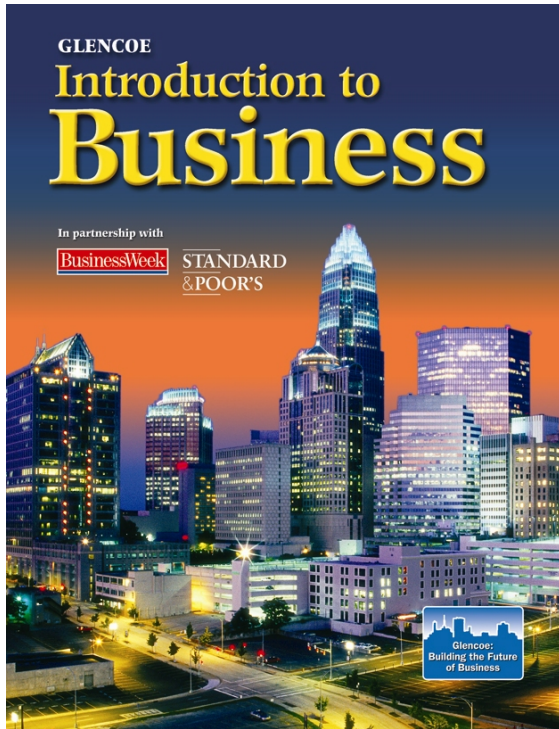




Business Finance



Introduction to Business

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CORRELATION TO ALABAMA COURSE OF STUDY

STANDARDS	PAGE REFERENCES
Economics	
<p>1. Utilize research results to analyze current events, laws, and regulations to determine their impact on the global financial market.</p>	<p>Student Edition: 170-173 <i>Graphic Organizer</i> 169 <i>Reading Check</i> 170 <i>Real World</i> 172, 173 <i>After You Read</i> 173 #1-#4</p> <p>Teacher Wraparound Edition: CT 173; BRA 169; DC 169; RS 170, 172; SP 171; WS 172</p>
<p>2. Explain costs of manufacturing related to raw materials, labor, overhead, and operating expenses.</p>	<p>Student Edition: 24-25, 100, 296</p> <p>Teacher Wraparound Edition: SP 296; WS 315</p>

STANDARDS	PAGE REFERENCES
<p>3. Explain personnel costs incurred in a business.</p> <p>Examples: recruiting costs, hiring costs, training costs, fringe benefits</p>	<p>Student Edition: 258-259, 262-263 <i>As You Read</i> 258</p> <p>Teacher Wraparound Edition: SP 258; T 262</p>
<p>4. Compare currency standards and valuations in a global economy.</p> <ul style="list-style-type: none"> Analyzing the value of the dollar over time for the factors that affect fluctuation 	<p>Student Edition: 167-168 <i>Real World</i> 168 <i>After You Read</i> 168 #3 <i>Review and Activities</i> 175 #9, #12, #18</p> <p>Teacher Wraparound Edition: CT 168; UA167</p>
Career Opportunities	
<p>5. Explain methods used by companies to screen individuals for employment or promotion.</p> <p>Examples: drug test, credit check, background check, workplace proficiency</p>	<p>Student Edition: 259-260 <i>Ethics in Business</i> 257 <i>After You Read</i> 260 #3 <i>Review and Activities</i> 267 #21</p> <p>Teacher Wraparound Edition: CT 260</p>
<p>6. Determine career and entrepreneurial opportunities, responsibilities, and educational and credentialing requirements related to business finance professions.</p>	<p>Student Edition: 355-359 <i>Graphic Organizer</i> 355</p> <p>Teacher Wraparound Edition: BRA 355; C 359; CT 359; DC 355; RS 356; SP 357; T 356</p>
Technology	
<p>7. Use cost-efficient technologies to perform job functions in the financial industry.</p> <p>Examples: financial software, computer numeric keypad, spreadsheets, income tax software, Internet</p>	<p>Student Edition: 305, 313-316 <i>Review and Activities</i> 307 #20 <i>International Business</i> 314</p> <p>Teacher Wraparound Edition: C 316; CT 305; DP 313; RS 315; SP 314; T 313</p>

