

KENTUCKY

GLENCOE

Mathematics

with Business Applications

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Correlation with Kentucky
Mathematics for Business and
Industry Course, National
Marketing Education Standards,
SCANS,
and
Responses to Business
Evaluation Tool

Adoption Group V
Commonwealth of
Kentucky
2004-2010

The
Princeton
Review

Glencoe: Your *Real* Business Choice

Mathematics for Business and Industry

ACADEMIC EXPECTATIONS	CONTENT/PROCESS	PAGE REFERENCES
1.16,2.7,2.8	<p>Students will:</p> <ul style="list-style-type: none"> • use the touch method on electronic calculators to solve real-world mathematical problems which relate to business and industry. 	<p>SE: 179, 183, 203, 205, 209, 235, 258, 265, 285, 288, 291, 315, 318, 321, 325, 328, 331, 333, 344, 347, 352, 356, 358, 361, 373, 379, 382, 395, 407, 425, 428, 431, 434, 436, 441, 467, 473, 486, 489, 489, 492, 496, 518, 520, 525, 534, 537, 552, 555, 556, 561, 566, 569, 582, 589, 594, 596, 600, 610, 612, 614, 617, 620, 621, 635, 638, 640, 642, 648, 661, 663, 667, 669, 683, 686, 688, 692, 694, 707, 711, 714, 717</p> <p>TWE: UC 129, 179, 210, 214, 246, 299, 331, 335, 360, 399, 441, 472, 504, 597, 623, 635, 645, 670</p>
1.9,2.7,2.8	<ul style="list-style-type: none"> • apply math and communication skills within the technical content. 	<p>SE: <i>Practice:</i> 127, 154-155, 197-198, 299, 350, 377, 410-411, 519, 569, 622-623, 664-665, 711-712</p> <p>TWE: CL 167 CS 261, 280, 296, 347, 376, 562, 673</p>

Mathematics for Business and Industry		
ACADEMIC EXPECTATIONS	CONTENT/PROCESS	PAGE REFERENCES
2.7,2.8,2.18	<ul style="list-style-type: none"> use mathematical operations to enable students to understand gross and net income and different methods of earning income. 	SE: 92-93, 94-95, 99-100, 101-102, 103-105, 106-107, 116-118, 119-121, 122-123, 124-125, 126-127, 128-131, TWE: C 105, 121 F 92
1.9,2.7,2.8	<ul style="list-style-type: none"> demonstrate mathematical reasoning in figuring and recording checking and savings account transactions. 	SE: 164-193, 194-227 <i>Math Studio:</i> 228-229 TWE: IE 205, 215 ML 167, 176, 197 PS 197
2.37,3.0,4.0	<ul style="list-style-type: none"> recognize the opportunity to participate in Future Business Leaders of America as a productive group member. 	This content is not covered in <i>Mathematics with Business Applications</i> .
2.36,6.2,6.3	<ul style="list-style-type: none"> research and analyze career opportunities requiring application of math skills. 	SE: <i>Alternative Assessment:</i> 453 <i>Living in the Real World:</i> 103, 424, 430, 447 <i>Practicing Life Skills Lab: 3</i> <i>Living in the Real World:</i> 103, 424, 430, 447453 TWE: PL 3

Mathematics for Business and Industry

ACADEMIC EXPECTATIONS	CONTENT/PROCESS	PAGE REFERENCES
1.1,1.9,2.7	<ul style="list-style-type: none"> use mathematical reasoning to compare cash purchases, credit cards, charge accounts, markups, and discounts. 	SE: 230-255, 256-279, 486-515, 518-519, 520-521, 528-530, 531-533, 534-536 <i>Math Studio:</i> 280-281 TWE: A 530 F 268, 495 T 499, 535
1.9,2.7,2.8	<ul style="list-style-type: none"> demonstrate mathematical reasoning in calculating various types of loans, investments, and interest, including compound interest. 	SE: 282-311 TWE: A 302 F 284, 287, 300 T 285, 295
1.16,2.7,2.8	<ul style="list-style-type: none"> design and manipulate spreadsheets and graphs according to the availability of technology. 	SE: 558-560 <i>Workshop:</i> 42-43 TWE: ML 559 PS 659
1.9,2.7,2.30	<ul style="list-style-type: none"> use mathematical problem solving to figure the costs involved in purchasing and maintaining a vehicle and a home and the methods of figuring depreciation. 	SE: 312-341, 342-369, 642-643, 644-646 TWE: A 356, 643 C 345 IE 321, 645

