

Strategic Entrepreneurship

DEVELOPING IDEAS, KNOWING THE MARKET, AND STARTING UP YOUR BUSINESS

Unit I: Introduction to Entrepreneurship

1. AUG 23 What is Entrepreneurship? (ENTR 1-1) - **WELCOME TO FSJ**
3. AUG 25 Characteristics of an Entrepreneur (ENTR 1-2)
5. AUG 27 Explore Ideas and Opportunities (ENTR 1-3)
7. AUG 31 Why a Business Plan Is Important (ENTR 1-4)
9. SEP 2 Entrepreneurs Satisfy Needs and Wants (ENTR 1-5)
11. SEP 8 What's Up With BPA?
13. SEP 10 Types of Entrepreneurial Businesses (ENTR 1-6)
15. SEP 14 Choose a Form of Business (ENTR 1-7)
17. SEP 16 How Economic Decisions Are Made (ENTR 1-8)
19. SEP 20 What Affects Price? (ENTR 1-9)
21. SEP 22 Introduction to Entrepreneurship Review
23. SEP 24 Unit I Test 📄
25. SEP 28 Business Plan Project – The Idea
27. SEP 30 Business Plan Project – The Idea
29. OCT 4 BPA Project: Exploring Competitions – Day 1
31. OCT 6 BPA Project: Exploring Competitions – Day 2
33. OCT 8 BPA Project: Exploring Competitions – Day 3
35. OCT 12 BPA Project: Exploring Competitions – Day 4
37. OCT 14 BPA Project: Exploring Competitions – Day 5

Financial Accounting

ACCOUNTING FOR A SERVICE BUSINESS ORGANIZED AS A SOLE PROPRIETORSHIP

Unit I: Recording Business Transactions for a Service Business

1. AUG 23 Role of Accounting in Business (ACCT 1-1) - **WELCOME TO FSJ**
3. AUG 25 Business Transactions; Accounting Equation (ACCT 1-2, 1-3)
5. AUG 27 Building Financial Statements
7. AUG 31 Accounts, Account Numbers, Chart of Accounts
9. SEP 2 Getting Started with T Accounts (ACCT 2-1)
11. SEP 8 Accounting with T Accounts (ACCT 2-2, 2-3)
13. SEP 10 Reviewing Debits & Credits
15. SEP 14 More T Accounts
17. SEP 16 Introducing the General Journal (ACCT 3-1a)
19. SEP 20 Journal Practice Cases (ACCT 3-2, 3-3)
21. SEP 22 Source Documents (ACCT 3-1b)
23. SEP 24 Transactions on Account
25. SEP 28 Cash Controls: Checks and Petty Cash (ACCT 5-1, 5-2, 5-3, 5-4)
27. SEP 30 Posting from a Journal to a Ledger (ACCT 4-1, 4-2, 4-3)
29. OCT 4 Posting Practice Case
31. OCT 6 Journal, Ledger, Trial Balance, Financial Statements
33. OCT 8 Journal and Ledger Accounting Teams
35. OCT 12 Recording Business Transactions Review
37. OCT 14 Unit I Test 📄



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Strategic Entrepreneurship

DEVELOPING IDEAS, KNOWING THE MARKET, AND STARTING UP YOUR BUSINESS

Unit II: Market Analysis, Marketing & Sales

- 39. OCT 19 Developing the Marketing Plan (ENTR 2-1)
- 41. OCT 21 Identify Your Market (ENTR 2-2)
- 43. OCT 25 Conduct Market Research (ENTR 2-3)
- 45. OCT 27 Know Your Competition (ENTR 2-4)
- 47. OCT 29 Marketing Mix – Product (ENTR 2-5)
- 49. NOV 3 Marketing Mix – Price (ENTR 2-6)
- 51. NOV 5 Marketing Mix – Place/Distribution (ENTR 2-7)
- 53. NOV 9 Marketing Mix – Promotion (ENTR 2-8) - **NWHS SOPHOMORE TOURS (NOV 8-9)**
- 55. NOV 11 Selling and Promoting (ENTR 2-9)
- 57. NOV 15 Market Analysis, Marketing & Sales Review
- 59. NOV 17 Choosing Your BPA Competitions - **CHS SOPHOMORE EXCHANGE TOURS (BELL 2)**

- 61. NOV 19 Unit II Test 📄
- 63. NOV 23 Special Event - **THANKSGIVING FEAST / FALL BREAK (NOV 24-28)**

- 65. NOV 30 Business Plan Project – The Market
- 67. DEC 2 Business Plan Project – The Market

