiative, courtesy, loyalty, honesty, and punctuality.
21.10	Demonstrate flexibility on the job.
21.11	Adhere to company policies and procedures.
21.12	Demonstrate knowledge of right to privacy issues.
22.0	Perform problem solving activities relevant to customer care services. The student will be able to:
22.01	Apply problem solving techniques when dealing with customers.
22.02	Develop techniques to resolve conflicts.
22.03	Describe quality assurance practices.
23.0	Use oral and written communication skills in creating, expressing and interpreting information and ideas. The student will be able to:

23.01	Select and employ appropriate communication concepts and strategies to enhance oral and written communication in the workplace.
23.02	Locate, organize and reference written information from various sources.
23.03	Design, develop and deliver formal and informal presentations using appropriate media to engage and inform diverse audiences.
23.04	Interpret verbal and nonverbal cues/behaviors that enhance communication.
23.05	Apply active listening skills to obtain and clarify information.
23.06	Develop and interpret tables and charts to support written and oral communications.
23.07	Exhibit public relations skills that aid in achieving customer satisfaction.
24.0	Develop communication skills and techniques relevant to customer care services. The student will be able to:
24.01	Log in and out of a system. Practice logging incidents and service requirements.
24.02	Apply call center vocabulary and practice using a common language.
24.03	Listen and input information simultaneously.
24.04	Identify different types of call centers.
24.05	Gather customer information.
25.0	Demonstrate an understanding of global concepts relevant to customer care services. The student will be able to:
25.01	Demonstrate an understanding of and respect for diversity in the workplace.
25.02	Apply knowledge of the global economy.
25.03	Apply knowledge of domestic and international time zones.
25.04	Demonstrate an understanding of gender, age, disability, and cultural courtesy.
25.05	Demonstrate an understanding of geography.
26.0	Perform technology applications relevant to customer care services. The student will be able to:
26.01	Keyboard by touch while communicating with customers.
26.02	Compose and retrieve e-mail messages.
26.03	Compose and retrieve voice mail messages.
26.04	Practice using tonality in communication and apply professionalism in written documentation.

26.05	Operate industry specific software.
26.06	Perform data entry operations.
26.07	Obtain and transmit customer information.
26.08	Perform basic computer operations.
26.09	Operate databases.
26.10	Access on-line help.
26.11	Use techniques to protect confidential messages that are transmitted electronically.
26.12	Access and add to existing electronic files.
27.0	Explain the importance of employability skill and entrepreneurship skills. The student will be able to:
27.01	Identify and demonstrate positive work behaviors needed to be employable.
27.02	Develop personal career plan that includes goals, objectives, and strategies.
27.03	Examine licensing, certification, and industry credentialing requirements.
27.04	Maintain a career portfolio to document knowledge, skills, and experience.
27.05	Evaluate and compare employment opportunities that match career goals.
27.06	Identify and exhibit traits for retaining employment.
27.07	Identify opportunities and research requirements for career advancement.
27.08	Research the benefits of ongoing professional development.
27.09	Examine and describe entrepreneurship opportunities as a career planning option.
28.0	Describe the importance of professional ethics and legal responsibilities. The student will be able to:
28.01	Evaluate and justify decisions based on ethical reasoning.
28.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
28.03	Identify and explain personal and long-term consequences of unethical or illegal behaviors in the workplace.
28.04	Interpret and explain written organizational policies and procedures.

Course Number: MNA0086
Occupational Completion Point: C
Customer Care Specialist – 150 Hours – SOC Code 43-4051

29.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
29.01	Apply communication skills when monitoring the team.
29.02	Compose reports.
29.03	Exchange ideas in formal and informal settings.
30.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
30.01	Develop goals for customer care representatives.
30.02	Coach and mentor customer care representatives.
30.03	Assure productivity.
30.04	Organize teams.
30.05	Motivate teams.
30.06	Oversee quality assurance in the delivery of services.
30.07	Encourage team members to demonstrate initiative, courtesy, loyalty, honesty, and punctuality.
31.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance. The student will be able to:
31.01	Apply appropriate mathematical processes relevant to the customer care services industry.
31.02	Demonstrate proficiency using a ten-key pad.
31.03	Reconcile reports.
31.04	Recognize different types of customer numerical data.
31.05	Apply basic bookkeeping principles.
31.06	Interpret charts and graphs.
31.07	Forecast, schedule, and track data.
32.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
32.01	Develop an employability plan related to job requirements and career expectations in the customer care services industry.

33.0	Participate in simulated work-based learning experiences. The student will be able to:
33.01	Participate in simulated work-based learning experiences in a customer care services environment.
33.02	Compare and contrast the software applications used in a customer care services environment.
33.03	Discuss the supervisory/management skills needed in a customer care services environment.
34.0	Demonstrate human relations and interpersonal skills necessary for customer care services. The student will be able to:
34.01	Demonstrate the skills necessary for advancement in the customer care services industry.
34.02	Manage stress.
34.03	Provide service to diverse groups.
34.04	Apply courtesy within a diverse workplace.
34.05	Apply courtesy within the customer base.
34.06	Implement company policies and procedures.
34.07	Prepare work schedules for a call center/department.
35.0	Perform problem solving activities relevant to customer care services. The student will be able to:
35.01	Apply problem solving techniques when dealing with the team.
35.02	Track service breakdowns.
36.0	Develop communication skills and techniques relevant to customer care services. The student will be able to:
36.01	Demonstrate an understanding of automated call distribution technology components.
36.02	Operate automated call distribution technology.
36.03	Monitor automated call distribution technology.
37.0	Perform technology applications relevant to customer care services. The student will be able to:
37.01	Operate spreadsheet software.
37.02	Access and research the Internet.
37.03	Analyze situations in which technology can positively and negatively impact customer service.
37.04	Implement techniques to protect confidential messages that are transmitted via technology.

37.05	Read and correctly interpret data using call center statistical software.
38.0	Use information technology tools. The student will be able to:
38.01	Use personal information management (PIM) applications to increase workplace efficiency.
38.02	Employ technological tools to expedite workflow including word processing, databases, reports, spreadsheets, multimedia presentations, electronic calendar, contacts, e-mail, and internet applications.
38.03	Employ computer operations applications to access, create, manage, integrate, and store information.
38.04	Employ collaborative/groupware applications to facilitate group work.
39.0	Demonstrate leadership and teamwork skills needed to accomplish team goals and objectives. The student will be able to:
39.01	Employ leadership skills to accomplish organizational goals and objectives.
39.02	Establish and maintain effective working relationships with others in order to accomplish objectives and tasks.
39.03	Conduct and participate in meetings to accomplish work tasks.
39.04	Employ mentoring skills to inspire and teach others.
40.0	Solve problems using critical thinking skills, creativity and innovation. The student will be able to:
40.01	Employ critical thinking skills independently and in teams to solve problems and make decisions.
40.02	Employ critical thinking and interpersonal skills to resolve conflicts.
40.03	Identify and documents workplace performance goals and monitor progress toward those goals.
40.04	Conduct technical research to gather information necessary for decision-making.
41.0	Demonstrate the importance of health, safety, and environmental management systems in organizations and their importance to organizational performance and regulatory compliance. The student will be able to:
41.01	Describe personal and jobsite safety rules and regulations that maintain safe and healthy work environments.
41.02	Explain emergency procedures to follow in response to workplace accidents.
41.03	Create a disaster and/or emergency response plan.
42.0	Describe the roles within teams, work units, departments, organizations, inter-organizational systems, and the larger environment. The student will be able to:
42.01	Describe the nature and types of business organizations.
42.02	Explain the effect of key organizational systems on performance and quality.

