

Business Management

ACADEMIC SKILLS

AA SPEAKING AND LISTENING

AA1 Utilize effective verbal and non-verbal communication skills

AA2 Participate in conversation, discussion, and group presentations

AA3 Communicate and follow directions/procedures

AA4 Communicate effectively with customers and co-workers

AB READING AND WRITING

AB1 Locate and interpret written information

AB2 Read and interpret workplace documents

AB3 Identify relevant details, facts, and specifications

AB4 Record information accurately and completely

AB5 Demonstrate competence in organizing, writing, and editing using correct vocabulary, spelling, grammar, and punctuation

AB6 Demonstrate the ability to write clearly and concisely using industry specific terminology

AC CRITICAL THINKING AND PROBLEM SOLVING

AC1 Utilize critical-thinking skills to determine best options/outcomes (e.g., analyze reliable/unreliable sources of information, use previous experiences, implement crisis management, develop contingency planning)

AC2 Utilize innovation and problem-solving skills to arrive at the best solution for current situation

AC3 Implement effective decision-making skills

AD MATHEMATICS

AD1 Perform basic and higher level math operations (e.g., addition, subtraction, multiplication, division, decimals, fractions, units of conversion, averaging, percentage, proportion, ratios)

AD2 Solve problems using measurement skills (e.g., distance, weight, area, volume)

AD3 Make reasonable estimates

AD4 Use tables, graphs, diagrams, and charts to obtain or convey information

AD5 Use deductive reasoning and problem-solving in mathematics

AE FINANCIAL LITERACY

AE1 Locate, evaluate, and apply personal financial information

AE2 Identify the components of a budget and how one is created

AE3 Set personal financial goals and develop a plan for achieving them

AE4 Use financial services effectively

AE5 Demonstrate ability to meet financial obligations

AF INTERNET USE AND SECURITY

AF1 Recognize the potential risks associated with Internet use

AF2 Identify and apply Internet security practices (e.g., password security, login, logout, log off, lock computer)

AF3 Practice safe, legal, and responsible use of technology in the workplace

AG INFORMATION TECHNOLOGY

AG1 Use technology appropriately to enhance professional presentations

AG2 Demonstrate effective and appropriate use of social media

AG3 Identify ways social media can be used as marketing, advertising, and data gathering tools

AH TELECOMMUNICATIONS

AH1 Select and use appropriate devices, services, and applications to complete workplace tasks

AH2 Demonstrate appropriate etiquette when using e-communications (e.g., cell phone, e-mail, personal digital assistants, online meetings, conference calls)

EMPLOYABILITY SKILLS

EA POSITIVE WORK ETHIC

EA1 Demonstrate enthusiasm and confidence about work and learning new tasks

EA2 Demonstrate consistent and punctual attendance

EA3 Demonstrate initiative in assuming tasks

EA4 Exhibit dependability in the workplace

EA5 Take and provide direction in the workplace

EA6 Accept responsibility for personal decisions and actions

EB INTEGRITY

EB1 Abide by workplace policies and procedures

EB2 Demonstrate honesty and reliability

EB3 Demonstrate ethical characteristics and behaviors

EB4 Maintain confidentiality and integrity of sensitive company information

EB5 Demonstrate loyalty to the company

EC SELF-REPRESENTATION

EC1 Demonstrate appropriate dress and hygiene in the workplace

EC2 Use language and manners suitable for the workplace

EC3 Demonstrate polite and respectful behavior toward others

EC4 Demonstrate personal accountability in the workplace

EC5 Demonstrate pride in work

ED TIME, TASK, AND RESOURCE MANAGEMENT

ED1 Plan and follow a work schedule

ED2 Work with minimal supervision

ED3 Work within budgetary constraints

ED4 Demonstrate ability to stay on task to produce high quality deliverables on time

EE DIVERSITY AWARENESS

EE1 Recognize diversity, discrimination, harassment, and equity

EE2 Work well with all customers and co-worker

EE3 Explain the benefits of diversity within the workplace

EE4 Explain the importance of respect for feelings, values, and beliefs of others

EE5 Identify strategies to bridge cultural/generational differences and use differing perspectives to increase overall quality of work

EE6 Illustrate techniques for eliminating gender bias and stereotyping in the workplace

EE7 Identify ways tasks can be structured to accommodate the diverse needs of workers

EE8 Recognize the challenges and advantages of a global workforce

EF TEAMWORK

EF1 Recognize the characteristics of a team environment and conventional workplace

