

Strategic Entrepreneurship

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

Unit I: Introduction to Entrepreneurship

1. AUG 22 What is Entrepreneurship? (ENTR 1-1) - WELCOME TO FSJ
2. AUG 23 Characteristics of an Entrepreneur (ENTR 1-2)
3. AUG 24 Explore Ideas and Opportunities (ENTR 1-3) ♥ BPA
5. AUG 26 Why a Business Plan Is Important (ENTR 1-4)
6. AUG 29 Entrepreneurs Satisfy Needs and Wants (ENTR 1-5)
7. AUG 30 Types of Entrepreneurial Businesses (ENTR 1-6)
8. AUG 31 Choose a Form of Business (ENTR 1-7) ♥ BPA
10. SEP 2 How Economic Decisions Are Made (ENTR 1-8)
11. SEP 6 What Affects Price? (ENTR 1-9)

12. SEP 7 Introduction to Entrepreneurship Review ♥ BPA
14. SEP 9 Unit I Test 📄

Unit II: Market Analysis, Marketing & Sales

15. SEP 12 Developing the Marketing Plan (ENTR 2-1)
16. SEP 13 Identify Your Market (ENTR 2-2)
17. SEP 14 Conduct Market Research (ENTR 2-3) ♥ BPA
19. SEP 19 Know Your Competition (ENTR 2-4)
20. SEP 20 Marketing Mix – Product (ENTR 2-5)
21. SEP 21 Marketing Mix – Price (ENTR 2-6) ♥ BPA
23. SEP 23 Marketing Mix – Place/Distribution (ENTR 2-7)
24. SEP 26 Marketing Mix – Promotion (ENTR 2-8)
25. SEP 27 Selling and Promoting (ENTR 2-9)

26. SEP 28 Market Analysis, Marketing & Sales Review ♥ BPA
28. SEP 30 Unit II Test 📄

Unit III: Starting & Financing Your Business

29. OCT 3 Legal Issues and Business Ownership (ENTR 3-1)
30. OCT 4 Choose a Location and Design the Layout (ENTR 3-2)
31. OCT 5 Purchase Equipment, Supplies, and Inventory (ENTR 3-3) ♥ BPA
33. OCT 7 Identify Your Staffing Needs (ENTR 3-4)
34. OCT 10 Business Risks (ENTR 3-5)
35. OCT 11 Insure Against Risks (ENTR 3-6)
36. OCT 12 Financing Your Business (ENTR 3-7) ♥ BPA - COMPETITION CHOICES DUE



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Unit III: Starting & Financing Your Business (continued)

- 38. OCT 18 Sales Forecasting (ENTR 4-1)
- 39. OCT 19 Cost of Doing Business (ENTR 4-2); One Unit of Sale (ENTR 4-3) ♥ BPA - PUMPKIN CARVING
- 41. OCT 21 Income Statement (ENTR 4-4); Cash Flow (ENTR 4-5); Balance Sheet (ENTR 4-6)
- 42. OCT 24 Financial Ratios (ENTR 4-7)
- 43. OCT 25 Starting & Financing Your Business Review - BLUE JACKETS FIELD TRIP
- 44. OCT 26 Unit III Test 📄 ♥ BPA