STANDARDS	PAGE REFERENCES
Accounting Procedures	
<p>8. Compare funding sources for new and expanding businesses.</p> <p>Examples: private funding, venture capital, personal loans, grants</p>	<p>Student Edition: 80, 83, 86 <i>Reading Check 83</i></p> <p>Teacher Wraparound Edition: RS 83; T 83; WS 80, 86</p>
<p>9. Determine the effect of the mark-up rate on the price of an item.</p>	<p>Pricing an item is discussed on the following pages:</p> <p>Student Edition: 29, 222</p> <p>Teacher Wraparound Edition: SP29</p>
<p>10. Apply payroll procedures to manage employee and employer payroll registers, taxes, and earnings records.</p>	<p>Management of financial records is discussed on the following pages:</p> <p>Student Edition: 297 <i>Business Week Reader and Case Study 295</i></p> <p>Teacher Wraparound Edition: WS 297</p>
<p>11. Appraise the value of inventory to determine production and selling costs.</p>	<p>Costs are discussed on the following pages:</p> <p>Student Edition: 29, 222</p> <p>Teacher Wraparound Edition: SP 29</p>
<p>12. Apply basic accounting equation to assets, liabilities, and owner's equity.</p>	<p>Student Edition: 302 <i>Reading Check 302</i> <i>After You Read 305 #2</i> <i>Review and Activities 307 #12</i></p> <p>Teacher Wraparound Edition: WS 302</p>

STANDARDS	PAGE REFERENCES
<p>13. Determine the impact of revenue and expenses on net income and loss.</p> <ul style="list-style-type: none"> Analyzing inflation rates to determine how they affect interest rates 	<p>Student Edition: 41, 501-502, 506-507 <i>Ask Standard and Poor's</i> 36</p> <p>Teacher Wraparound Edition: EA 36; RS 501, 506; WS 506</p>
<p>14. Interpret balance sheets and income statements to determine standard financial ratios.</p> <p>Examples: inventory turnover, average collection period, fixed-asset turnover, total assets turnover, return on total assets, return on equity</p>	<p>Student Edition: 302-304 <i>Figure 17.1</i> 303 <i>Figure 17.2</i> 304</p> <p>Teacher Wraparound Edition: C 305; CT 304; RS 304; UA 303; WS 303</p>
<p>15. Demonstrate accounting procedures for preparing balance sheets and income statements.</p>	<p>Student Edition: 302-304 <i>Figure 17.1</i> 303 <i>Figure 17.2</i> 304</p> <p>Teacher Wraparound Edition: C 305; CT 304; RS 304; UA 303; WS 303</p>
Transportation Cost	
<p>16. Compare logistical costs of ground, air, and water shipping.</p>	<p>Delivery of a product and its cost are a part of the operational plan and financial plan of a business plan, as discussed on the following pages:</p> <p>Student Edition: 86 <i>Figure 5.2</i> 86</p> <p>Teacher Wraparound Edition: C 87</p>
Statistics	
<p>17. Analyze statistical data to determine mean, mode, median, frequency, and probability.</p>	<p>Student Edition: <i>Review and Activities</i> 34 #23, 268 #23, 308 #23, 402 #25 <i>Ask Standard & Poor's</i> 194, 564</p> <p>Teacher Wraparound Edition: EA 194, 564</p>

STANDARDS	PAGE REFERENCES
<p>18. Interpret statistical data related to finance using bar, line, and circle graphs.</p>	<p>Student Edition: <i>After You Read</i> 26 #4, 98 #4 <i>Review and Activities</i> 34 #25, 50 #25, 176 #25, 362 #23, 510 #25, 578 #25 <i>Ask Standard and Poor's</i> 140, 216</p> <p>Teacher Wraparound Edition: EA 140</p>
<p>19. Critique various customer payment methods and the impact of each to determine effective business practices.</p> <p>Examples: credit card, debit card, cash</p>	<p>Consumer use of credit cards and debit cards is discussed on the following pages:</p> <p>Student Edition: 446-448, 450-452, 461-464, 518 <i>Real World</i> 447 <i>Business Week Reader and Case Study</i> 450</p> <p>Teacher Wraparound Edition: C 448; CT 448; RS 447, 450; SP 446, 451; T 450</p>
Management	
<p>20. Utilize management and financial skills to develop a business plan.</p>	<p>Student Edition: 83-87 <i>As You Read</i> 83, 84 <i>Reading Check</i> 83 <i>Real World</i> 85 <i>Figure 5.2</i> 86 <i>After You Read</i> 87 #1-#3</p> <p>Teacher Wraparound Edition: C 87; CT 86, 87; RS 85; SP 84; UA 85; WS 85, 86</p>