Mathematics for Business and Industry

ACADEMIC EXPECTATIONS	CONTENT/PROCESS	PAGE REFERENCES
1.9,2.7,2.30	<ul style="list-style-type: none"> identify and compare various types of insurance. 	SE: 370-389 <i>Math Studio:</i> 390-391 TWE: F 378 ML 373 T 376
1.9,2.7,2.8	<ul style="list-style-type: none"> demonstrate mathematical applications relating to personnel, production, sales, marketing, warehousing, and distribution. 	SE: 422-455, 456-481, 516-547, 550-579, 580-607 <i>Math Studio:</i> 482-483, 548-549 TWE: A 483 F 430, 443 IE 564
2.36,2.37	<ul style="list-style-type: none"> demonstrate employability and social skills relative to the career cluster. 	SE: <i>Alternative Assessment:</i> 453 <i>Living in the Real World:</i> 447
1.12,4.0,6.2	<ul style="list-style-type: none"> utilize activities of FBLA as an integral component of course content and leadership development. 	This content is not covered in <i>Mathematics with Business Applications</i> .

National Marketing Education Standards

Foundations

STANDARDS	PAGE REFERENCES
<p>Business, Management, and Entrepreneurship</p> <p>Understands fundamental business, management, and entrepreneurial concepts that affect business decision making.</p>	<p>SE: <i>Business</i>: 144-163, 422-455, 456-481, 484-51, 516-547, 550-579, 580-607 <i>Math Studio</i>: 482-483, 548-549</p> <p>TWE: A 445 F 469, 558, 568 T 600</p>
<p>Communication and Interpersonal Skills</p> <p>Understands concepts, strategies, and systems needed to interact effectively with others.</p>	<p>TWE: CL 167 CS 261, 280, 296, 347, 376, 562, 673</p>
<p>Economics</p> <p>Understands the economic principles and concepts fundamental to marketing.</p>	<p>SE: 550-579</p> <p>TWE: F 554, 563, 568 GP 568 T 563, 568 WI 550 WL 550</p>
<p>Professional Development</p> <p>Understands concepts and strategies needed for career exploration, development, and growth.</p>	<p>SE: <i>Alternative Assessment</i>: 453 <i>Living in the Real World</i>: 103, 424, 430, 447 <i>Practicing Life Skills Lab</i>: 3 <i>Living in the Real World</i>: 103, 424, 430, 447453</p> <p>TWE: PL 3</p>

National Marketing Education Standards

Functions

STANDARDS	PAGE REFERENCES
<p>Distribution</p> <p>Understands the concepts and processes needed to move, store, locate, and/or transfer ownership of goods and services.</p>	<p>SE: 580-607</p> <p>TWE: F 582, 589, 599 GP 600 T 583, 586 TP 594 WI 580 WL 580</p>
<p>Financing</p> <p>Understands the financial concepts used in making business decisions.</p>	<p>SE: 522-524, 525-527, 638-639, 640-641, 680-703</p> <p>TWE: T 686, 694 WI 680</p>
<p>Marketing-Information Management</p> <p>Understand the concepts, systems, and tools needed to gather, access, synthesize, evaluate, and disseminate information for use in making business decisions.</p>	<p>SE: 550-579</p> <p>TWE: F 554, 563, 568 GP 568 T 563, 568 WI 550 WL 550</p>
<p>Pricing</p> <p>Understands concepts and strategies utilized in determining and adjusting prices to maximize return and meet customers' perception of value.</p>	<p>SE: 237-238, 317-319, 568-569, 706-709</p> <p>TWE: A 569 F 237, 317, 568, 706 T 568</p>