42.03	List and describe quality control systems and/or practices common to the workplace.
42.04	Explain the impact of the global economy on business organizations.
43.0	Demonstrate money-management concepts, procedures and strategies. The student will be able to:
43.01	Identify and describe the services and legal responsibilities of financial institutions.
43.02	Describe the effect of money management on career goals.
43.03	Develop a budget and financial goals.
43.04	Complete financial instruments for making deposits and withdrawals.
43.05	Maintain financial records.
43.06	Read and reconcile financial statements.
43.07	Research, compare and contrast investment opportunities.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Business Cooperative Education Organization and Management
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B079998
CIP Number	05079999OM
Grade Level	30, 31
Standard Length	Multiple hours
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	Phi Beta Lambda BPA
SOC Codes	Varies
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml
Basic Skills Level	N/A

Purpose

This course provides Business Cooperative Education students with a common class that can be used to reinforce and provide additional competencies in their selected Business Technology Education Program.

A student may earn multiple credits in this course.

The content includes but is not limited to maintaining job related forms and instruction in subjects related to the specific job that the student is performing.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of multiple occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the course listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
*	B079998	Business Cooperative Education Organization and Management	ANY BUS ED w/TC COOP ED @7 BUS ED 1 @2 TC COOP ED @7 VOE @7	Multiple hours	*

** The OCP and SOC Codes recorded for this course vary according to the originating program.*

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels.
- 02.0 Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance.
- 03.0 Practice quality performance in the learning environment and the workplace.
- 04.0 Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance.
- 05.0 Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace to accomplish job objectives and enhance workplace performance.
- 06.0 Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals.
- 07.0 Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals.
- 08.0 Demonstrate human relations/interpersonal skills appropriate for the workplace.
- 09.0 Perform office functions and responsibilities to accomplish job objectives and enhance workplace performance.

Florida Department of Education
Student Performance Standards

Program Title: Business Cooperative Education Organization and Management
Career Certificate Program Number: B079998

Course Number: B079998	
Occupational Completion Point: Varies	
Business Cooperative Education Organization and Management – Multiple Hours – SOC Code Varies	
01.0	Apply communication skills (reading, writing, speaking, listening, and viewing) in a courteous, concise, and correct manner on personal and professional levels. The student will be able to:
01.01	Function as a team member and participate in group discussions to identify and resolve problems.
01.02	Organize and lead discussions.
01.03	Use appropriate etiquette and manners when communicating with people of varying cultures.
02.0	Use technology to enhance the effectiveness of communications in order to accomplish job objectives and enhance workplace performance. The student will be able to:
02.01	Demonstrate effective and efficient use of a variety of telephone features and equipment for business communications.
03.0	Practice quality performance in the learning environment and the workplace. The student will be able to:
03.01	Apply appropriate organizational skills to manage time and resources.
03.02	Demonstrate job performance skills in the chosen occupation.
03.03	Demonstrate increasingly higher levels of productivity in the chosen occupation.
03.04	Perform tasks as outlined in the OJT training plan.
03.05	Maintain appropriate OJT records (e.g., training agreement, training plan, time cards, and employer forms).
04.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
04.01	Project a professional image through appropriate business attire, ethical behavior, personal responsibility, flexibility, and respect for confidentiality.
04.02	Follow accepted rules, regulations, policies, and workplace safety.
04.03	Apply decision-making processes to business applications.
04.04	Demonstrate good work habits.

04.05	Determine priorities for assigned tasks.
04.06	Determine appropriate actions to take in chain of command situations.
04.07	Demonstrate knowledge of parliamentary procedure (e.g., Robert's Rules of Order).
04.08	Participate in Future Business Leaders of America/Phi Beta Lambda activities.
05.0	Apply mathematical operations and processes as well as financial planning strategies to commonly occurring situations in the workplace and to accomplish job objectives and enhance workplace performance. The student will be able to:
05.01	Apply appropriate mathematical processes to complete personal finance activities (e.g., maintain a checking account, reconcile a bank statement, and prepare income tax forms).
06.0	Assess personal strengths and weaknesses as they relate to job objectives, career exploration, personal development, and life goals. The student will be able to:
06.01	Analyze school and work evaluation to assess strengths, weaknesses, and areas for improvement.
07.0	Incorporate knowledge gained from individual assessment and job/career exploration to design an individual career plan that reflects the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
07.01	Demonstrate job seeking skills required for entry-level employment (e.g., resume, application, interview, and follow up).
07.02	Refine and implement a plan to facilitate personal growth and skill development related to anticipated job requirements and career expectations.
07.03	Create and use a portfolio in a job search process.
07.04	Model behavior that contributes to a successful interview.
08.0	Demonstrate human relations/interpersonal skills appropriate for the workplace. The student will be able to:
08.01	Accept constructive criticism.
08.02	Develop professional workplace relationship skills both internally and externally to include team building, group dynamics, and conflict resolution.
08.03	Practice appropriate interpersonal skills working with and for others.
09.0	Perform office functions and responsibilities to accomplish job objectives and enhance workplace performance. The student will be able to:
09.01	Perform office tasks (e.g., filing and records management, scheduling, reprographics, mail handling).

