

Royalton High School

120 S Hawthorn St.

Royalton, MN 56373

**Entrepreneurship**

**Instructor: Mrs. Jacobson Email: mjacobson@isd485.org**

**Office: Room 218 Office Phone: 320-584-4237**

**Office Hours: Lunch 10:55 – 11:35 Prep 1:23 – 2:13**

**Course Information**

Course Title: Entrepreneurship

Term: Semester 1 and 2 2017-2018

**Course Description**

Students will learn Entrepreneurship is a specialized business course designed to provide students the skills needed to effectively organize, develop, create, and manage their own business. This course is based upon the Marketing Education Framework which includes business, management, and entrepreneurship; communication and interpersonal skills; economics; and professional development foundations. Emphasis is placed on the function of marketing: distribution, financing, marketing-information management, pricing, produce/service management, promotion and selling. Additional topics to be addressed or assessment of personal skills, the components of the free enterprise system and its place in our global economy, human relations and interpersonal skills, the importance of business ethics, and the role quality and service play in business. Students will develop a written business plan for a business of their choice.

**Course-Specific Learning Outcomes**

Students will be able to ....  
Define Entrepreneurship

Identify the economic environment as it relates to entrepreneurship

Categorize types of businesses

Explore behavioral characteristics and traits of an entrepreneur

Examine motives for starting your own business

Assess the advantages of owning a business versus working for someone

Recognize the components of a business plan

Assess and evaluate the various ways to start your own business

Explain the sources of technical assistance available to entrepreneurs

Justify the importance of defining a target market and marketing niche

# Daily Assignments

Daily assignments will consist of small projects to be completed using the correct program. After each unit a cumulative test will be given for that unit. Timing tests and computer posture will be graded regularly. Cheating is not permitted. Students will receive a zero on the assignment if caught cheating.

# Classroom Rules

* Come to class prepared
* Be flexible within an independent learning environment

**Required/Recommended Textbooks, Materials/Supplies**

**3-ring binder or pocket folder**

**Academic Planner**

**Grading Criteria/Course Evaluation**

All chapters, activities and projects are utilized in the Entrepreneurship Ideas in Action textbook. Supplementary materials are included for additional projects.

Formative and summative grading will be used in this class. Daily assignments are considered formative assignments. Formative assignments can be reworked an one more time for a better grade. Tests are considered summative assignments. Summative assignments cannot be reworked. Final grades will be based on total points for all assignments and tests.

**Tests/Projects – 50% Daily Activities – 50%**

Grading Scale

A = 93-100% C = 73-77.9%

A- = 90-92.9% C- = 70-72.9%

B+ = 88-89.9% D+ = 68-69.9%

B = 83-87.9% D = 63-67.9%

B- = 80-82.9% D- = 60-62.9%

C+ = 78-79.9% F = 59.9% & lower

**Student Requirements**

All students have responsibility for the following:

1. To attend all classes, except when excused, and to be on time to all classes.   
2. To make necessary arrangements for making up work when absent.  
4. To be aware of and comply with all school policies, regulations, and procedures.   
5. To respect and maintain school property.  
6. To work together to create a business environment in the school store.

7. Work on sales/inventory reports for school store.

8. Create and Promote marketing ideas/strategies for the school store.