National Marketing Education Standards

Functions

STANDARDS	PAGE REFERENCES
<p>Product/Service Management</p> <p>Understands the concepts and processes needed to obtain, develop, maintain, and improve a product or service mix in response to market opportunities.</p>	<p>SE: 552-553, 554-555, 556-557, 558-560, 561-562</p> <p>TWE: CS 555 F 554, 556 T 553</p>
<p>Promotion</p> <p>Understands the concepts and strategies needed to communicate information about products, services, images, and/or ideas to achieve a desired outcome.</p>	<p>SE: 563-564, 565-567</p> <p>TWE: CL 563 F 563, 565 T 563, 565 TC 565</p>
<p>Selling</p> <p>Understands the concepts and actions needed to determine client needs and wants and respond through planned, personalized communication that influences purchase decisions and enhances future business opportunities</p>	<p>SE: 516-547 <i>Math Studio:</i> 548-549</p> <p>TWE: CS 529 WI 516</p>

TWE Codes

A	Assess
TP	Technology Power
CL	Cooperative Learning
CS	Communication Skills
F	Focus
PS	Problem Solving
ML	Motivating the Lesson
IE	In-Class Examples
PL	Practicing Life Skills Lab
T	Teach
C	Close
GP	Global Perspective
WI	Why It's Important
WL	What You'll Learn

SCANS	
A Three-Part Foundation	
Basic Skills	CHAPTER REFERENCES
<p>Reads, writes, performs arithmetic and mathematical operations, listens and speaks</p> <ul style="list-style-type: none"> • A. Reading—locates, understands, and interprets written information in prose and in documents such as manuals, graphs, and schedules 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • B. Writing—communicates thoughts, ideas, information, and messages in writing; and creates documents such as letters, directions, manuals, reports, graphs, and flow charts 	<p>SE & TWE: Chapters 1, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • C. Arithmetic/Mathematics—performs basic computations and approaches practical problems by choosing appropriately from a variety of mathematical techniques 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • D. Listening—receives, attends to, interprets, and responds to verbal messages and other cues 	<p>SE & TWE: Chapters 1, 2, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • E. Speaking—organizes ideas and communicates orally 	<p>SE & TWE: Chapters 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>

SCANS	
A Three-Part Foundation	
Thinking Skills	CHAPTER REFERENCES
<p>Thinks creatively, makes decisions, solves problems, visualizes, knows how to learn and reasons</p> <ul style="list-style-type: none"> • A. <u>Creative Thinking</u>—generates new ideas 	<p>SE & TWE: Chapters 1, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 14, 15, 17, 18, 19, 20</p>
<ul style="list-style-type: none"> • B. <u>Decision Making</u>—specifies goals and constraints, generates alternatives, considers risks, and evaluates and chooses best alternative 	<p>SE & TWE: Chapters 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • C. <u>Problem Solving</u>—recognizes problems and devises and implements plan of action 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • D. <u>Seeing Things in the Mind’s Eye</u>—organizes, and processes symbols, pictures, graphs, objects, and other information 	<p>SE & TWE: Chapters 1, 6, 7, 10, 11, 17</p>
<ul style="list-style-type: none"> • E. <u>Knowing How to Learn</u>—uses efficient learning techniques to acquire and apply new knowledge and skills 	<p>SE & TWE: Chapters 2, 5, 12, 16, 20, 21, 23</p>
<ul style="list-style-type: none"> • F. <u>Reasoning</u>—discovers a rule or principle underlying the relationship between two or objects and applies it when solving a problem 	<p>SE & TWE: Chapters 1, 2, 3, 4, 6, 7, 9, 12, 13, 14, 17, 18, 19, 20, 21, 22, 23</p>