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

The **Cooperative Education Manual** is available on-line and has guidelines for students, teachers, employers, parents and other administrators and sample training agreements. It can be accessed on the DOE Website at <http://fldoe.org/academics/career-adult-edu/career-tech-edu/additional-cte-programs-courses/diversified-edu.stml>.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:
<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Court Reporting Technology
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program	
Program Number	B600100
CIP Number	0522030311
Grade Level	30, 31
Standard Length	750 hours
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	Phi Beta Lambda BPA
SOC Codes	23-2091 – Court Reporters
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml
Basic Skills Level	Computation (Mathematics): 10 Communications (Reading Language Arts): 12

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as court reporters, scopists, and transcriptionists in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to using the steno writer to record examination proceedings, testimony, judicial opinion, judge's charge to jury, judgment or sentence of court, or other proceedings. Instruction includes specialized terminology and procedures used in the legal, medical, industry, insurance, and governmental fields as well as skills for recording multiple-voice. The content prepares persons to use stenographic skills to record speakers in addition to the preparation of transcripts. Concepts of legal, medical, and related industries are included in this program so that students may function effectively.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of one occupational completion point.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the postsecondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Length	SOC Code
A	OTA0039	Court Reporting Fundamentals	BUS ED 1 @2 SECRETAR 7 G TC COOP ED @7 G VOE @7	150 hours	23-2091
	OTA0044	Court Reporting Technology I		150 hours	
	OTA0045	Court Reporting Technology II		300 hours	
	OTA0046	Court Reporting Technology III		150 hours	

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Perform e-mail activities.
- 02.0 Use computer networks, internet and online databases to facilitate collaborative or individual learning and communication.
- 03.0 Demonstrate knowledge of legal principles and terminology.
- 04.0 Demonstrate employability skills.
- 05.0 Demonstrate mathematics knowledge and skills.
- 06.0 Demonstrate language arts knowledge and skills.
- 07.0 Demonstrate comprehension and communication skills.
- 08.0 Perform electronic steno writer shorthand skills.
- 09.0 Demonstrate knowledge of computer/information systems.
- 10.0 Perform electronic steno writer shorthand skills.
- 11.0 Perform oral and written communication activities.
- 12.0 Demonstrate knowledge of computer/information systems.
- 13.0 Demonstrate employability skills.
- 14.0 Perform steno writer shorthand skills.
- 15.0 Perform oral and written communication activities.
- 16.0 Demonstrate knowledge of computer/information systems.
- 17.0 Participate in work-based learning activities.

Florida Department of Education
 Student Performance Standards

Program Title: Court Reporting Technology
 Career Certificate Program Number: B600100

Course Number: OTA0039	
Occupational Completion Point: A	
Court Reporting Fundamentals – 150 Hours – SOC Code 23-2091	
01.0	Perform e-mail activities. The student will be able to:
01.01	Describe and perform e-mail capabilities and functions. Create and send messages, manage signature and automated messages. Save, send, schedule, and manage junk mail, e-mail and spam. Configure message sensitivity, security and delivery options.
01.02	Use the Internet to perform e-mail activities, including: attaching external files, saving e-mail attachments, viewing mailbox details, establishing appointments, creating contact groups, and sending a meeting to a contact group to communicate in the workplace.
01.03	Adhere to cyber safety practices regarding Internet searches, email, chat rooms, and other social network websites.
02.0	Use computer networks, internet and online databases to facilitate collaborative or individual learning and communication. The student will be able to:
02.01	Demonstrate how to connect to the Internet and use appropriate Internet protocol.
02.02	Demonstrate proficiency using basic features of GUI browsers, including: bookmarks, basic configurations, e-mail configurations, and address books.
02.03	Configure appropriate browser security configurations.
02.04	Demonstrate proficiency using search engines and search tools.
03.0	Demonstrate knowledge of legal principles and terminology. The student will be able to:
03.01	Research basic legal terms
03.02	Identify and define legal and Latin terminologies.
03.03	Identify basic legal concepts including civil and criminal law.
03.04	Explain the various court systems.
03.05	Explain the judicial system, including discovery, trial, hearings, administrative, and appellate processes.

03.06	Explain the legislative, executive, and governmental processes.
03.07	Demonstrate knowledge of various methods of researching legal citations including the use of current technology.
04.0	Demonstrate employability skills. The student will be able to:
04.01	Complete application forms.
04.02	Compose and create resumes.
04.03	Compose and create application letters.
04.04	Demonstrate appropriate job interview skills.
04.05	Demonstrate appropriate dress and grooming.
04.06	Conduct a job search.
04.07	Identify or demonstrate appropriate responses to criticism from employer, supervisor, or other employees.
04.08	Identify and demonstrate acceptable work habits.
04.09	Demonstrate knowledge of how to make job changes appropriately.
04.10	Demonstrate knowledge of the "Florida Right-To-Know Law" as recorded in Florida Statutes Chapter 442.
05.0	Demonstrate mathematics knowledge and skills. The student will be able to:
05.01	Demonstrate knowledge of arithmetic operations.
05.02	Perform mathematical calculations on the calculator and/or computer.
06.0	Demonstrate language arts knowledge and skills. The student will be able to:
06.01	Locate, comprehend and evaluate key elements of oral and written information.
06.02	Draft, revise, and edit written documents using correct grammar, punctuation and vocabulary.
06.03	Apply basic and advanced rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
07.0	Demonstrate basic steno writer skills. The student will be able to:
07.01	Demonstrate basic steno writer skills.

Course Number: OTA0044
Occupational Completion Point: A
Court Reporting Technology I – 150 Hours – SOC Code 23-2091

08.0	Demonstrate comprehension and communication skills. The student will be able to:
08.01	Read and comprehend technical and non-technical reading assignments related to course content, including, books, magazines and electronic sources.
08.02	Use appropriate vocabulary.
09.0	Perform stenographic skills. The student will be able to:
09.01	Write the spoken word contained for the assigned real-time translation of theory lessons with punctuation, speed and accuracy on a steno writer.
09.02	Read back from steno notes, computer screens, or steno writers distinctly and with authority.
09.03	Use proper spelling in all transcriptions.
09.04	Analyze stenographic notes and transcription techniques.
09.05	Continue development of speed and accuracy writing real-time translation theory on a steno writer.
10.0	Demonstrate knowledge of computer/information systems. The student will be able to:
10.01	Perform care and maintenance of basic computer hardware.
10.02	Install and remove software from a computer.
10.03	Setup a real-time system.

Course Number: OTA0045
Occupational Completion Point: A
Court Reporting Technology II – 300 Hours – SOC Code 23-2091

11.0	Perform stenographic skills. The student will be able to:
11.01	Write the spoken word contained for the assigned real-time translation of theory lessons with punctuation, speed and accuracy on a steno writer.
11.02	Read back from plated and student's own steno notes, computer screens, or steno writers distinctly and with authority.
11.03	Use proper spelling in all transcriptions.
11.04	Analyze stenographic notes and transcription techniques.
11.05	Continue development of speed and accuracy writing real-time translation theory on a steno writer.
12.0	Perform oral and written communication activities. The student will be able to:
10.04	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
10.05	Use appropriate vocabulary.
13.0	Demonstrate knowledge of computer/information systems. The student will be able to:
10.06	Demonstrate proficiency of a computer-aided transcription (CAT) system.
10.07	Perform data and dictionary archival.

