

DEVELOPING IDEAS, KNOWING THE MARKET, AND STARTING UP YOUR BUSINESS**Unit I: Introduction to Entrepreneurship**

1. AUG 15 Special Event - **FROSH FEST**
2. AUG 16 Welcome to FSJ!
3. AUG 19 What is Entrepreneurship? (ENTR 1-1)
4. AUG 20 Characteristics of an Entrepreneur (ENTR 1-2)
5. AUG 21 Explore Ideas and Opportunities (ENTR 1-3)
6. AUG 22 Why a Business Plan Is Important (ENTR 1-4)
7. AUG 23 SLO Pre Testing 📄 / Career Topics
8. AUG 26 Entrepreneurs Satisfy Needs and Wants (ENTR 1-5)
9. AUG 27 Types of Entrepreneurial Businesses (ENTR 1-6)
10. AUG 28 Choose a Form of Business (ENTR 1-7)
11. AUG 29 How Economic Decisions Are Made (ENTR 1-8)
12. AUG 30 What Affects Price? (ENTR 1-9)
13. SEP 3 Introduction to Entrepreneurship Review
14. SEP 4 Unit I Test 📄
15. SEP 5 Business Plan Project – The Idea

Unit II: Market Analysis, Marketing & Sales

16. SEP 6 Developing the Marketing Plan (ENTR 2-1) - **GO BANANAS!**
17. SEP 9 Identify Your Market (ENTR 2-2)
18. SEP 10 BPA 2Tuesday ❤️
19. SEP 11 Conduct Market Research (ENTR 2-3)
20. SEP 12 Know Your Competition (ENTR 2-4)
21. SEP 13 Marketing Mix – Product (ENTR 2-5) - **CEAC**
22. SEP 16 Marketing Mix – Price (ENTR 2-6)
23. SEP 17 Marketing Mix – Place/Distribution (ENTR 2-7)
24. SEP 18 Marketing Mix – Promotion (ENTR 2-8)
25. SEP 19 Selling and Promoting (ENTR 2-9)
26. SEP 23 Market Analysis, Marketing & Sales Review
27. SEP 24 Unit II Test 📄
28. SEP 25 Business Plan Project – The Market

Review

29. SEP 26 Unit I & II Review
30. SEP 27 Unit I & II Exam / SLO Post Testing 📄 - **BPA STATE OFFICER INTENTS - HOMECOMING**

Unit III: Starting & Financing Your Business

31. SEP 30 Legal Issues and Business Ownership (ENTR 3-1)
32. OCT 1 Choose a Location and Design the Layout (ENTR 3-2)
33. OCT 2 Purchase Equipment, Supplies, and Inventory (ENTR 3-3)
34. OCT 3 Identify Your Staffing Needs (ENTR 3-4)
35. OCT 4 Business Risks (ENTR 3-5)
36. OCT 7 Insure Against Risks (ENTR 3-6)
37. OCT 8 BPA 2Tuesday ❤️
38. OCT 9 Financing Your Business (ENTR 3-7)
39. OCT 10 Business Plan Project – Starting Up
40. OCT 11 BPA Project: Exploring Competitions – Day 1
41. OCT 14 BPA Project: Exploring Competitions – Day 2 - **BPA STATE OFFICER SCREENING**
42. OCT 15 BPA Project: Exploring Competitions – Day 3
43. OCT 16 BPA Project: Exploring Competitions – Day 4 - **PSAT**
44. OCT 17 BPA Project: Exploring Competitions – Day 5



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FINANCING, MANAGING, AND GROWING YOUR BUSINESS**Unit III: Starting and Financing Your Business** (continued)

45. OCT 22 Sales Forecasting (ENTR 4-1)
46. OCT 23 Cost of Doing Business (ENTR 4-2); Economics of One Unit of Sale (ENTR 4-3)
47. OCT 24 Income Statement (ENTR 4-4)
48. OCT 25 Cash Flow Statement (ENTR 4-5) - **BPA OHIO PIN/SHIRT DESIGNS**
49. OCT 28 Balance Sheet (ENTR 4-6)
50. OCT 29 Financial Ratios (ENTR 4-7)
51. OCT 30 Financial Analyst Team – Day 1
52. OCT 31 Financial Analyst Team – Day 2
53. NOV 1 Business Plan Project – Financials - **HONOR ROLL BREAKFAST**
54. NOV 6 Starting & Financing Your Business Review
55. NOV 7 Unit III Test 📄