SCANS	
A Three-Part Foundation	
Personal Qualities	CHAPTER REFERENCES
<p>Displays responsibility, self-esteem, sociability, self-management, and integrity and honesty</p> <ul style="list-style-type: none"> • A. <u>Responsibility</u>—exerts a high level of effort and perseveres towards goal attainment 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 22</p>
<ul style="list-style-type: none"> • B. <u>Self-Esteem</u>—believes in own self-worth and maintains a positive view of self 	<p>SE & TWE: Chapters 4, 6, 7, 11, 13, 14, 15, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • C. <u>Sociability</u>—demonstrates understanding, friendliness, adaptability, empathy, and politeness in new and on-going group settings 	<p>SE & TWE: Chapters 2, 4, 15, 21</p>
<ul style="list-style-type: none"> • D. <u>Self-Management</u>—assesses self accurately, sets personal goals, monitors progress, and exhibits self-control 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • E. <u>Integrity/Honesty</u>—chooses ethical courses of action 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>

SCANS	
Five Workplace Competencies	
Resources	CHAPTER REFERENCES
<p>Identifies, organizes, plans, and allocates resources</p> <ul style="list-style-type: none"> • <i>A. Time</i>—Selects goal-relevant activities, ranks them, allocates time, and prepares and follows schedules 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • <i>B. Money</i>—Uses or prepares budgets, makes forecasts, keeps records, and makes adjustments to meet objectives 	<p>SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • <i>C. Material and Facilities</i>—Acquires, stores, allocates, and uses materials or space efficiently 	<p>SE & TWE: Chapters 8, 13, 16</p>
<ul style="list-style-type: none"> • <i>D. Human Resources</i>—Assesses skills and distributes work accordingly, evaluates performance and provides feedback 	<p>SE & TWE: Chapter 13</p>

SCANS	
Five Workplace Competencies	
Interpersonal	CHAPTER REFERENCES
<ul style="list-style-type: none"> • <i>A. Participates as Member of a Team</i>—contributes to group effort 	SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23
<ul style="list-style-type: none"> • <i>B. Teaches Others New Skills</i> 	SE & TWE: Chapters 1, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23
<ul style="list-style-type: none"> • <i>C. Serves Clients/Customers</i>—works to satisfy customers’ expectations 	SE & TWE: Chapter 13
<ul style="list-style-type: none"> • <i>D. Exercises Leadership</i>—communicates ideas to justify position, persuades and convinces others, responsibly challenges existing procedures and policies 	SE & TWE: Chapters 1, 5, 6, 8, 9, 10, 11, 12, 14, 15, 16, 17, 18, 20, 21, 22, 23
<ul style="list-style-type: none"> • <i>E. Negotiates</i>—works toward agreements involving exchange of resources, resolves divergent interests 	SE & TWE: Chapters 2, 3, 4, 6, 8, 9, 13, 16, 19, 20
<ul style="list-style-type: none"> • <i>F. Works with Diversity</i>—works well with men and women from diverse backgrounds 	SE & TWE: Chapters 3, 9, 13, 20

SCANS	
Five Workplace Competencies	
Information	CHAPTER REFERENCES
Acquires and uses information <ul style="list-style-type: none"> • <i>A. Acquires and Evaluates Information</i> 	SE & TWE: Chapters 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23
<ul style="list-style-type: none"> • <i>B. Organizes and Maintains Information</i> 	SE & TWE: Chapters 2, 3, 6, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23
<ul style="list-style-type: none"> • <i>C. Interprets and Communicates Information</i> 	SE & TWE: Chapters 4, 5, 6, 7, 8, 10, 11, 15, 16, 17, 18, 19, 20, 21, 22, 23
<ul style="list-style-type: none"> • <i>D. Uses Computers to Process Information</i> 	SE & TWE: Chapters 2, 3, 5, 10

SCANS	
Five Workplace Competencies	
Systems	CHAPTER REFERENCES
<p>Understands complex inter-relationships</p> <ul style="list-style-type: none"> • <i>A. Understands Systems</i>—knows how social, organizational, and technological systems work and operates effectively with them 	<p>SE & TWE: Chapters 3, 4, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • <i>B. Monitors and Corrects Performance</i>—distinguishes trends, predicts impacts on systems operations, diagnoses deviations in systems’ performance and corrects malfunctions 	<p>SE & TWE: Chapters 2, 5, 17, 22</p>
<ul style="list-style-type: none"> • <i>C. Improves or Designs Systems</i>—suggests modifications to existing systems and develops new or alternative systems to improve performance 	<p>This content is not covered in <i>Glencoe Mathematics With Business Applications</i>.</p>