Course Number: OTA0046
Occupational Completion Point: A
Court Reporting Technology III – 150 Hours – SOC Code 23-2091

14.0	Perform stenographic skills. The student will be able to:
14.01	Write the spoken word contained for the assigned real-time translation of theory lessons with punctuation, speed and accuracy on a steno writer.
14.02	Read back from plated and student's own steno notes, computer screens, or steno writers distinctly and with authority.
14.03	Analyze stenographic notes and transcription techniques.
14.04	Continue development of speed and accuracy writing real-time translation theory on a steno writer.
15.0	Perform oral and written communication activities. The student will be able to:
15.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
15.02	Use appropriate vocabulary.
16.0	Demonstrate knowledge of computer/information systems. The student will be able to:
16.01	Assume the role of the Court Reporting Technologist in the production of documents.
16.02	Demonstrate basic proficiency of a computer-aided transcription (CAT) system.
16.03	Perform data and dictionary archival.
17.0	Participate in work-based learning activities. The student will be able to:
17.01	Participate in work-based learning experiences as a Court Reporting Technologist.
17.02	Identify appropriate reference sources used in transcript preparation including the Internet and the CR forum.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

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Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Curriculum Framework

Program Title: Court Reporting 2
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program

Program Number	B700600	
CIP Number	0522030305	
Grade Level	30, 31	
Standard Length	600 hours	
Teacher Certification	Refer to the <u>Program Structure</u> section.	
CTSO	Phi Beta Lambda, BPA	
SOC Codes	23-2091 – Court Reporters	
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml	
Basic Skills Level	Computation (Mathematics): 10	Communication (Reading Language Arts): 12

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as court reporters, scopists, and transcriptionists in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to using the stenewriter to record examination proceedings, testimony, judicial opinion, judge’s charge to jury, judgment or sentence of court, or other proceedings. Instruction includes specialized terminology and procedures used in the legal, medical, industry, insurance, and governmental fields as well as skills for recording multiple-voice. The content prepares persons to use stenographic skills to record speakers in addition to the preparation of transcripts. Concepts of legal, medical, and related industries are included in this program so that students may function effectively.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of one occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the post-secondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Course Length	SOC Code
A	OTA0047	Court Reporting Scopist I	BUS ED 1 @2 SECRETAR 7 G TC COOP ED @ 7 G VOE @7	600 hours	23-2091

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Perform stenographic skills.
- 02.0 Demonstrate knowledge of computer operating systems.
- 03.0 Demonstrate proficiency of a computer-aided transcription (CAT) system.
- 04.0 Demonstrate knowledge of legal principles and terminology.

Florida Department of Education
Student Performance Standards

Program Title: Court Reporting 2
Career Certificate Program Number: B700600

Course Number: OTA0047	
Occupational Completion Point: A	
Court Reporting Scopist I – 600 Hours – SOC Code 23-2091	
01.0	Perform stenographic skills. The student will be able to:
01.01	Write and transcribe tests at incremental speeds on unfamiliar material in literary, jury charge, and 2-voice testimony.
01.02	Write punctuation on the steno writer by means of a real-time translation theory to punctuate and format transcriptions correctly.
01.03	Read distinctly and with authority dictated material from steno notes or from real-time screens, quickly locating portions to be read.
01.04	Analyze stenographic notes and transcription techniques.
01.05	Continue development of speed and accuracy.
02.0	Demonstrate knowledge of computer operating systems. The student will be able to:
02.01	Perform care and maintenance of basic computer hardware and setup of a real-time system.
02.02	Create files in various formats such as ASCII or RTF, and transfer to other media, e.g. CD, disk, jump, zip drive, or other state-of-the-art media format.
02.03	Use appropriate computer terminology.
03.0	Demonstrate proficiency of a computer-aided transcription (CAT) system. The student will be able to:
03.01	Demonstrate understanding of computer-aided transcription terminology.
03.02	Correctly format two-voice testimony.
03.03	Correctly write colloquy symbols on the steno writer and correctly format three- and four-voice testimony.
03.04	Proofread transcripts and documents.
03.05	Produce a transcript, which includes reading, translating, editing, printing, and using parentheticals and template/layout files.
03.06	Dictionary management to include creating job dictionaries, loading job dictionaries in proper sequence, editing of dictionary entries, adding new entries, and archival of dictionary files.

03.07 Produce a complete and accurate transcript of at least ten pages on a computer-aided transcription (CAT) system from the student's own stenographic notes, which includes: title page, index, jury charge (if applicable), direct and cross-examination, parentheticals, colloquy, and signature page(s).

04.0 Demonstrate knowledge of legal principles and terminology. The student will be able to:

04.01 Use appropriate legal terminology.

04.02 Transcribe legal material dictated live or from audio and/or video recordings.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Special Notes

MyCareerShines is an interactive resource to assist students in identifying their ideal career and to enhance preparation for employment. Teachers are encouraged to integrate this resource into the program curriculum to meet the employability goals for each student. Access MyCareerShines by visiting: www.mycareershines.org.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

**Florida Department of Education
Curriculum Framework**

Program Title: Court Reporting 3
Program Type: Career Preparatory
Career Cluster: Business Management and Administration

Career Certificate Program	
Program Number	B700700
CIP Number	0522030306
Grade Level	30, 31
Standard Length	1500 hours
Teacher Certification	Refer to the <u>Program Structure</u> section.
CTSO	Phi Beta Lambda, BPA
SOC Codes	23-2091 – Court Reporters
CTE Program Resources	http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml
Basic Skills Level	Computation (Mathematics): 10 Communications (Reading Language Arts): 12

Purpose

This program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers such as court reporters, scopists, and transcriptionists in the Business Management and Administration career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Business Management and Administration career cluster.

The content includes but is not limited to using the stenewriter to record examination proceedings, testimony, judicial opinion, judge's charge to jury, judgment or sentence of court, or other proceedings. Instruction includes specialized terminology and procedures used in the legal, medical, industry, insurance, and governmental fields as well as skills for recording multiple-voice. The content prepares persons to use the steno writer to record speakers in addition to the preparation of transcripts. Concepts of legal, medical, and related industries are included in this program so that students may function effectively.

Additional Information relevant to this Career and Technical Education (CTE) program is provided at the end of this document.

Program Structure

This program is a planned sequence of instruction consisting of two occupational completion points.

This program is comprised of courses which have been assigned course numbers in the SCNS (Statewide Course Numbering System) in accordance with Section 1007.24 (1), F.S. Career and Technical credit shall be awarded to the student on a transcript in accordance with Section 1001.44(3)(b), F.S.

To teach the courses listed below, instructors must hold at least one of the teacher certifications indicated for that course.