Unit IV: Managing & Growing Your Business

56. NOV 8 How to Manage a Business (ENTR 5-1)
57. NOV 11 Managing Employees (ENTR 5-2); Human Resource Management
58. NOV 12 BPA 2Tuesday ❤️ - **THANKSGIVING FEAST**
59. NOV 13 Special Event - **SOPHOMORE RECRUITING TOURS**
60. NOV 14 Managing Expenses, Credit, and Cash Flow (ENTR 5-3)
61. NOV 15 Managing Production (ENTR 5-4)
62. NOV 18 Managing Distribution (ENTR 5-5)
63. NOV 19 Managing Operations (ENTR 5-6)
64. NOV 20 Managing Purchasing and the Supply Chain (ENTR 5-7)
65. NOV 21 Managing Inventory (ENTR 5-8)
66. NOV 22 Small Business Management Team – Day 1 - **BT OFF CAMPUS TOURS**
67. NOV 25 Small Business Management Team – Day 2 - **CHS EXCHANGE TOURS**
68. NOV 26 Choosing Your BPA Competitions - **BPA COMPETITION CHOICES DUE - FALL BREAK BEGINS**
69. DEC 2 Planning for Business Growth (ENTR 6-1); Growth Strategies (ENTR 6-2)
70. DEC 3 Challenges of Growth (ENTR 6-3); Global Trends (ENTR 6-4)
71. DEC 4 Franchising and Licensing (ENTR 6-5)
72. DEC 5 Exit Strategies (ENTR 6-6)
73. DEC 6 Managing & Growing Your Business Review - **CEAC**
74. DEC 9 Unit IV Test 📄
75. DEC 10 BPA 2Tuesday ❤️ - **CHRISTMAS PARTY - SENIOR FIN LIT DAY**
76. DEC 11 BPA Competition Prep – Day 1
77. DEC 12 BPA Competition Prep – Day 2
78. DEC 13 BPA Competition Prep – Day 3

Review

79. DEC 16 Semester Review
80. DEC 17 Semester Review
81. DEC 18 End of Course Exam / WebXam ... exams for bells 1, 2, 3
82. DEC 19 No Class ... exams for bells 4, 7 (half day)
83. DEC 20 No Class ... exams for bells 5, 6 (half day) - **WINTER BREAK BEGINS**

BPA Competition Prep

84. JAN 6 BPA Competition Prep – Day 4
85. JAN 7 BPA Competition Prep – Day 5
86. JAN 8 BPA Competition Prep – Day 6
87. JAN 9 BPA Competition Prep – Day 7
88. JAN 10 BPA Competition Prep – Day 8



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ACCOUNTING FOR A SERVICE BUSINESS ORGANIZED AS A SOLE PROPRIETORSHIP

Unit I: Recording Business Transactions for a Service Business

89. JAN 13 Role of Accounting in Business (ACCT 1-1)
 90. JAN 14 BPA 2Tuesday ♥
 91. JAN 15 Business Transactions; Accounting Equation (ACCT 1-2, 1-3) - BPA TESTED EVENTS (bell 4)
 92. JAN 16 Building Financial Statements - BPA TESTED EVENTS (bell 4)
 93. JAN 17 Accounts, Account Numbers, Chart of Accounts - BPA TESTED EVENTS (bell 4)
 94. JAN 21 Getting Started with T Accounts (ACCT 2-1)
 95. JAN 22 Accounting with T Accounts (ACCT 2-2, 2-3)
 96. JAN 23 Reviewing Debits & Credits
 97. JAN 24 More T Accounts
 98. JAN 28 Introducing the General Journal (ACCT 3-1a)
 99. JAN 29 Special Event - BPA AWARDS CEREMONY
 100. JAN 30 Journal Practice Cases (ACCT 3-2, 3-3)
 101. JAN 31 Source Documents (ACCT 3-1b) - OHIO BPA SCHOLARSHIP APP - BT APPS DUE - MORP
 102. FEB 3 Practice Journalizing with Source Documents
 103. FEB 4 Transactions on Account
 104. FEB 5 Cash Controls: Checks and Petty Cash (ACCT 5-1, 5-2, 5-3, 5-4)
 105. FEB 6 Practice Using Checks and Petty Cash
 106. FEB 7 Posting from a Journal to a Ledger (ACCT 4-1, 4-2, 4-3) - OUTSTANDING KNIGHT BREAKFAST
 107. FEB 10 Posting Practice Case
 108. FEB 11 BPA 2Tuesday ♥ - BPA TORCH AWARDS DEADLINE
 109. FEB 12 Journal, Ledger, Trial Balance, Financial Statements
 110. FEB 13 Journal and Ledger Accounting Teams - PROM FASHION SHOW
 111. FEB 18 Recording Business Transactions Review
 112. FEB 19 Unit I Test 📖