SCANS	
Five Workplace Competencies	
Technology	CHAPTER REFERENCES
<p>Works with a variety of technologies</p> <ul style="list-style-type: none"> • <i>A. Selects Technology</i>—chooses procedures, tools or equipment including computers and related technologies 	<p>SE & TWE: Chapters 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • <i>B. Applies Technology</i>—Understands overall intent and proper procedures for setup and operation of equipment 	<p>SE & TWE: Chapters 2, 3, 4, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>
<ul style="list-style-type: none"> • <i>C. Maintains and Troubleshoots Equipment</i>—Prevents, identifies, or solves problems with equipment, including computers and other technologies 	<p>This content is not covered in <i>Glencoe Mathematics With Business Applications</i>.</p>

*See SCANS correlation for the entire Student Edition on TWE pages xxvi-vviii. See SCANS correlations for each chapter on TWE pages 90A-90B, 114A-114B, 144A-144B, 164A-164B, 194A-194B, 230A-230B, 256A-256B, 282A-282B, 312A-312B, 342A-342B, 370A-370B, 392A-392B, 422A-422B, 456A-456B, 484A-484B, 516A-516B, 550A-550B, 580A-580B, 608A-608B, 632A-632B, 656A-656B, 680A-680B, and 704A-704B.

Business Evaluation Tool

Content-Business	Comments
Career Experiences	The <i>Living in the Real World</i> features found throughout the Student Edition introduce students to a wide range of interesting, attainable career choices in the field.
Employability Skills	The <i>When Will You Use This?</i> feature found at the beginning of each chapter throughout the Student Edition helps students understand how the chapter concept is relevant in the real world.
Team work	The <i>Cooperative Learning</i> feature found throughout the Teacher Wraparound Edition (TWE) offers suggestions to help build students' teamwork skills.
Global Perspective	The <i>Global Perspective</i> feature found throughout the TWE provides information on business practices throughout the world. A student activity is suggested at the end of each feature.

Content-Business (continued)	Comments
Mathematical Skills	<i>Glencoe Mathematics With Business Applications</i> is a text about learning mathematical skills and their applications to the business world.
Communication	The <i>Communication Skills</i> feature found throughout the TWE provides suggestions to help students learn to communicate about the concepts learned with others.
Diversity	The <i>Alternative Assessment Strategies</i> feature found throughout the TWE provides strategies for working with the diversity of needs and abilities of your students. The <i>Overview: Meeting Individual Needs and Learning Styles</i> found on TWE page xxi provides suggestions for assisting students with individual needs. A chart of teaching strategies for meeting individual needs can be found on TWE pages xxii and xxiii. A chart of teaching strategies for the eight ways of learning can be found on TWE pages xxiv and xxv.

Content-Business (continued)	Comments
Ethical Practices	Ethical practices are presented through the Student Edition in the features <i>What You'll Learn</i> , <i>Why It's Important</i> , and <i>Assessment</i> .
Academic Integration	Academic integration can be found throughout the Student Edition in the features <i>Living in the Real World</i> and <i>Math Studio</i> . Academic integration can be found throughout the TWE in such features as <i>Business Notes</i> , <i>Cooperative Learning</i> , <i>Global Perspective</i> , and <i>Thinking Critically</i> .
Real World Application	The <i>Living in the Real World</i> feature found throughout the Student Edition connects the concepts taught in each chapter to a real-world situation.

Content-Business (continued)	Comments
Content Area Concepts Addressed	In <i>Glencoe Mathematics With Business Applications</i> new learning is based on previous knowledge, with each new concept building on a prior experience. The dependable instructional approach to the lessons strengthens student learning. The three-pronged approach—Workshops, Chapters, Reference Files—aids student performance and assessment.

Instruction and Assessment	Comments
Identifies a Sense of Purpose	Each chapter in the Student Edition begins with elements designed to quickly launch a student’s focus and interest on the chapter’s topic. Each <i>Chapter Opener</i> in the Student Edition helps students organize their study of chapter concepts. Learning objectives help students preview what they will learn.

