

School District of Upper Moreland Township
2900 Terwood Road
Willow Grove, Pa 19090

Planned Course for 9-12 Business and Integrated Technology Education

Course: International Business

Academic Standards for Business, Computer and Information Technology:

15.7.12.A	15.7.12.H
15.7.12.B	15.7.12.I
15.7.12.C	15.7.12.J
15.7.12.E	15.7.12.L
15.7.12.F	15.7.12.M
15.7.12.G	15.7.12.N

Academic Standards for Career Education and Work:

15.2.12.C.
13.1.11. C
13.3.11.B
13.4.11.B

Pennsylvania Reading and Writing Standards for Science and Technical Subjects

Reading

CC.3.5.9-12.A
CC.3.5.9-12.D

Writing

CC.3.6.11-12.E

Course Description:

The 9-12 Business and Integrated Technology Education program is designed to provide students with the tools to develop business, economic and technology skills needed in the 21st century society. Students are provided with multiple career pathways from which to choose as they engage in real world scenarios that will help them to master the knowledge, applications and attitudes that will benefit their personal and professional lives.

This course will provide students with an understanding of how and why businesses choose to expand their operations into other countries. This course exposes students to the unique challenges facing firms doing business internationally and to the potential opportunities and markets that are lost to firms that choose not to do business in the global marketplace. Building on concepts that were introduced in previous business classes, International Business broadens student understanding of how businesses operate and how they grow and thrive in our ever-changing world. Students will acquire a strong foundation on how businesses use effective strategies in the global business world.

Specific and measurable objectives directly related to the academic standards to be

achieved by students:

The specific objectives for this course are detailed in the Upper Moreland Township School District 9-12 Business and Integrated Technology Education Scope and Sequence based on the specifications set forth in PA Academic Standards and PA Reading and Writing Standards for Science and Technical Subjects.

Materials:**Text:**

Dlabay, Les R., and James Calvert, Scott. *International Business*. South-Western Cengage Learning, 2011.

Supplemental Materials:

DVD, handouts, articles from various sources, guest speakers.

- Laser Jet Printer
- Teacher created materials
- Technology (Interactive Whiteboard, Projector, Web-based Resources, Smart Sync classroom management software)

Instructional Activities:

- Modeling
- Guided Practice
- Student Centered Activities
- Problem Solving
- Group Discussions
- Multimedia Presentations

Estimated instructional time to be devoted to achieving objectives:

- Approximately 86 minutes per day on an alternating block schedule for one semester.

Assessments:

Classroom assessment will focus on both assessment of learning and assessment for learning. Formative and summative classroom level assessments will be implemented throughout each unit of study. Each unit of study will contain at least one common assessment that will provide comprehensive student learning data that will be utilized to plan future instruction

An explanation of how student grades will be determined:

Students will be evaluated in the areas of class work, class participation, and teacher observation using both formative and summative assessments.