The following table illustrates the post-secondary program structure:

OCP	Course Number	Course Title	Teacher Certification	Course Length	SOC Code
A	OTA0048	Court Reporter 1	BUS ED 1 @2 SECRETAR 7 G TC COOP ED @ 7 G VOE @7	375 hours	23-2091
	OTA0049	Court Reporter 2		375 hours	
	OTA0051	Court Reporter 3		375 hours	
B	OTA0052	Court Reporter 4		375 hours	

Common Career Technical Core – Career Ready Practices

Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a Career Pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.
3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

Standards

After successfully completing this program, the student will be able to perform the following:

- 01.0 Perform steno writer skills.
- 02.0 Perform oral and written communication activities.
- 03.0 Demonstrate knowledge of medical terminology.
- 04.0 Demonstrate proficiency of a computer-aided transcription (CAT) system.
- 05.0 Participate in work-based learning activities.
- 06.0 Perform steno writer skills.
- 07.0 Perform oral and written communication activities.
- 08.0 Demonstrate knowledge of legal principles and terminology.
- 09.0 Demonstrate proficiency of a computer-aided transcription (CAT) system.
- 10.0 Participate in work-based learning activities.
- 11.0 Perform steno writer skills.
- 12.0 Perform oral and written communication activities.
- 13.0 Demonstrate proficiency of a computer-aided transcription (CAT) system.
- 14.0 Demonstrate knowledge of court reporting procedures.
- 15.0 Demonstrate employability and entrepreneurship skills.
- 16.0 Demonstrate personal money-management concepts, procedures, and strategies.
- 17.0 Participate in work-based learning activities.
- 18.0 Perform steno writer skills.
- 19.0 Participate in work-based learning activities.
- 20.0 Demonstrate professional ethics and legal responsibilities.
- 21.0 Prepare for court reporter certification.

Florida Department of Education
 Student Performance Standards

Program Title: Court Reporting 3
Career Certificate Program Number: B700700

Prior to enrolling in this course, it is recommended that students complete Court Reporting 2 (B700600) or demonstrate mastery of the appropriate competencies. After completing the following additional competencies and those listed in courses OTA0049 and OTA0051, the student will have achieved Occupational Completion Point A. After completing the additional competencies in OTA0052, the student will have achieved Occupational Completion Point B, Court Reporter, SOC Code 23-2091, and the student will be able to:

Course Number: OTA0048	
Occupational Completion Point: A	
Court Reporter 1 – 375 Hours – SOC Code 23-2091	
01.0	Perform steno writer skills. The student will be able to:
01.01	Pass at least one five-minute steno writer evaluation with at least 95% accuracy dictated at a minimum of 120 wpm on literary material.
01.02	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 120 wpm on two-voice testimony material.
01.03	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 120 wpm on jury charge material.
01.04	Develop the ability to write punctuation on the steno writer and to punctuate and format transcriptions correctly.
01.05	Develop speed and proficiency in two-voice testimony and correctly format two-voice testimony.
01.06	Correctly write colloquy symbols on the steno writer and correctly format three- and four-voice testimony.
01.07	Develop skill, speed, and proficiency on legal opinion and jury charge material.
01.08	Develop and apply legal vocabulary.
01.09	Continue building speed on literary material, including topics in current events.
01.10	Use proper spelling in all transcriptions.
01.11	Read back distinctly and with authority dictated material from steno notes or from real-time screens, quickly locating portions to be read back.
01.12	Analyze stenographic notes and transcription techniques.

02.0	Perform oral and written communication activities. The student will be able to:
02.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
03.0	Demonstrate knowledge of medical terminology. The student will be able to:
03.01	Identify the musculoskeletal system and the other body systems and functions.
03.02	Identify and spell medical terms including prefixes, root words, and suffixes.
03.03	Identify and spell mental and physical diseases, psychological terms, and drugs.
03.04	Use appropriate medical reference sources.
03.05	Transcribe medical material dictated live or from audio and/or video recordings.
04.0	Demonstrate proficiency of a computer-aided transcription (CAT) system. The student will be able to:
04.01	Create files in various formats such as ASCII or RTF, and transfer to other media, e.g. CD, disk, jump, zip drive, or other state-of-the-art media format.
04.02	Perform dictionary management to include creating job dictionaries, loading job dictionaries in proper sequence, editing of dictionary entries, adding new entries, and archival of jobs and dictionary files.
05.0	Participate in work-based learning activities. The student will be able to:
05.01	Participate in work-based learning experiences as a Court Reporter.

Course Number: OTA0049
Occupational Completion Point: A
Court Reporter 2 – 375 Hours – SOC Code 23-2091

06.0	Perform steno writer skills. The student will be able to:
06.01	Pass at least one five-minute steno writer evaluation with at least 95% accuracy dictated at a minimum of 160 wpm on literary material.
06.02	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 160 wpm on two-voice testimony material.
06.03	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 160 wpm on jury charge material.
06.04	Develop the ability to write punctuation on the steno writer and to correctly punctuate and format transcriptions.
06.05	Develop skill, speed and proficiency in two-voice testimony, and correctly format two-voice testimony.
06.06	Correctly write colloquy symbols on the steno writer and correctly format three- and four-voice testimony.
06.07	Develop speed and proficiency on jury charge material and correctly format transcriptions.
06.08	Develop speed and proficiency on literary material including legal opinions and current events, and correctly format transcriptions.
06.09	Read back distinctly and with authority dictated material from steno notes or from real-time screens, quickly locating portions to be read back.
06.10	Analyze stenographic notes and transcription techniques.
07.0	Perform oral and written communication activities. The student will be able to:
07.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
08.0	Demonstrate knowledge of legal principles and terminology. The student will be able to:
08.01	Develop and apply legal vocabulary.
09.0	Demonstrate proficiency of a computer-aided transcription (CAT) system. The student will be able to:
09.01	Create and archive files in various formats such as ASCII or RTF, and transfer to other media, e.g. CD, disk, jump, zip drive, or other state-of-the-art media format.
09.02	Perform dictionary management to include creating job dictionaries, loading job dictionaries in proper sequence, editing of dictionary entries, adding new entries, and archival of jobs and dictionary files.
10.0	Participate in work-based learning activities. The student will be able to:
10.01	Participate in work-based learning experiences as a Court Reporter.