Instruction and Assessment (continued)	Comments
Builds on Student Ideals	Ethical practices are presented through the Student Edition in the features <i>What You'll Learn</i> , <i>Why It's Important</i> , and <i>Assessment</i> .
Engages Students	Each chapter in the Student Edition begins with elements designed to quickly launch a student's focus and interest on the chapter's topic. Each <i>Chapter Opener</i> in the Student Edition helps students organize their study of chapter concepts. Learning objectives help students preview what they will learn.
Develops Business Ideas	In <i>Glencoe Mathematics With Business Applications</i> new learning is based on previous knowledge, with each new concept building on a prior experience. The dependable instructional approach to the lessons strengthens student learning. The three-pronged approach—Workshops, Chapters, Reference Files—aids student performance and assessment.

Instruction and Assessment (continued)	Comments
Promotes Student Thinking	<p><i>Glencoe Mathematics With Business Applications</i> contains a variety of practice materials to help students transfer textbook learning to practical applications. Activities such as <i>Living in the Real World</i> and <i>Math Studio</i> found throughout the Student Edition help students to apply their critical thinking and decision-making skills based on chapter concepts.</p>
Assesses Student Progress	<p>A large selection of testing and assessment resources is available for <i>Glencoe Mathematics With Business Applications</i> to help you measure the progress of your students. In the Student Edition, multiple methods of reviewing and testing your students' comprehension and application of the concepts taught are offered. Assessment can be found in the <i>Study Guide and Assessment</i>, the <i>Cumulative Test Prep</i>, and the <i>Self-Check</i> features. The <i>Assessment Binder</i> contains the <i>ExamView® Pro Test Generator CD-ROM</i> which contains more than 1,800 questions you can use to create a test for your students. This test bank allows you to customize the types of questions by difficulty level. <i>Reproducible Tests</i> can also be found in the <i>Assessment Binder</i>. These tests can be photocopied, and contain diagnostic, chapter, part, midterm, and final tests. The <i>Alternative Assessment Strategies</i> in the <i>Assessment Binder</i> can be used to evaluate performance by applying it to outlined rubrics.</p>

<p style="text-align: center;">Instruction and Assessment (continued)</p>	<p style="text-align: center;">Comments</p>
<p>Enhances The Learning Environment</p>	<p><i>Glencoe Mathematics With Business Applications</i> offers engaging, relevant, and appropriate content for the widest range of learners – from young scholars and athletes to visual learners and low achievers. The research-based content is presented in a visually dynamic style that will engage and motivate your students. The program has been designed to offer a variety of lesson plan options and embedded assessment that develop the knowledge, business math skills, behaviors, and problem-solving skills of all your students – regardless of their learning styles and ability levels.</p>
<p>Reading level is appropriate for interest and ability level of intended student group: level remains consistent throughout.</p>	<p><i>Glencoe Mathematics With Business Applications</i> offers engaging, relevant, and appropriate content for the widest range of learners – from young scholars and athletes to visual learners and low achievers. The research-based content is presented in a visually dynamic style that will engage and motivate your students. The program has been designed to offer a variety of lesson plan options and embedded assessment that develop the knowledge, business math skills, behaviors, and problem-solving skills of all your students – regardless of their learning styles and ability levels.</p>

Instruction and Assessment (continued)	Comments
Commonwealth Accountability Testing System (CATS) “like” Assessment is provided	The <i>ExamView®Pro Test Generator CD-ROM</i> which contains more than 1,800 questions you can use to create a test for your students. This test bank allows you to customize the types of questions by difficulty level.
Variety of Assessments (diagnostic, formative, summative, open response, multiple choice, individual, small group, oral, demonstrations, presentations, self and peer performance, portfolio prompts) is included.	A large selection of testing and assessment resources is available for <i>Glencoe Mathematics With Business Applications</i> to help you measure the progress of your students. In the Student Edition, multiple methods of reviewing and testing your students’ comprehension and application of the concepts taught are offered. Assessment can be found in the <i>Study Guide and Assessment</i> , the <i>Cumulative Test Prep</i> , and the <i>Self-Check</i> features. The <i>Assessment Binder</i> contains the <i>ExamView®Pro Test Generator CD-ROM</i> which contains more than 1,800 questions you can use to create a test for your students. This test bank allows you to customize the types of questions by difficulty level. <i>Reproducible Tests</i> can also be found in the <i>Assessment Binder</i> . These tests can be photocopied, and contain diagnostic, chapter, part, midterm, and final tests. The <i>Alternative Assessment Strategies</i> in the <i>Assessment Binder</i> can be used to evaluate performance by applying it to outlined rubrics.