Unit IV: Managing & Growing Your Business

- 46. OCT 28 How to Manage a Business (ENTR 5-1)
- 47. OCT 31 Managing Employees (ENTR 5-2)
- 48. NOV 1 Managing Expenses, Credit, and Cash Flow (ENTR 5-3)
- 49. NOV 2 Managing Production (ENTR 5-4) ♥ BPA
- 51. NOV 4 Special Event - NWHS SOPHOMORE TOURS
- 52. NOV 9 Special Event ♥ BPA - THANKSGIVING FEAST
- 54. NOV 11 Managing Distribution (ENTR 5-5)
- 55. NOV 14 Managing Operations (ENTR 5-6)
- 56. NOV 15 Managing Purchasing and the Supply Chain (ENTR 5-7)
- 57. NOV 16 Special Event ♥ BPA - CHS SOPHOMORE EXCHANGE TOURS
- 59. NOV 18 Managing Inventory (ENTR 5-8)
- 60. NOV 21 Planning for Business Growth (ENTR 6-1)
- 61. NOV 22 Growth Strategies (ENTR 6-2) - FALL BREAK (NOV 23-27)
- 62. NOV 28 Challenges of Growth (ENTR 6-3)
- 63. NOV 29 Global Trends (ENTR 6-4)
- 64. NOV 30 Franchising and Licensing (ENTR 6-5) ♥ BPA
- 66. DEC 2 Exit Strategies (ENTR 6-6)
- 67. DEC 5 Managing & Growing Your Business Review
- 68. DEC 6 Unit IV Test 📄
- 69. DEC 7 Special Event ♥ BPA - CHRISTMAS PARTY
- 71. DEC 9 Semester Review
- 72. DEC 12 Semester Review
- 73. DEC 13 Semester Review
- 74. DEC 14 Exams 123
- 75. DEC 15 Exams 47
- 76. DEC 16 Exams 56 - WINTER BREAK (DEC 17-JAN 3)



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Financial Accounting

ACCOUNTING FOR A SERVICE BUSINESS ORGANIZED AS A SOLE PROPRIETORSHIP

Unit I: Recording Business Transactions for a Service Business

- 77. JAN 4 Role of Accounting in Business (ACCT 1-1) ♥ BPA
- 79. JAN 6 Business Transactions; Accounting Equation (ACCT 1-2, 1-3)
- 80. JAN 9 Building Financial Statements
- 81. JAN 10 Accounts, Account Numbers, Chart of Accounts

- 82. JAN 11 Getting Started with T Accounts (ACCT 2-1) ♥ BPA
- 84. JAN 13 Accounting with T Accounts (ACCT 2-2, 2-3)
- 85. JAN 17 Reviewing Debits & Credits
- 86. JAN 18 More T Accounts ♥ BPA

- 88. JAN 20 Introducing the General Journal (ACCT 3-1a)
- 89. JAN 23 Journal Practice Cases (ACCT 3-2, 3-3)
- 90. JAN 24 Source Documents (ACCT 3-1b) / Practice Journalizing
- 91. JAN 25 Special Event ♥ BPA - RLC TESTED EVENTS
- 93. JAN 27 Transactions on Account
- 94. JAN 30 Cash Controls: Checks and Petty Cash / Practice (ACCT 5-1, 5-2, 5-3, 5-4)

- 95. JAN 31 Posting from a Journal to a Ledger (ACCT 4-1, 4-2, 4-3)
- 96. FEB 1 Special Event ♥ BPA - RLC AWARDS
- 98. FEB 6 Posting Practice Case
- 99. FEB 7 Journal, Ledger, Trial Balance, Financial Statements
- 100. FEB 8 Journal and Ledger Accounting Teams ♥ BPA

- 102. FEB 10 Recording Business Transactions Review
- 103. FEB 13 Unit I Test 📖

Unit II: Completing the Accounting Cycle for a Service Business

- 104. FEB 14 Matching Concept: Deferrals and Accruals
- 105. FEB 15 Making Adjusting Entries ♥ BPA
- 107. FEB 21 Adjusted Trial Balance
- 108. FEB 22 Practice with Adjustments ♥ BPA
- 110. FEB 24 Using a Worksheet: Adjustments and Financial Statements (ACCT 6-1, 6-2)
- 111. FEB 27 Using a Worksheet: Net Income, Totaling, and Ruling (ACCT 6-3, 6-4)
- 112. FEB 28 Financial Statement Practice (ACCT 7-1, 7-2)
- 113. MAR 1 Closing Process (ACCT 8-1) ♥ BPA
- 115. MAR 3 Making Closing Entries (ACCT 8-2)
- 116. MAR 6 Post Closing Trial Balance (ACCT 8-3)
- 117. MAR 7 Practice with Closing Entries; Examining the Accounting Cycle

