**Council Rock School District Priority Standards**

The priority standards denote the essential learning that is most critical for all students to understand and do in the particular subject, grade or course. Teachers will teach all standards, but will work collaboratively to ensure students learn the priority standards as they are critical to the next grade, next course, or post-secondary success.

**Business Computers and Information Technology Priority Standards by Course**

7th Grade Priority Standards

* Students use collaborative technologies to work with others, including peers, experts or community members, to examine issues and problems from multiple viewpoints. ISTE 7b
* Students communicate complex ideas clearly and effectively by creating or using a variety of digital objects such as visualizations, models or simulations. ISTE 6c
* Students engage in positive, safe, legal and ethical behavior when using technology, including social interactions online or when using networked devices.ISTE 2b
* Students understand the fundamental concepts of technology operations, demonstrate the ability to choose, use and troubleshoot current technologies and are able to transfer their knowledge to explore emerging technologies. ISTE 1d

8th Grade Priority Standards

* Students use collaborative technologies to work with others, including peers, experts or community members, to examine issues and problems from multiple viewpoints. ISTE 7b
* Students communicate complex ideas clearly and effectively by creating or using a variety of digital objects such as visualizations, models or simulations. ISTE 6c
* Students engage in positive, safe, legal and ethical behavior when using technology, including social interactions online or when using networked devices. ISTE 2b
* Students understand the fundamental concepts of technology operations, demonstrate the ability to choose, use and troubleshoot current technologies and are able to transfer their knowledge to explore emerging technologies. ISTE 1d

Accounting Priority Standards

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| * Summarize professional designations, careers, and organizations within the field of Accounting, including education and certification requirements. 15.1.12. A. |
| * Analyze the roles of policy-setting bodies in the accounting profession. 15.1.12. B |
| * Analyze business transactions using T- accounts to determine their impact on a business. 15.1.12. C |
| * Analyze, journalize, and post transactions to general & subsidiary ledgers. 15.1.12. D |
| * Perform accounting functions using technology as a tool. 15.1.12. E |
| * Analyze and journalize transactions for short- and long-term assets. 15.1.12. F |
| * Analyze and journalize transactions involving short- and long-term liabilities. 15.1.12. G |
| * Identify, calculate, and record depreciation, depletion and amortization; explain their effect on the financial statements. 15.1.12. H |
| * Describe, calculate, and journalize the sales and cost of sales including purchases, transportation costs, sales taxes, and trade discounts. 15.1.12. K. |
| * Analyze and calculate gross pay and net pay, including regular and overtime wages, commission, and piece rate. 15.1.12. M |
| * Explain how the different forms of business ownership and business operations are reported on financial statements. 15.1.12.N |
| * Analyze and perform the reconciliation of accounts. 15.1.12. P |
| * Prepare financial statements (including a Balance Sheet, Profit & Loss and Owners Equity) and understand their relevance. 15.1.12. Q |

Business Law Priority Standards

* Ethics and the Law: Identify ethical character traits and values (e.g., honesty, integrity, compassion, and justice. I.A.1
* Ethics and the Law: Compare and contract various ethical theories. I.A. 4
* Sources of the Law: Explain the Constitution and describe the branches of government. I. B. 2
* Sources of the Law: Analyze specific cases by stating facts, finding the legal questions, applying the laws, and resolving issues. I. B. 4
* Structure of the Courts: Differentiate between cases that belong with the jurisdiction of federal and state, territory, and province court systems. I. C. 3
* Classification of Procedural Law: Compare and contrast the steps in a civil law suit with the steps in a criminal prosecution. I. D. 3
* Classification of Procedural Law: Explain the advantages and disadvantages of arbitration, mediation, and conciliation. I. D. 2
* Classification of Substantive Law: Differentiate between categories of crime (e.g. treason, felony and misdemeanor). I. E. 2
* Classification of Substantive Law: Define different types of business crimes and defenses to criminal acts. I. E. 3
* Classification of Substantive Law: Distinguish between a tort and crime. I.E. 3
* Contract Law: Demonstrate an understanding of the nature of a contractual relationship. II. A. 2
* Contract Law: Differentiate between classes of contracts (e.g., bilateral and unilateral, express and implied, and oral and written). II. A. 3.
* Law of Sales: Distinguish between a sale of goods and other transaction relating to goods. II.B. 3.
* Law of Sales: Identify various types of warranties and describe how each of the warranties may be excluded or modified. II. B. 4
* Consumer Law: Identify legislation that regulates consumer credit, electronic transactions (e.g., FCRA, FCBA, ECOA, FCCPA, CCPA.) II. C. 3
* Agency and Employment: Analyze the role and importance of agency law as it relates to the conduct of business. III. A. 3
* Business Organizations: Describe the major types of business organizations operating within the socioeconomic arena. (Sole Proprietorships, Partnerships, and Corporations) IV. A. 2
* Business Organizations: Define corporations and explain how they are formed and why a corporation is a legal entity. IV. B. 3

Computer Applications for College and Careers Priority Standards

* Apply the creative and productive use of emerging technologies for educational  
  and personal success 15.4.12.A
* Create an advanced digital project using sophisticated design and appropriate  
  software/applications. 15.4.12.G