<p style="text-align: center;">Instruction and Assessment (continued)</p>	<p style="text-align: center;">Comments</p>
<p>Includes activities and opportunities for integration of technology.</p>	<p>Calculators are used throughout the lessons in the Student Edition as appropriate. The <i>Technology Power</i> feature found throughout the TWE provides information on applications of technology. The <i>Powerpoint® Presentations CD-ROM</i> contains more than 2,500 slides that provide high-interest instruction. You can introduce and walk through a concept using the examples, charts, and tables on the CD-ROM.</p>
<p>Reflects researched-based practices (e.g. hands-on activities, technology, problem-solving situations)</p>	<p><i>Glencoe Mathematics With Business Applications</i> has achieved the highest degree of accuracy through rigorous scientifically-based research. This edition is the product of the most recent research studies, teacher feedback, and detailed editorial development. The result is an up-to-date, solid foundation for an engaging, stimulating, and high-quality accounting education course for your students. Hands-on activities, technology, and problem-solving situations are integrated throughout <i>Glencoe Mathematics With Business Applications</i>.</p>

Instruction & Assessment (continued)	Comments
<p>Differentiation techniques and activities suggested.</p>	<p><i>Glencoe Mathematics With Business Applications</i> offers engaging, relevant, and appropriate content for the widest range of learners – from young scholars and athletes to visual learners and low achievers. The research-based content is presented in a visually dynamic style that will engage and motivate your students. The program has been designed to offer a variety of lesson plan options and embedded assessment that develop the knowledge, business math skills, behaviors, and problem-solving skills of all your students – regardless of their learning styles and ability levels.</p>

Organization and Structure	Comments
<p>Organization is logical and allows for spiraling of content.</p>	<p><i>Glencoe Mathematics With Business Applications</i> is composed of 23 chapters organized into 3 parts. Each chapter contains 4-8 lessons. Each lesson follows a straight forward format, beginning with <i>What You'll Learn</i>, <i>When Will You Ever Use This?</i>, and <i>Key Words to Know</i> to help students connect what they learn to the real world of business. Each lesson closes with a <i>Concept Check</i> and <i>Practice</i> which includes activities and problems that provide immediate reinforcement and help students apply business concepts and procedures. Each chapter closes with a <i>Study Guide and Assessment</i> which includes a review of key words, skills, and concepts.</p>
<p>Vocabulary and key terms are clearly defined and easily accessible within each lesson.</p>	<p>Each chapter begins with a list of the <i>Key Words to Know</i> which are presented in the lesson. These key terms are found in bold-face type highlighted in yellow where they are defined in each lesson.</p>

Organization and Structure (continued)	Comments
Visual illustrations (e.g. graphs, charts, models) and examples are clearly presented and content-related	Graphs, charts, and models are used throughout the book to illustrate concepts. Examples are related to the content of the lesson.
Illustrations and language reflect diversity (e.g. racial, ethnic, cultural, age, gender, disabilities).	A variety of situations that reflect diversity are presented throughout the text.
Legible type, length of lines, spacing, and page layout and widths of margins contribute to overall appearance and use.	<i>Glencoe Mathematics With Business Applications</i> has achieved the highest degree of accuracy through rigorous scientifically-based research. This edition is the product of the most recent research studies, teacher feedback, and detailed editorial development. The result is an up-to-date, solid foundation for an engaging, stimulating, and high-quality health education course for your students.
Student materials seem durable and conducive to daily use.	The very best materials are used in all Glencoe products. The materials are easy for students to use, both in school and at home.
Includes sufficient glossary, index and appendices.	The <i>Glossary</i> can be found on pages 774-786. An <i>Appendix</i> can be found on pages 767-801. The <i>Index</i> can be found on pages 818-823.