Unit II: Completing the Accounting Cycle for a Service Business

113. FEB 20 Matching Concept: Deferrals and Accruals
 114. FEB 21 Making Adjusting Entries
 115. FEB 24 Adjusted Trial Balance
 116. FEB 25 Practice with Adjustments
 117. FEB 26 Using a Worksheet: Adjustments and Financial Statements (ACCT 6-1, 6-2)
 118. FEB 27 Using a Worksheet: Net Income, Totaling, and Ruling (ACCT 6-3, 6-4)
 119. FEB 28 Financial Statement Practice (ACCT 7-1, 7-2)
 120. MAR 2 Closing Process (ACCT 8-1)
 121. MAR 3 Making Closing Entries (ACCT 8-2); Post Closing Trial Balance (ACCT 8-3)
 122. MAR 4 Practice with Closing Entries; Examining the Accounting Cycle
 123. MAR 5 Accounting Cycle Review
 124. MAR 6 Unit II Test 📖
 125. MAR 9 Global Tactics Game
 126. MAR 10 Special Event - JUNIOR ACT DAY
 127. MAR 11 Accounting Cycle Problem – Day 1
 128. MAR 12 Accounting Cycle Problem – Day 2 - STATE LEADERSHIP CONFERENCE



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ACCOUNTING FOR A MERCHANDISING BUSINESS ORGANIZED AS A CORPORATION

Unit III: Recording Business Transactions for a Merchandising Business

129. MAR 16 Nature of Merchandising Businesses
130. MAR 17 Financial Statements for Merchandising Businesses
131. MAR 18 Journalizing Purchases and Cash Payments (ACCT 9-1, 9-2)
132. MAR 19 Journalizing Purchases Returns and Allowances (ACCT 9-3, 9-4)
133. MAR 20 Journalizing Sales and Cash Receipts (ACCT 10-1, 10-2) - VARIETY SHOW
134. MAR 23 Journalizing Sales Returns and Allowances (ACCT 10-3)
135. MAR 24 Review Special Journals
136. MAR 25 Posting to an Accounts Payable Ledger (ACCT 11-1)
137. MAR 26 Posting to an Accounts Receivable Ledger (ACCT 11-2) - BT ACCEPTANCE CELEBRATION
138. MAR 27 Posting Special Journal Totals; Correcting Errors (ACCT 11-3, 11-4, 11-5)
139. MAR 30 Practice with Special Journals & Subsidiary Ledgers
140. MAR 31 Reviewing Special Journals & Subsidiary Ledgers
141. APR 1 Preparing Payroll Records I (ACCT 12-1, 12-2)
142. APR 2 Preparing Payroll Records II (ACCT 12-3, 12-4)
143. APR 3 Special Event - SPRING BREAK BEGINS
144. APR 14 Payroll Accounting, Taxes, and Reports I (ACCT 13-1, 13-2) / BPA 2Tuesday ♥
145. APR 15 Payroll Accounting, Taxes, and Reports II (ACCT 13-3, 13-4)
146. APR 16 Comprehensive Problem – Day 1
147. APR 17 Comprehensive Problem – Day 2
148. APR 20 Recording Business Transactions Review
149. APR 21 Unit III Test 📖

Unit IV: Completing the Accounting Cycle for a Merchandising Business

150. APR 22 Stockholders' Equity for a Corporation; Dividends (ACCT 14-1)
151. APR 23 Beginning Worksheet for a Merchandising Business (ACCT 14-2)
152. APR 24 Merchandise Inventory (ACCT 14-3)
153. APR 27 Accounting for Inventory (ACCT 15-1, 15-2, 15-3)
154. APR 28 Allowance for Uncollectible AR (ACCT 14-4)
155. APR 29 Accounting for Uncollectible AR (ACCT 17-1, 17-2) - SENIOR TOP 10
156. APR 30 Review Inventory Adjustments and Uncollectible AR - SENIOR HONORS NIGHT
157. MAY 1 Depreciation Adjustments (ACCT 14-5) - SENIOR BRUNCH/PROM
158. MAY 4 Accounting for Plant Assets & Depreciation (ACCT 18-1, 18-2, 18-3, 18-4, 18-5)
159. MAY 5 Comprehensive Problem – Day 1 - NATIONAL LEADERSHIP CONFERENCE
160. MAY 6 Comprehensive Problem – Day 2 - NATIONAL LEADERSHIP CONFERENCE
161. MAY 7 Completing Worksheet; Federal Tax (ACCT 14-6) - NATIONAL LEADERSHIP CONFERENCE
162. MAY 8 Preparing Corporate Financials (ACCT 15-1, 15-2, 15-3, 15-4) - NATIONAL LEADERSHIP CONFERENCE
163. MAY 11 Quick Review of Corporate Financials - UNDERCLASS HONORS NIGHT
164. MAY 12 BPA 2Tuesday ♥ - FSJ YEAR END PARTY
165. MAY 13 Completing the Accounting Cycle Review
166. MAY 14 Unit IV Test 📖

Review

167. MAY 15 Financial Accounting Review
168. MAY 18 Financial Accounting Review / WebXam - NWHS GRADUATION
169. MAY 19 End of Course Exam ... exams for bells 1, 2, 3
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