Entrepreneurship Priority Standards

* Find and use primary documentation; employ an accepted protocol for citation 15.6.12.L
* Analyze personal choices in preparation for entrepreneurship. I.A. 4
* Evaluate personal management and organizational abilities to succeed in entrepreneurship. 15.5.12.B
* Analyze the impact of entrepreneurship in the domestic economy. 15.5.12.C
* Create a business plan using appropriate data to support the business concept.15.5.12.D
* Evaluate legal forms of business entities when considering entrepreneurship (e.g., existing business, franchise, new business, corporation, LLC, partnership, sole proprietorship). 15.5.12.E
* Analyze factors affecting global pricing including international currency fluctuations, tariffs, price controls, and anti-dumping laws. 15.5.12.G
* Research the opportunities for local entrepreneurship in the global economy and discuss the impact of government regulations. 15.5.12.F
* Assess advantages and disadvantages for entrepreneurial business in foreign markets; including language and trade barriers, marketing, and regulations. 15.5.12.H

Honors Finance Priority Standards

* Analyze and calculate gross pay and net pay, including regular and overtime  
  wages, commission, and piece rate. 15.1.12.M
* Prepare financial statements (including a Balance Sheet, Profit & Loss and Owner’s Equity) and understand their relevance. 15.1.12.Q
* Analyze and perform a horizontal and vertical analysis of the income statement and balance sheet.15.1.12.S
* Assess profitability, liquidity, and solvency by calculating and interpreting financial ratios. 15.1.12.T
* Analyze business activities using cash flow statements. 15.1.12.W
* Analyze and perform breakeven and cost  
  benefit analysis to support financial decisions. 15.1.12.X
* Assess the purpose, source, and impact of various taxes. 15.6.12.E
* Identify strategies for personal financial management. 15.6.12.G
* Analyze the total cost of a major purchase loan agreement using fixed and variable interest rates, calculated over time. 15.6.12.J
* Analyze the impact of a positive or negative credit history. 15.6.12.K
* Develop financial investment plans to accommodate various economic and personal scenarios. 15.6.12.P
* Compare and contrast various investment plans to achieve goals of liquidity, income, and growth. 15.6.12.R

Honors Marketing Priority Standards

* Analyze and summarize professional designations, careers, and organizations within the field of marketing, including the education and certification requirements. 15.9.12.A
* Analyze how marketing influences today's households, businesses, and society. 15.9.12.B
* Evaluate the influence of members of a marketing channel, including company, intermediaries, retailer, and consumer. 15.9.12.C
* Research and analyze consumer behavior patterns and the effect of those patterns on business and the economy. 15.9.12.E
* Evaluate processes needed to obtain, develop, maintain, and improve products or services; including product development, packaging, branding, product mix, product life cycle, and product positioning. 15.9.12.F
* Assess the distribution process of various companies and industries. 15.9.12.G
* Evaluate the impacts of various pricing strategies on the consumer and businesses at the local, domestic, and global level; including penetration, skimming, supply/demand, and exchange rates. 15.9.12.H
* Design a comprehensive promotion plan for a product or service. 15.9.12.I
* Analyze data collection methods when entering into or expanding a market. 15.9.12.J
* Create a comprehensive marketing plan. 15.9.12.K

Management Priority Standards

* Analyze and select appropriate managerial communication skills based upon context. 15.8.12.I
* Analyze the effectiveness of a business plan for setting and achieving objectives. 15.8.12.D
* Evaluate how businesses are organized to achieve desired goals. 15.8.12.E
* Analyze leadership skills necessary for leading at various management levels. 15.8.12.G
* Compare and contrast the processes used for the design, redesign, supply, and/or production of a current industry product. 15.8.12.S
* Analyze the impact of different management strategies used by global businesses. 15.8.12.T

Personal Finance Priority Standards

* Analyze personal characteristics, talents, skills, abilities and career  
  assessment results as related to career pathways, clusters, or occupations 15.2.12.A
* Compare and contrast career interests with post-secondary opportunities 15.2.12.E
* Analyze career goals based on, but not limited to, interest, lifestyle, skills,  
  and values in order to transition from high school. 15.2.12.J
* Analyze financial decisions for major purchasing events occurring at different stages in life, systematically considering alternatives and consequences. 15.6.12.B
* Develop criteria to evaluate employment options. 15.6.12.D
* Assess the purpose, source, and impact of various taxes. 15.6.12.E
* Identify strategies for personal financial management. 15.6.12.G
* Analyze the total cost of a major purchase loan agreement using fixed and variable interest rates,  
  calculated over time. 15.6.12.J
* Analyze the impact of a positive or negative credit history. 15.6.12.K
* Assess the impact of identity theft; develop a plan for correcting a negative credit report. 15.6.12.M
* Develop financial investment plans to accommodate various economic and personal scenarios. 15.6.12.P

Sports Marketing Priority Standards

* Analyze and summarize professional designations, careers, and organizations within the field of marketing, including the education and certification requirements. 15.9.12.A
* Analyze how marketing influences today's households, businesses, and society. 15.9.12.B
* Evaluate the influence of members of a marketing channel, including company, intermediaries, retailer, and consumer. 15.9.12.C
* Research and analyze consumer behavior patterns and the effect of those patterns on business and the economy. 15.9.12.E
* Evaluate processes needed to obtain, develop, maintain, and improve products or services; including product development, packaging, branding, product mix, product life cycle, and product positioning. 15.9.12.F
* Assess the distribution process of various companies and industries. 15.9.12.G
* Evaluate the impacts of various pricing strategies on the consumer and businesses at the local, domestic, and global level; including penetration, skimming, supply/demand, and exchange rates. 15.9.12.H
* Design a comprehensive promotion plan for a product or service 15.9.12.I
* Analyze data collection methods when entering into or expanding a market. 15.9.12.J