EF2 Contribute to the success of the team

EF3 Demonstrate effective team skills and evaluate their importance in the workplace (e.g., setting goals, listening, following directions, questioning, dividing work)

EG CREATIVITY AND RESOURCEFULNESS

EG1 Contribute new ideas

EG2 Stimulate ideas by posing questions

EG3 Value varying ideas and opinions

EG4 Locate and verify information

EH CONFLICT RESOLUTION

EH1 Identify conflict resolution skills to enhance productivity and improve workplace relationships

EH2 Implement conflict resolution strategies and problem-solving skills

EH3 Explain the use of documentation and its role as a component of conflict resolution

EI CUSTOMER/CLIENT SERVICE

EI1 Recognize the importance of and demonstrate how to properly acknowledge customers/clients

EI2 Identify and address needs of customers/clients

EI3 Provide helpful, courteous, and knowledgeable service

EI4 Identify appropriate channels of communication with customers/clients (e.g., phone call, face-to-face, e-mail, website)

EI5 Identify techniques to seek and use customer/client feedback to improve company services

EI6 Recognize the relationship between customer/client satisfaction and company success

EJ ORGANIZATIONS, SYSTEMS, AND CLIMATES

EJ1 Define profit and evaluate the cost of conducting business

EJ2 Identify "big picture" issues in conducting business

EJ3 Identify role in fulfilling the mission of the workplace

EJ4 Identify the rights of workers (e.g., adult and child labor laws and other equal employment opportunity laws)

EJ5 Recognize the chain of command, organizational flow chart system, and hierarchy of management within an organization

EK JOB ACQUISITION AND ADVANCEMENT

EK1 Recognize the importance of maintaining a job and pursuing a career

EK2 Define jobs associated with a specific career path or profession

EK3 Identify and seek various job opportunities (e.g., volunteerism, internships, co-op, part-time/full-time employment)

EK4 Prepare a resume, letter of application, and job application

EK5 Prepare for a job interview (e.g., research company, highlight personal strengths, prepare questions, set-up a mock interview, dress appropriately)

EK6 Participate in a job interview

EK7 Explain the proper procedure for leaving a job

EL LIFELONG LEARNING

EL1 Acquire current and emerging industry-related information

EL2 Demonstrate commitment to learning as a life-long process and recognize learning opportunities

EL3 Seek and capitalize on self-improvement opportunities

EL4 Discuss the importance of flexible career planning and career self-management

EL5 Employ leadership skills to achieve workplace objectives (e.g., personal vision, adaptability, change, shared vision)

EL6 Recognize the importance of job performance evaluation and coaching as it relates to career advancement

EL7 Accept and provide constructive criticism

EL8 Describe the impact of the global economy on jobs and careers

EM JOB SPECIFIC TECHNOLOGIES

EM1 Identify the value of new technologies and their impact on driving continuous change and the need for life-long learning

EM2 Research and identify emerging technologies for specific careers

EM3 Select appropriate technological resources to accomplish work

EN HEALTH AND SAFETY

EN1 Assume responsibility for safety of self and others

EN2 Follow safety guidelines in the workplace

EN3 Manage personal health and wellness

OCCUPATIONAL SKILLS

OA BUSINESS LAW

OA1 Acquire foundational knowledge of business laws and regulations to understand their nature and scope

OA2 Apply knowledge of business ownership to establish and continue business operations

OB COMMUNICATION SKILLS

OB1 Read to acquire meaning from written material and to apply the information to a task

OB2 Apply verbal skills to obtain and convey information

OB3 Record information to maintain and present a report of business activity

OB4 Write internal and external business correspondence to convey and obtain information effectively

OB5 Use social media to communicate with a business's stakeholders

OB6 Communicate with staff to clarify workplace objectives

OC CUSTOMER RELATIONS

OC1 Foster positive relationships with customers to enhance company image

OC2 Resolve conflicts with/for customers to encourage repeat business

OC3 Reinforce company's image to exhibit the company's brand promise

OD ECONOMICS

OD1 Understand fundamental economic concepts to obtain a foundation for employment in business

OD2 Understand the nature of business to show its contributions to society

OD3 Understand economic systems to be able to recognize the environments in which businesses function

OD4 Acquire knowledge of the impact of government on business activities to make informed economic decisions

OD5 Analyze cost/profit relationships to guide business decision-making

OD6 Understand economic indicators to recognize economic trends and conditions

OD7 Understand global trade's impact to aid business decision-making

OE EMOTIONAL INTELLIGENCE

OE1 Develop personal traits to foster career advancement

OE2 Apply ethics to demonstrate trustworthiness

OE3 Identify with others' feelings, needs and concerns to enhance interpersonal relations