- 69. DEC 6 Unit I Review
- 71. DEC 8 Unit II Review

- 73. DEC 10 Special Event - **CHRISTMAS PARTY / EXAMS (DEC 14-17) / WINTER BREAK (DEC 18-JAN 3)**

Financial Accounting

ACCOUNTING FOR A SERVICE BUSINESS ORGANIZED AS A SOLE PROPRIETORSHIP

Unit II: Completing the Accounting Cycle for a Service Business

- 39. OCT 19 Matching Concept: Deferrals and Accruals
- 41. OCT 21 Making Adjusting Entries
- 43. OCT 25 Adjusted Trial Balance
- 45. OCT 27 Practice with Adjustments
- 47. OCT 29 Using a Worksheet: Adjustments and Financial Statements (ACCT 6-1, 6-2)
- 49. NOV 3 Using a Worksheet: Net Income, Totaling, and Ruling (ACCT 6-3, 6-4)
- 51. NOV 5 Financial Statement Practice (ACCT 7-1, 7-2)
- 53. NOV 9 Closing Process (ACCT 8-1)
- 55. NOV 11 Making Closing Entries (ACCT 8-2); Post Closing Trial Balance (ACCT 8-3)
- 57. NOV 15 Accounting Cycle Review

- 59. NOV 17 Choosing Your BPA Competitions - **CHS SOPHOMORE EXCHANGE TOURS (BELL 2)**
- 61. NOV 19 Unit II Test 📄

- 63. NOV 23 Special Event - **THANKSGIVING FEAST / FALL BREAK (NOV 24-28)**

- 65. NOV 30 Accounting Cycle Problem – Day 1
- 67. DEC 2 Accounting Cycle Problem – Day 2

- 69. DEC 6 Unit I Review
- 71. DEC 8 Unit II Review

- 73. DEC 10 Special Event - **CHRISTMAS PARTY / EXAMS (DEC 14-17) / WINTER BREAK (DEC 18-JAN 3)**



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Strategic Entrepreneurship

FINANCING, MANAGING, AND GROWING YOUR BUSINESS

Unit III: Starting & Financing Your Business

- 79. JAN 4 BPA Competition Prep
- 81. JAN 6 BPA Competition Prep
- 83. JAN 10 BPA Competition Prep
- 85. JAN 12 BPA Competition Prep

- 87. JAN 18 Legal Issues and Business Ownership (ENTR 3-1)
- 89. JAN 20 Choose a Location and Design the Layout (ENTR 3-2)
- 91. JAN 24 Purchase Equipment, Supplies, and Inventory (ENTR 3-3)
- 93. JAN 26 Identify Your Staffing Needs (ENTR 3-4)
- 95. JAN 28 Business Risks (ENTR 3-5)
- 97. FEB 1 Insure Against Risks (ENTR 3-6)
- 99. FEB 3 Financing Your Business (ENTR 3-7)

- 101. FEB 7 Sales Forecasting (ENTR 4-1)
- 103. FEB 9 Cost of Doing Business (ENTR 4-2)
- 105. FEB 11 Economics of One Unit of Sale (ENTR 4-3)
- 107. FEB 15 Income Statement (ENTR 4-4)
- 109. FEB 17 Cash Flow Statement (ENTR 4-5)
- 111. FEB 23 Balance Sheet (ENTR 4-6)
- 113. FEB 25 Financial Ratios (ENTR 4-7)

- 115. MAR 1 Starting & Financing Your Business Review
- 117. MAR 3 Unit III Test 📄

- 119. MAR 7 Business Plan Project – Starting
- 121. MAR 9 Business Plan Project – Financing - STATE LEADERSHIP CONFERENCE (MAR 10-11)

Financial Accounting

ACCOUNTING FOR A MERCHANDISING BUSINESS ORGANIZED AS A CORPORATION

Unit III: Recording Business Transactions for a Merchandising Business

- 79. JAN 4 BPA Competition Prep
- 81. JAN 6 BPA Competition Prep
- 83. JAN 10 BPA Competition Prep

- 85. JAN 12 Nature of Merchandising Businesses
- 87. JAN 18 Financial Statements for Merchandising Businesses
- 89. JAN 20 Journalizing Purchases and Cash Payments (ACCT 9-1, 9-2)
- 91. JAN 24 Journalizing Purchases Returns and Allowances (ACCT 9-3, 9-4)
- 93. JAN 26 Journalizing Sales and Cash Receipts (ACCT 10-1, 10-2)
- 95. JAN 28 Journalizing Sales Returns and Allowances (ACCT 10-3)

- 97. FEB 1 Posting to an Accounts Payable Ledger (ACCT 11-1)
- 99. FEB 3 Posting to an Accounts Receivable Ledger (ACCT 11-2)
- 101. FEB 7 Posting Special Journal Totals; Correcting Errors (ACCT 11-3, 11-4, 11-5)
- 103. FEB 9 Practice with Special Journals & Subsidiary Ledgers
- 105. FEB 11 Reviewing Special Journals & Subsidiary Ledgers

