

<b>PAC Courses</b>	<b>Outcomes</b>	<b>Aligned NISD Course</b>	<b>NISD Semester</b>
BMGT 1307 - Team Building	<ol style="list-style-type: none"> <li>1. Describe the principles and processes of team building.</li> <li>2. Identify interpersonal skills, group dynamics, and team leadership.</li> <li>3. Demonstrate techniques for team problem-solving and conflict resolution.</li> </ol>	8653 Entrepreneurship 1	Fall
BMGT 1327 - Principles of Management ***	<ol style="list-style-type: none"> <li>1. Explain various theories, processes, and functions of management.</li> <li>2. Apply theories to a business environment.</li> <li>3. Identify leadership roles in organizations.</li> <li>4. Describe elements of the communication process.</li> </ol>	8653 Entrepreneurship 1	Spring
MRKG 1301 - Customer Relations	<ol style="list-style-type: none"> <li>1. Assess internal and external customer relationship management (CRM) strategies.</li> <li>2. Integrate short, intermediate, and long-term goals leading to development of CRM plans.</li> </ol>	8673 Entrepreneurship 2	Fall
BUSI 1301 - Business Principles	<ol style="list-style-type: none"> <li>1. Identify major business functions of accounting, finance, information systems, management, and marketing.</li> <li>2. Describe the relationships of social responsibility, ethics, and law in business.</li> <li>3. Explain forms of ownership, including their advantages and disadvantages.</li> <li>4. Identify and explain the domestic and international considerations for today's business environment: social, economic, legal, ethical, technological, competitive, and international.</li> <li>4. Identify and explain the role and effect of government on business.</li> <li>5. Describe the importance and effects of ethical practices in business and be able to analyze business situations to identify ethical dilemmas and ethical lapses.</li> <li>6. Describe basic financial statements and show how they reflect the activity and financial condition of a business.</li> <li>7. Explain the banking and financial systems, including the securities markets, business financing, and basic concepts of accounting.</li> <li>8. Explain integrity, ethics, and social responsibility as they relate to leadership and management.</li> <li>9. Explain the nature and functions of management.</li> <li>10. Identify strengths, weaknesses, opportunities, and threats of information technology for businesses.</li> </ol>	8673 Entrepreneurship 2	Spring
BMGT 2305 - Advanced Communications in Management	<ol style="list-style-type: none"> <li>1. Apply procedures for writing reports, proposals, and conducting research</li> <li>2. Produce oral presentations</li> </ol>	8653 Practicum in Entrepreneurship	Fall
BMGT 1301 - Supervision *	<ol style="list-style-type: none"> <li>1. Explain the role, characteristics, and skills of a supervisor.</li> <li>2. Identify the principles of management at the supervisory level.</li> <li>3. Identify and discuss the human relations skills necessary for supervision.</li> <li>4. Explain motivational techniques.</li> <li>5. Cite examples of how motivational techniques can be used by a supervisor in a working environment.</li> </ol>	8653 Practicum in Entrepreneurship	Spring
*** denotes Milestone course(s)			
* Capstone Course			

Pending Teacher Approval from Palo Alto