OE4 Manage stressful situations to minimize potential negative impact

OE5 Implement teamwork techniques to accomplish goals

OE6 Employ leadership skills to achieve workplace objectives

OE7 Manage internal and external business relationships to foster positive interactions

OF FINANCIAL ANALYSIS

OF1 Understand the fundamental principles of money needed to make financial exchanges

OF2 Analyze financial needs and goals to determine financial requirements

OF3 Manage personal finances to achieve financial goals

OF4 Understand the use of financial service providers to aid in financial goal achievement

OF5 Use investment strategies to ensure financial well-being

OF6 Use risk management products to protect a business's financial well-being

OF7 Acquire a foundational knowledge of accounting to understand its nature and scope

OF8 Implement accounting procedures to track money flow and to determine financial status

OF9 Acquire a foundational knowledge of finance to understand its nature and scope

OF10 Manage financial resources to ensure solvency

OG HUMAN RESOURCES MANAGEMENT

OG1 Understand the role and function of human resources management to obtain a foundational knowledge of its nature and scope

OG2 Manage staff growth and development to increase productivity and employee satisfaction

OH INFORMATION MANAGEMENT

OH1 Acquire a foundational knowledge of information management to understand its nature and scope

OH2 Utilize information technology tools to manage and perform work responsibilities

OH3 Apply data mining methods to acquire pertinent information for business decision-making

OH4 Maintain business records to facilitate business operations

OH5 Acquire information to guide business decision-making

OI MARKETING

OI1 Understand marketing's role and function in business to facilitate economic exchanges with customers

OI2 Acquire foundational knowledge of customer/client/business behavior to understand what motivates decision-making

OJ OPERATIONS

OJ1 Understand operation's role and function in business to value its contribution to a company

OJ2 Adhere to health and safety regulations to support a safe work environment

OJ3 Implement safety procedures to minimize loss

OJ4 Implement security policies/procedures to minimize chance for loss

OJ5 Comply with security rules, regulations and codes (e.g., property, privacy, access, confidentiality) to protect customer and company information, reputation and image

OJ6 Utilize project management skills to improve workflow and minimize costs

OJ7 Implement purchasing activities to obtain business supplies, equipment, resources and services

OJ8 Understand production's role and function in business to recognize its need in an organization

OJ9 Maintain property and equipment to facilitate ongoing business activities

OJ10 Understand supply chain management role to recognize its need in business

OJ11 Implement quality control processes to minimize errors and to expedite workflow

OK PROFESSIONAL DEVELOPMENT

OK1 Acquire self-development skills to enhance relationships and improve efficiency in the work environment

OK2 Understand and follow company rules and regulations to maintain employment

OK3 Utilize critical thinking skills to determine best options/outcomes

OK4 Participate in career planning to enhance job success potential

OK5 Implement job seeking skills to obtain employment

OK6 Utilize career advancement activities to enhance professional development

OL STRATEGIC MANAGEMENT

OL1 Recognize management's role to understand its contribution to business success

OL2 Utilize planning tools to guide organization's/department's activities

OL3 Identify potential business threats and opportunities to protect a business's financial well-being

OM CHANNEL MANAGEMENT

OM1 Acquire foundational knowledge of channel management to understand its role in marketing

ON ENTREPRENEURSHIP

ON1 Understand fundamental factors about entrepreneurship to recognize its role and importance in the economy

ON2 Employ entrepreneurial discovery strategies to generate feasible ideas for business ventures

OO KNOWLEDGE MANAGEMENT

OO1 Acquire a foundational understanding of knowledge management to understand its nature and scope

OP PRICING

OP1 Develop a foundational knowledge of pricing to understand its role

OQ PRODUCT/SERVICE MANAGEMENT

OQ1 Acquire a foundational knowledge of product/service management to understand its nature and scope

OQ2 Generate product ideas to contribute to ongoing business success

OQ3 Employ product mix strategies to meet customer expectations

OQ4 Position company to acquire desired business image

OR PROMOTION

OR1 Acquire a foundational knowledge of promotion to understand its nature and scope

OR2 Understand promotional channels used to communicate with targeted audiences

OS QUALITY MANAGEMENT

OS1 Understand the role and function of quality management to obtain a foundational knowledge of its nature and scope

OT MARKET PLANNING

OT1 Select target market appropriate for product/business to obtain the best return on marketing investment (ROMI)