Course Number: OTA0051
Occupational Completion Point: A
Court Reporter 3 – 375 Hours – SOC Code 23-2091

11.0	Perform steno writer skills. The student will be able to:
11.01	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 180 wpm on literary material.
11.02	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 200 wpm on two-voice testimony material.
11.03	Pass at least one five-minute steno writer evaluation with at least 95 percent accuracy dictated at a minimum of 200 wpm on jury charge material.
11.04	Develop the ability to write punctuation on the steno writer and to correctly punctuate and format transcriptions.
11.05	Develop speed and proficiency in two-voice testimony and correctly format two-voice testimony.
11.06	Correctly write colloquy symbols on the steno writer and correctly format three and four-voice testimony.
11.07	Develop speed and proficiency in jury charge and literary material including legal opinions and topics on local, national, and international current events.
11.08	Read back distinctly and with authority dictated material from steno notes or from real-time screens, quickly locating portions to be read back.
11.09	Analyze stenographic notes and transcription techniques.
12.0	Perform oral and written communication activities. The student will be able to:
12.01	Apply rules of English grammar, spelling, punctuation, and capitalization to sentences, paragraphs, compositions, and transcripts.
13.0	Demonstrate proficiency of a computer-aided transcription (CAT) system. The student will be able to:
13.01	Produce a five-page, first pass transcript with a goal of 95% translation rate.
14.0	Demonstrate knowledge of court reporting procedures. The student will be able to:
14.01	Assume the role of the real-time reporter through simulated trials, hearings, and depositions by performing the following functions: administering an oath/affirmation; marking and handling exhibits; exercising responsibility for reporting the proceeding; indexing and archiving steno notes/CAT files, interrupting a speaker; obtaining spellings of proper names; identifying speakers in a multi-speaker situation; handling discussions off the record; indicating non-verbal actions; certifying questions; reporting interpreted proceedings; handling reading and signing of depositions..
14.02	Report and transcribe voir dire of the jury and witnesses and the polling of the jury.
14.03	Prepare a salable transcript of an actual or simulated court proceeding by producing at least 10 pages of transcript in two hours or less including title page, index, direct and cross examination, jury charge/opening and/or closing statements, and certification page.
14.04	Demonstrate knowledge of the FCRA Code of Ethics.

14.05	Demonstrate knowledge of the NCRA Code of Professional Ethics.
14.06	Distinguish among four general work categories: freelance, official, Communications Access Real-time Translation, and broadcast captioning.
14.07	Demonstrate knowledge of the use of video equipment in trials and depositions and of NCRA's CLVS program.
15.0	Demonstrate employability and entrepreneurship skills. The student will be able to:
15.01	Identify and demonstrate positive work behaviors needed to be employable.
15.02	Develop personal career plan that includes goals, objectives, and strategies.
15.03	Examine licensing, certification, and industry credentialing requirements.
15.04	Maintain a career portfolio to document knowledge, skills, and experience.
15.05	Evaluate and compare employment opportunities that match career goals.
15.06	Identify and exhibit traits for retaining employment.
15.07	Identify opportunities and research requirements or career advancement.
15.08	Research the benefits of ongoing professional development.
15.09	Examine and describe entrepreneurship opportunities as a career planning option.
16.0	Demonstrate personal money-management concepts, procedures, and strategies. The student will be able to:
16.01	Describe the effect of money management on personal and career goals.
16.02	Develop a personal budget and financial goals.
16.03	Maintain financial records.
16.04	Research, compare and contrast investment opportunities.
17.0	Participate in work-based learning activities. The student will be able to:
17.01	Participate in work-based learning experiences as a Court Reporter.

Course Number: OTA0052
Occupational Completion Point: B
Court Reporter 4 – 375 Hours – SOC Code 23-2091

18.0	Perform steno writer skills. The student will be able to:
18.01	Pass three five-minute steno writer evaluations with at least 95 percent accuracy dictated at a minimum of 225 wpm on two-voice testimony material as specified by the National Court Reporters Association.
18.02	Pass three five-minute steno writer evaluations with at least 95 percent accuracy dictated at a minimum of 200 wpm on jury charge material as specified by the National Court Reporters Association.
18.03	Pass three five-minute steno writer evaluations with at least 95 percent accuracy dictated at a minimum of 180 wpm on literary material as specified by the National Court Reporters Association.
19.0	Participate in work-based learning activities. The student will be able to:
19.01	Participate in a court reporting internship for a minimum of 40 hours.
19.02	Prepare a 40-page salable transcript taken from the freelance, the official, or the real-time reporting internship.
19.03	Prepare a written or oral narrative summarizing the internship experience.
20.0	Demonstrate professional ethics and legal responsibilities. The student will be able to:
20.01	Evaluate and justify decisions based on ethical reasoning.
20.02	Evaluate alternative responses to workplace situations based on personal, professional, ethical, legal responsibilities, and employer policies.
20.03	Identify and explain personal and long-term consequences unethical or illegal behaviors in the workplace.
20.04	Interpret and explain written organizational policies and procedures.
21.0	Prepare for court reporter certification. The student will be able to:
21.01	Review court reporting terminology and procedures with a goal of passing the state or national written knowledge tests.
21.02	Transcribe a simulated Registered Professional Reporter (RPR) skills test at the following speeds: 225 wpm testimony (2-voice), 200 wpm jury charge, and 180 wpm literary with no more than 3.75 hours of transcription time.

Additional Information

Laboratory Activities

Laboratory investigations that include scientific inquiry, research, measurement, problem solving, emerging technologies, tools and equipment, as well as, experimental, quality, and safety procedures are an integral part of this career and technical program/course. Laboratory investigations benefit all students by developing an understanding of the complexity and ambiguity of empirical work, as well as the skills required to manage, operate, calibrate and troubleshoot equipment/tools used to make observations. Students understand measurement error; and have the skills to aggregate, interpret, and present the resulting data. Equipment and supplies should be provided to enhance hands-on experiences for students.

Career and Technical Student Organization (CTSO)

Phi Beta Lambda and Business Professionals of America (BPA) are the intercurricular career and technical student organizations providing leadership training and reinforcing specific career and technical skills. Career and Technical Student Organizations provide activities for students as an integral part of the instruction offered.

Cooperative Training – OJT

On-the-job training is appropriate but not required for this program. Whenever offered, the rules, guidelines, and requirements specified in the OJT framework apply.

Basic Skills

In a Career Certificate Program offered for 450 hours or more, in accordance with Rule 6A-10.040, F.A.C., the minimum basic skills grade levels required for postsecondary adult career and technical students to complete this program are: Computation (Mathematics) and Communications (Language and Reading 9). These grade level numbers correspond to a grade equivalent score obtained on a state designated basic skills examination.

Adult students with disabilities, as defined in Section 1004.02, Florida Statutes, may be exempted from meeting the Basic Skills requirements (Rule 6A-10.040). Students served in exceptional student education (except gifted) as defined in s. 1003.01, F.S., may also be exempted from meeting the Basic Skills requirement. Each school district and Florida College System Institution must adopt a policy addressing procedures for exempting eligible students with disabilities from the Basic Skills requirement as permitted in Section 1004.91.

Accommodations

Federal and state legislation requires the provision of accommodations for students with disabilities to meet individual needs and ensure equal access. Postsecondary students with disabilities must self-identify, present documentation, request accommodations if needed, and develop a plan with their counselor and/or instructors. Accommodations received in postsecondary education may differ from those received in secondary education. Accommodations change the way the student is instructed. Students with disabilities may need accommodations in such areas as instructional methods and materials, assignments and assessments, time demands and schedules, learning environment, assistive technology and special communication systems. Documentation of the accommodations requested and provided should be maintained in a confidential file.