- 118. MAR 8 Accounting Cycle Problem – Day 1 ♥ BPA
- 120. MAR 10 Accounting Cycle Problem – Day 2 - SLC (MAR 9-10)

- 121. MAR 13 Accounting Cycle Review
- 122. MAR 14 Special Event - JUNIOR ACT DAY
- 123. MAR 15 Unit II Test 📖 ♥ BPA



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Financial Accounting

ACCOUNTING FOR A MERCHANDISING BUSINESS ORGANIZED AS A CORPORATION

Unit III: Recording Business Transactions for a Merchandising Business

- 125. MAR 20 Journalizing Purchases and Cash Payments (ACCT 9-1, 9-2)
- 126. MAR 21 Journalizing Purchases Returns and Allowances (ACCT 9-3, 9-4)
- 127. MAR 22 Journalizing Sales and Cash Receipts (ACCT 10-1, 10-2) ♥ BPA
- 129. MAR 24 Journalizing Sales Returns and Allowances (ACCT 10-3)

- 130. MAR 27 Posting to an Accounts Payable Ledger (ACCT 11-1)
- 131. MAR 28 Posting to an Accounts Receivable Ledger (ACCT 11-2)
- 132. MAR 29 Practice with Special Journals & Subsidiary Ledgers (ACCT 11-3, 11-4, 11-5) ♥ BPA

- 134. MAR 31 Preparing Payroll Records I (ACCT 12-1, 12-2)
- 135. APR 3 Preparing Payroll Records II (ACCT 12-3, 12-4)
- 136. APR 4 Payroll Accounting, Taxes, and Reports (ACCT 13-1, 13-2) (ACCT 13-3, 13-4)
- 137. APR 5 Special Event ♥ BPA - SPRING BREAK (APR 7-16)

- 139. APR 17 Recording Business Transactions Review
- 140. APR 18 Comprehensive Problem – Day 1
- 141. APR 19 Comprehensive Problem – Day 2 ♥ BPA

Unit IV: Completing the Accounting Cycle for a Merchandising Business

- 143. APR 21 Stockholders' Equity for a Corporation; Dividends (ACCT 14-1)
- 144. APR 24 Beginning Worksheet for a Merchandising Business (ACCT 14-2)
- 145. APR 25 Accounting for Merchandise Inventory (ACCT 14-3) (ACCT 19-1, 19-2, 19-3) - NLC (APR 25-30)
- 146. APR 26 Accounting for Uncollectible AR (ACCT 14-4) (ACCT 17-1, 17-2) ♥ BPA - NLC (APR 25-30)
- 148. APR 28 Review Inventory Adjustments & Uncollectible AR - NLC (APR 25-30)
- 149. MAY 1 Comprehensive Problem – Day 1
- 150. MAY 3 Comprehensive Problem – Day 2 ♥ BPA

- 152. MAY 5 Depreciation Adjustments (ACCT 14-5)
- 153. MAY 8 Accounting for Plant Assets & Depreciation (ACCT 18-1, 18-2, 18-3, 18-4, 18-5)
- 154. MAY 9 Completing Worksheet; Federal Tax (ACCT 14-6)
- 155. MAY 10 Preparing Corporate Financials (ACCT 15-1, 15-2, 15-3, 15-4) ♥ BPA
- 157. MAY 12 Review Depreciation, Worksheet, and Financials
- 158. MAY 15 Comprehensive Problem – Day 1
- 159. MAY 16 Comprehensive Problem – Day 2

- 160. MAY 17 Special Event ♥ BPA
- 162. MAY 19 Semester Review
- 163. MAY 22 Semester Review

- 164. MAY 23 Exams 123
- 165. MAY 24 Exams 47
- 166. MAY 25 Exams 56



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