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| 04 DECA.jpg |  | Mrs. Tori Pollard  Room: B228  WEBSITE: TORIPOLLARD.WEEBLY.COM |
| F r e m o n t H I g h S c h o o l 1900 North 4700 West Plain City, Utah 84404 801-452-4000 topollard@wsd.net | | |

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| Course Description | | This course helps student’s gain an understanding of the business/marketing principles necessary to start and operate a business. Students will first learn basic economic principles related to business ownership. They will identify and assess common traits and skills found in entrepreneurs, explore business opportunities, and compare the risks and rewards of owning a business. The primary focus of the course is to help students understand the process of analyzing a business opportunity, determining feasibility of an idea utilizing research, developing a plan to organize and promote the business and its products/services, and finally, to understand the capital required, the return on investment desired, and the potential for profit. Entrepreneurship is designed for students enrolled in marketing, business, and upper-level courses who have an interest in developing the skills, attitudes, and knowledge necessary for successful entrepreneurs. The texts and performance objectives are designed to work in conjunction with DECA and FBLA, and students are encouraged to participate in these associations and their respective competitions. Weber State Concurrent Enrollment is available for this class for Junior and Senior students. | |
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| Course Grading | | Grades are based on Bell Quizzes, Exams, Activities, Assignments, Team Projects and Involvement, Term Projects and Professional Development.” Term grades will be based on the percentage of total points earned during the term. Students and parents should utilize the WSD portal to review grades, scores, activities, class news, programs, and general class updates.  The grade scale is as follows:  90 - 100% = A  **Plus and Minus** grades will be determined by the instructor as well as by WSD requirements.  All students are expected to maintain a **MINIMUM of 90% attendance**.  All students are expected to complete all course work at a **MINIMUM of 85% mastery**.  Students not meeting these requirements may be subject to removal from the course  **at the discretion of Mrs. Pollard**.  80 - 89% = B  70 - 79% = C  60 - 69% = D  Below 60% = F | |
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| Citizenship | | Citizenship grades are determined by the student’s behavior. Students must behave as professionals, just as they would at work. Disruptive, disrespectful, unprofessional, or demeaning behavior or language will reduce this “grade” and be reflected in the following marks:  H-Honorable S-Satisfactory N-Needs Improvement U-Unsatisfactory | |
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| Late & makeup  work | | All work for Entrepreneurship must be completed at 85% mastery. Any student not meeting these criteria can contact  Mrs. Pollard for alternatives or additional opportunities. Students must petition for additional time or opportunities within  THREE (3) school days of non-mastery performance. After three days, NO additional opportunities will be extended or allowed for any assignment, project, handout, exam, etc.  Late work resulting from an excused absence will be completed outside of class and must be turned in within THREE (3) SCHOOL DAYS to receive full credit. This does not mean three “B” days. An EXCUSED ABSENCE SLIP from the Attendance Office must be stapled to the work. If the assignment is turned in within five (5) school days the student will earn 80% (Late Work). Work turned in more than five days late will earn the third attempt level of 70%. Extremely late work, completed after the described time frames may receive a lower point value, if any at all. | |

ENTREPRENEURSHIP FREMONT HIGH SCHOOL MARKETING & DECA PROGRAM MRS. POLLARD

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| EXPECTATIONS | | ALL WEBER SCHOOL DISTRICT AND FREMONT HIGH SCHOOL POLICIES WILL BE FOLLOWED AND ENFORCED. Be in class and on time and prepared every day.  In studying, exploring, and applying the concepts learned in class, students are expected to behave in a manner enabling learning as a professional, productive member of the team. Students are expected to respect the rights of the teacher to teach, students to learn, and the school property utilized in those processes. Responsibility will be placed on any individual found to be acting in a manner contrary to those listed.  In order to better outline “professional and productive” behavior some simple rules will be followed:   1. Follow Directions. 2. Come prepared to class with writing instrument, binder, book, and project items. 3. Students will behave as professionals - - just as they do at work. 4. Food, beverages, CELL PHONES, headsets, or any other distracting items are not allowed in the classroom. 5. As in the workplace, inappropriate language that may demean or embarrass another person is not tolerated. | |
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| Materials | | All Students will need:   1. One 1½ inch, 3-Ring Binder with Paper, Tabs, and Folders/Pockets. 2. Students are suggested to utilize a USB/Jump Drive for project management, but not required.   DECA Membership Dues for 2017-2018 are $20 which includes State, National and Chapter Dues.  Membership is not required but will provide opportunities for the student to compete in region, state and national competitions. Competition registration, travel, and expenses are not included in membership dues. | |
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| decaman.jpg | | Students will have the opportunity to participate in DECA, FBLA, or another CTSO which applies the curriculum covered in class  and to earn Professional Development Points. DECA provides students the opportunity to compete against other  students to practice and validate his/her knowledge in marketing, business, and management.  Chapter officers and members participate in leadership building activities, three competitions, community service projects, and socials. State winners qualify for the annual ICDC “national” competition in Atlanta, Georgia in April 2018.  It is the responsibility of the student to cover any membership costs, competition fees, and REMAIN ELIGIBLE to participate in extra-curricular activities. | |
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| Professional  Development | | Professional Development Points (PDP) are used by Fremont Business & Marketing teachers to emphasize the importance of professional development and professional behaviors essential for success in the work force. The activities which are selected by the teachers will make up 100 points, approximately 10%, of the student’s quarterly grade. These 100 points are a MINIMUM point level. Students may earn up to 200 points per term, the equivalent of “Overtime”.  Students can earn PDP in several ways. Activities may change from term to term, based on class progression through the curriculum, but are uniform for every member of the class.   1. Professional Dress Wednesday 2. CTSO Membership 3. Competition/Leadership Activities 4. Parent-Teacher Conference Attendance 5. Guest Speaker/Field Trip Participation 6. Job Shadow 7. Other Activities as approved by Mrs. Pollard | |