Note: postsecondary curriculum and regulated secondary programs cannot be modified.

Additional Resources

For additional information regarding articulation agreements, Bright Futures Scholarships, Fine Arts/Practical Arts Credit and Equivalent Mathematics and Equally Rigorous Science Courses please refer to:

<http://www.fldoe.org/academics/career-adult-edu/career-tech-edu/program-resources.stml>.

Florida Department of Education
Student Performance Standards

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

This core course is designed to provide a basic overview of current business and information systems and trends, and to introduce students to fundamental skills required for today's business and academic environments. Emphasis is placed on developing fundamental computer skills. The intention of this course is to prepare students to be successful both personally and professionally in an information-based society. Digital Information Technology includes the exploration and use of: databases, the internet, social media, spreadsheets, presentation applications, management of personal information and email, word processing and document manipulation, HTML, web page design, and the integration of these programs using software that meets industry standards.

To teach the Digital Information Technology (8207310) course, instructors must hold at least one of the teacher certifications listed below. It is recommended that teachers hold the most appropriate certification based on the CTE program in which they are assigned.

Course Number	Course Title	Teacher Certification	Length	Level	Graduation Requirement
8207310	Digital Information Technology	ACCTING @7 7 G BANK FINC @7 7 G BUS ED 1 @2 COMM ART @7 7 G COMP PROG 7 G COMPU SCI 6 CYBER TECH 7 G INFO TECH 7 G MANAG SUPV 7 G MKTG 1 @2 MKTG MGMT 7 G WEB DEV 7 G	1 credit	2	PA

Course Title: Digital Information Technology
Course Number: 8207310

CTE Standards and Benchmarks

01.0 Demonstrate knowledge, skill, and application of information technology to accomplish job objectives and enhance workplace performance. The student will be able to:

01.01 Develop keyboarding skills to enter and manipulate text and data.

01.02 Describe and use current computer technology and software to perform personal and business related tasks in the workplace (e.g., e-mail, digital calendars, meetings, appointments).

01.03 Differentiate between types of file systems and classify common file extensions based on software application programs used in the workplace environment.

01.04 Utilize the Internet to find reliable resources and reference materials (e.g., on-line help, tutorials, manuals).

01.05 Apply research strategies to use and evaluate electronic research technologies for valid and reliable information.

01.06 Demonstrate basic computer file management skills (e.g., naming, saving, retrieving, and organizing).

01.07 Analyze the process of troubleshooting problems with computer hardware peripherals, including input and output devices.

01.08 Describe ethical issues and problems associated with computers and information technology (e.g., fair use, privacy, public domain, copyright, piracy, plagiarism).

01.09 Explain the history and purpose of various operating systems (e.g., DOS, Windows, Mac, and Unix/Linux).

02.0 Develop an awareness of microcomputers. The student will be able to:

02.01 Explain the general architecture of a microcomputer system.

02.02 Explain the need for and demonstrate proficiency using common peripherals (e.g., printers, mouse, keyboard, external hard drive, flash drive).

02.03 Examine the concepts of computer maintenance and upgrades.

03.0 Demonstrate an understanding of networks. The student will be able to:

03.01 Differentiate between types of networks and how they work (e.g., clients, servers, Wi-Fi, teleconference)

03.02	Identify security needs within a network environment (e.g., antivirus software, passwords).
03.03	Distinguish between intranets, extranets and how they relate to the Internet.
03.04	Demonstrate basic understanding of cloud computing.
04.0	Use word processing applications to enhance the effectiveness of various types of documents and communication. The student will be able to:
04.01	Select and use word processing software and accompanying features to create and enhance various written business communications (e.g., memos, reports, block business letters).
04.02	Save and export documents in various formats (e.g., pdf, html, blog, hyperlinks).
04.03	Format text content in a document (e.g., font, paragraph attributes, spacing, text styles, text boxes).
04.04	Manipulate page layout and reusable content (e.g., page setup, themes, templates, page backgrounds, headers and footers).
04.05	Perform various image-editing tasks using word-processing software to create and format images, illustrations, shapes, etc.
04.06	Proofread and revise documents by validating content through the use of word processing tools (e.g. spell check, thesaurus, find/replace, autocorrect settings).
04.07	Insert citations and hyperlinks, create end and footnotes, and create a table of contents in a document.
04.08	Perform various mail merge options, macros and tracking revisions.
04.09	Demonstrate an understanding of fonts (serif and sans serif) and font styles (bold, italic, etc.)
05.0	Use presentation applications to enhance communication skills. The student will be able to:
05.01	Manage and configure the presentation software environment (e.g., adjusting views, manipulating slide settings, configuring toolbar and file options).
05.02	Use presentation software to format and edit slides (e.g., adding and removing slides, slide layouts, format slide design, insert or format placeholders).
05.03	Locate, create and incorporate graphical and multimedia elements, including: shapes, graphics, images, bullets, hyperlinks, video, and audio into a slide presentation.
05.04	Enhance overall visual presentation by applying font selection, design themes, color schemes, templates, etc.
05.05	Create and manipulate graphical and multimedia elements using additional styles and effects (e.g., color selections, tone, contrast, shadows, picture styles).

05.06	Demonstrate various business-related elements that can be created, embedded and manipulated in a slide presentation, including: charts, graphs, tables, media, spreadsheets, and illustrations.
05.07	Customize presentation settings by using appropriate slide transitions and animations (e.g., on click, rehearsed timings)
05.08	Demonstrate different delivery methods for slide presentations, including: online delivery and sharing, video projection, printing options.
06.0	Use spreadsheet applications to enhance communication skills. The student will be able to:
06.01	Manipulate the worksheet by using the ribbon tabs, group settings, importing data/database, manipulating properties, files and folders.
06.02	Create cell data and apply auto fill.
06.03	Format cells and worksheets (e.g., by applying and manipulating cell formats, styles, merging and splitting cells, create row and column titles, hide and unhide column titles, rows and columns, page setup options, and manipulating views/themes).
06.04	Create and analyze formulas and functions (e.g., apply conditional formula logic, name and cell ranges).
06.05	Create and modify charts and images. (e.g., pivot tables)
06.06	Share worksheet data through various system (e.g., email, external media, cloud storage, mail merge).
06.07	Analyze and organize data through filters, sorting and applying conditional formatting. (e.g., macros)
06.08	Interpret data on line graphs, pie charts, diagrams, and tables.
07.0	Use database applications to store and organize data. The student will be able to:
07.01	Create different forms for inputting data into a database application.
07.02	Interpret queries for specialized reports using a database application.
07.03	Create and modify a database by importing data from other sources
07.04	Create and manage database tables by hiding fields, importing data, adding total rows
07.05	Modify queries by renaming, adding/removing fields, sorting, formatting, and adding calculated fields
07.06	Create and format reports with multiple columns, calculated fields and images.