Organization and Structure (continued)	Comments
Employs accurate grammar and spelling.	<i>Glencoe Mathematics With Business Applications</i> has achieved the highest degree of accuracy through rigorous scientifically-based research. This edition is the product of the most recent research studies, teacher feedback, and detailed editorial development.
Organization of material can be effectively used with Standards Based Units, Core Content and Program of Studies.	The correlation between <i>Glencoe Mathematics With Business Applications</i> and the Kentucky Mathematics for Business and Industry course is strong.

Resource Materials	Comments
Teacher materials coordinate easily with student materials (e.g. additional resources included at point of need, student pages shown, integration of technology indicated).	Each part in the TWE begins with a 1-page listing of all available Teacher Resources. Each chapter begins with a list of Classroom Resources. The student pages are shown in the TWE and the accompanying notes are shown in the wrap copy on the same page. Technology is integrated throughout both the Student Edition and the TWE.

Resource Materials (continued)	Comments
<p>Activities are included that adapt to the various learning styles, intelligences, and interest/ability levels.</p>	<p>The <i>Alternative Assessment Strategies</i> feature found throughout the TWE provides strategies for working with the diversity of needs and abilities of your students. The <i>Overview: Meeting Individual Needs and Learning Styles</i> found on TWE page xxi provides suggestions for assisting students with individual needs. A chart of teaching strategies for meeting individual needs can be found on TWE pages xxii and xxiii. A chart of teaching strategies for the eight ways of learning can be found on TWE pages xxiv and xxv.</p>
<p>Extension activities including adaptations and accommodations for students with special needs.</p>	<p>The <i>Alternative Assessment Strategies</i> feature found throughout the TWE provides strategies for working with the diversity of needs and abilities of your students. The <i>Overview: Meeting Individual Needs and Learning Styles</i> found on TWE page xxi provides suggestions for assisting students with individual needs. A chart of teaching strategies for meeting individual needs can be found on TWE pages xxii and xxiii. A chart of teaching strategies for the eight ways of learning can be found on TWE pages xxiv and xxv.</p>

<p style="text-align: center;">Resource Materials (continued)</p>	<p style="text-align: center;">Comments</p>
<p>Resources provide objectives, background information, common student errors, hints, advice for lesson implementation and real-world connections, connections with career and/or technology and references (e.g. solution manuals, study guides).</p>	<p>Each chapter in the Student Edition begins with a list of objectives titled <i>What You'll Learn</i> and background information in <i>When Will You Ever Use This?</i> Common student errors, hints, and advice for lesson implementation can be found throughout the TWE. Real-world connections and connections with career and/or technology can be found throughout the Student Edition and the TWE. A multitude of references are available.</p>

Resource Materials (continued)	Comments
Suggestions are made for integration of themes and/or interdisciplinary instruction.	Academic integration can be found throughout the Student Edition in the features <i>Living in the Real World</i> and <i>Math Studio</i> . Academic integration can be found throughout the TWE in such features as <i>Business Notes</i> , <i>Cooperative Learning</i> , <i>Global Perspective</i> , and <i>Thinking Critically</i> .
Integration opportunities suggested and examples given.	Academic integration can be found throughout the Student Edition in the features <i>Living in the Real World</i> and <i>Math Studio</i> . Academic integration can be found throughout the TWE in such features as <i>Business Notes</i> , <i>Cooperative Learning</i> , <i>Global Perspective</i> , and <i>Thinking Critically</i> .
Teacher resources are available online.	Teacher resources are available at www.busmath.glencoe.com .
Online resources available – Repeat of information in text.	Teacher resources are available at www.busmath.glencoe.com .
Online resources available – Practice skills only.	Teacher resources are available at www.busmath.glencoe.com .
Online resources available – New application materials.	Teacher resources are available at www.busmath.glencoe.com .



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