- 107. FEB 15 Preparing Payroll Records I (ACCT 12-1, 12-2)
- 109. FEB 17 Preparing Payroll Records II (ACCT 12-3, 12-4)
- 111. FEB 23 Payroll Accounting, Taxes, and Reports I (ACCT 13-1, 13-2)
- 113. FEB 25 Payroll Accounting, Taxes, and Reports II (ACCT 13-3, 13-4)
- 115. MAR 1 Comprehensive Problem – Day 1
- 117. MAR 3 Comprehensive Problem – Day 2

- 119. MAR 7 Recording Business Transactions Review
- 121. MAR 9 Unit III Test 📄 - STATE LEADERSHIP CONFERENCE (MAR 10-11)



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Strategic Entrepreneurship

FINANCING, MANAGING, AND GROWING YOUR BUSINESS

Unit IV: Managing & Growing Your Business

123. MAR 14 How to Manage a Business (ENTR 5-1)
 125. MAR 16 Managing Employees (ENTR 5-2)
 127. MAR 18 Managing Expenses, Credit, and Cash Flow (ENTR 5-3)
 129. MAR 22 Managing Production (ENTR 5-4)
 131. MAR 24 Managing Distribution (ENTR 5-5)
 133. MAR 28 Managing Operations (ENTR 5-6)
 135. MAR 30 Managing Purchasing and the Supply Chain (ENTR 5-7)
 137. APR 1 Managing Inventory (ENTR 5-8)
139. APR 5 Business Plan Project – Management
 141. APR 7 Special Event – **SPRING BREAK (APR 9-18)**
143. APR 19 Planning for Business Growth (ENTR 6-1)
 145. APR 21 Growth Strategies (ENTR 6-2)
 147. APR 25 Challenges of Growth (ENTR 6-3)
 149. APR 27 Global Trends (ENTR 6-4)
 151. APR 29 Franchising and Licensing (ENTR 6-5)
 153. MAY 3 Exit Strategies (ENTR 6-6) – **NATIONAL LEADERSHIP CONFERENCE (MAY 3-8)**
155. MAY 5 Managing & Growing Your Business Review – **NATIONAL LEADERSHIP CONFERENCE (MAY 3-8)**
 157. MAY 9 Unit IV Test 📄
159. MAY 11 Business Plan Project – Growth
161. MAY 13 Unit III Review
 163. MAY 17 Unit IV Review – **EXAMS (MAY 19-24)**

Financial Accounting

ACCOUNTING FOR A MERCHANDISING BUSINESS ORGANIZED AS A CORPORATION

Unit IV: Completing the Accounting Cycle for a Merchandising Business

123. MAR 14 Stockholders' Equity for a Corporation; Dividends (ACCT 14-1)
 125. MAR 16 Beginning Worksheet for a Merchandising Business (ACCT 14-2)
 127. MAR 18 Merchandise Inventory (ACCT 14-3)
 129. MAR 22 Accounting for Inventory (ACCT 19-1, 19-2, 19-3)
 131. MAR 24 Allowance for Uncollectible AR (ACCT 14-4)
 133. MAR 28 Accounting for Uncollectible AR (ACCT 17-1, 17-2)
 135. MAR 30 Review Inventory Adjustments & Uncollectible AR
 137. APR 1 Comprehensive Problem – Day 1
 139. APR 5 Comprehensive Problem – Day 2
 141. APR 7 Special Event – **SPRING BREAK (APR 9-18)**
143. APR 19 Depreciation Adjustments (ACCT 14-5)
 145. APR 21 Accounting for Plant Assets & Depreciation I (ACCT 18-1, 18-2, 18-3)
 147. APR 25 Accounting for Plant Assets & Depreciation II (ACCT 18-4, 18-5)
 149. APR 27 Completing Worksheet; Federal Tax (ACCT 14-6)
 151. APR 29 Preparing Corporate Financials (ACCT 15-1, 15-2, 15-3, 15-4)
 153. MAY 3 Comprehensive Problem – Day 1 – **NATIONAL LEADERSHIP CONFERENCE (MAY 3-8)**
 155. MAY 5 Comprehensive Problem – Day 2 – **NATIONAL LEADERSHIP CONFERENCE (MAY 3-8)**
157. MAY 9 Completing the Accounting Cycle Review
 159. MAY 11 Unit IV Test 📄
161. MAY 13 Unit III Review
 163. MAY 17 Unit IV Review – **EXAMS (MAY 19-24)**



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