08.0	Use electronic mail to enhance communication skills. The student will be able to:
08.01	Describe and perform e-mail capabilities and functions (e.g., create, send, & forward messages, organize email folders, manage signature and automated messages, configure message sensitivity, security and delivery options).
08.02	Perform e-mail activities (e.g., attach external files, save e-mail attachments, view mailbox details, schedule appointments, create contact groups).
08.03	Demonstrate an understanding of the ethical issues associated with electronic correspondences (e.g., employer's ownership of email, public access of government email, appropriate uses in the workplace, phishing attacks, permanence of electronic communications on the internet).
08.04	Describe the need for and appropriate use of electronic mailing list software applications (e.g., listserv)
09.0	Investigate individual assessment and job/career exploration and individual career planning that reflect the transition from school to work, lifelong learning, and personal and professional goals. The student will be able to:
09.01	Analyze personal skills and aptitudes in comparison with various business related job and career options. (i.e., hard and soft skills)
09.02	Use career resources to develop and analyze occupations and opportunities for internships, continuing education and on-the-job training.
09.03	Exhibit job-seeking skills required for entry-level employment, including resume, online job search, cover letter, online/hard copy application, mock interview, interview thank you letter, and follow-up call.
09.04	Design, implement, and evaluate a plan to facilitate growth and skill development related to anticipated job requirements and career expectations.
09.05	Demonstrate an awareness of specific job requirements and career paths (e.g., education, certifications, skills, previous experience) in business environments.
09.06	Demonstrate an awareness of the potential impact of local and global trends on career plans and life goals.
09.07	Describe the importance of building community and mentor relationships in a variety of professional and workplace situations.
09.08	Simulate work-based projects in an information technology environment
10.0	Incorporate appropriate leadership and supervision techniques, customer service strategies, and standards of personal ethics to accomplish job objectives and enhance workplace performance. The student will be able to:
10.01	Demonstrate awareness of the following workplace essentials: quality customer service; business ethics; confidentiality of information; copyright violations; accepted workplace rules, regulations, policies, procedures, processes, and workplace safety, and appropriate attire and grooming.
10.02	Demonstrate ways of accepting and providing constructive criticism to enhance team projects.

10.03	Apply appropriate strategies to manage and resolve conflicts in work situations.
10.04	Demonstrate personal and interpersonal skills appropriate for the workplace (e.g., responsibility, dependability, punctuality, integrity, positive attitude, initiative, respect for self and others, and professional dress).
11.0	Demonstrate competence using computer networks, internet and online databases to facilitate collaborative or individual learning and communication. The student will be able to:
11.01	Demonstrate how to connect to the Internet and identify and describe web terminology, addresses and how browsers work.
11.02	Demonstrate proficiency using basic features of GUI (Graphical User Interface) browsers, including: bookmarks, basic configurations, e-mail configurations, and address books.
11.03	Describe appropriate browser security configurations
11.04	Describe information technology terminology, including Internet, intranet, ethics, copyright laws, and regulatory control.
11.05	Demonstrate proficiency using search engines and search tools (e.g., Boolean search strategies)
11.06	Use various web tools, including: downloading files, transfer of files, extensions, PDF, plug-ins, and data compression.
11.07	Differentiate between different domain extensions (e.g., .com, .org, .gov, .edu, etc.)
12.0	Develop awareness of computer languages, web-based & software applications, and emerging technologies. The student will be able to:
12.01	Compare and contrast the appropriate use of various software applications. (e.g., word processing, desktop publishing, graphic design, web browser, e-mail, presentation, database, scheduling, financial management, Java applet, music)
12.02	Explain and describe the need for web-based applications (e.g., sharing photos and video clips, messaging, chatting and collaborating).
12.03	Express an understanding of basic terminology used in programming (e.g., algorithm, binary, code, block-based, objects, functions)
12.04	Compare and contrast emerging technologies and describe how they impact business in the global marketplace (e.g., wireless network, tablets, cell phones, satellite technology, nanotechnology, smart devices, home networks).
13.0	Demonstrate an understanding of basic html by creating a simple web page. The student will be able to:
13.01	Create a basic web page.
13.02	Use basic storyboarding techniques.
13.03	Use basic functions of WYSIWYG editors.

13.04	Use basic functions of HTML, DHTML, and XML editors and converters.
13.05	Enhance web pages through the addition of images and graphics.
14.0	Demonstrate comprehension and communication skills. The student will be able to:
14.01	Read and comprehend technical and non-technical reading assignments related to course content (e.g., manuals, books, magazines, electronic sources).
14.02	Use verbal and nonverbal skills to communicate effectively with supervisors, co-workers, and customers.
14.03	Demonstrate an understanding of the writing process to create business documents (e.g., research methods, paper formatting (MLA/APA))
14.04	Demonstrate an awareness of project management concepts and tools (e.g., timelines, deadlines, resource allocation, time management, delegation of tasks, collaboration).
15.0	Use social media to enhance online communication and develop an awareness of a digital footprint. The student will be able to:
15.01	Create and develop a professional social media presence (e.g., LinkedIn) to connect with potential employers, follow influencers, enhance networking opportunities, develop soft skills through written communication, and establish a professional business image.
15.02	Cultivate and manage awareness of digital identity and reputation.
15.03	Develop awareness of the permanence of actions and social awareness in the digital world.
15.04	Develop awareness of data-collection technology contributing to their digital footprint.

Florida Department of Education
Student Performance Standards

Course Title: Digital Information Technology
Course Number: 8207310
Course Credit: 1

Course Description:

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Course Title: Digital Information Technology
Course Number: 8207310

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01.03 Differentiate between types of file systems and classify common file extensions based on software application programs used in the workplace environment.

01.04 Utilize the Internet to find reliable resources and reference materials (e.g., on-line help, tutorials, manuals).

01.05 Apply research strategies to use and evaluate electronic research technologies for valid and reliable information.

01.06 Demonstrate basic computer file management skills (e.g., naming, saving, retrieving, and organizing).

01.07 Analyze the process of troubleshooting problems with computer hardware peripherals, including input and output devices.

01.08 Describe ethical issues and problems associated with computers and information technology (e.g., fair use, privacy, public domain, copyright, piracy, plagiarism).

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02.01 Explain the general architecture of a microcomputer system.

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04.05	Perform various image-editing tasks using word-processing software to create and format images, illustrations, shapes, etc.
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04.07	Insert citations and hyperlinks, create end and footnotes, and create a table of contents in a document.
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