

Strategic Entrepreneurship/ENTR

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

AUG 19 Frosh Fest

AUG 20 Phase In

Unit I: Introduction to Entrepreneurship

1. AUG 21 What is Entrepreneurship? (ENTR 1-1) ❤️ BPA - WELCOME TO FSJ
3. AUG 23 Characteristics of an Entrepreneur (ENTR 1-2)
4. AUG 26 Explore Ideas and Opportunities (ENTR 1-3)
5. AUG 27 Why a Business Plan Is Important (ENTR 1-4)
6. AUG 28 Entrepreneurs Satisfy Needs and Wants (ENTR 1-5) ❤️ BPA
8. AUG 30 Types of Entrepreneurial Businesses (ENTR 1-6)
9. SEP 3 Choose a Form of Business (ENTR 1-7)
10. SEP 4 How Economic Decisions Are Made (ENTR 1-8) ❤️ BPA
12. SEP 6 What Affects Price? (ENTR 1-9)
13. SEP 9 Introduction to Entrepreneurship Review
14. SEP 10 Exploring Business Plans - LATE
15. SEP 11 Unit I Test 📖 / BPP1 – The Idea ❤️ BPA

Unit II: Market Analysis, Marketing & Sales

17. SEP 13 Developing the Marketing Plan (ENTR 2-1)
18. SEP 17 Identify Your Market (ENTR 2-2)
19. SEP 18 Conduct Market Research (ENTR 2-3) ❤️ BPA
21. SEP 20 Know Your Competition (ENTR 2-4)
22. SEP 23 Marketing Mix – Product (ENTR 2-5)
23. SEP 24 Marketing Mix – Price (ENTR 2-6)
24. SEP 25 Marketing Mix – Place/Distribution (ENTR 2-7) ❤️ BPA
26. SEP 27 Marketing Mix – Promotion (ENTR 2-8) / BPP2 – The 4Ps
27. SEP 30 Selling and Promoting (ENTR 2-9)
28. OCT 1 Market Analysis, Marketing & Sales Review
29. OCT 2 Unit II Test 📖 / BPP3 – The Market ❤️ BPA

Unit III: Starting & Financing Your Business

31. OCT 4 Legal Issues and Business Ownership (ENTR 3-1)
32. OCT 7 Choose a Location and Design the Layout (ENTR 3-2)
33. OCT 8 Purchase Equipment, Supplies, and Inventory (ENTR 3-3)
34. OCT 9 Identify Your Staffing Needs (ENTR 3-4) / BPP4 – Startup ❤️ BPA - COMPETITION CHOICES DUE



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Unit III: Starting & Financing Your Business (continued)

- 36. OCT 15 Business Risks (ENTR 3-5) / Insure Against Risks (ENTR 3-6)
- 37. OCT 16 Financing Your Business (ENTR 3-7) ♥ BPA
- 39. OCT 18 Sales Forecasting (ENTR 4-1)
- 40. OCT 21 Cost of Doing Business (ENTR 4-2) / One Unit of Sale (ENTR 4-3)
- 41. OCT 22 Income Statement (ENTR 4-4); Cash Flow (ENTR 4-5); Balance Sheet (ENTR 4-6)
- 42. OCT 23 Special Event ♥ BPA - PUMPKIN CARVING
- 44. OCT 25 Financial Ratios (ENTR 4-7)
- 45. OCT 28 Starting & Financing Your Business Review
- 46. OCT 29 Unit III Test 📄
- 47. OCT 30 BPA Competition Prep ♥ BPA

Unit IV: Managing & Growing Your Business

- 49. NOV 1 How to Manage a Business (ENTR 5-1)
- 50. NOV 4 Managing Employees (ENTR 5-2)
- 51. NOV 6 BPA Competition Prep ♥ BPA
- 53. NOV 8 Managing Expenses, Credit, and Cash Flow (ENTR 5-3)
- 54. NOV 11 Managing Production (ENTR 5-4)
- 55. NOV 12 Business Plan Review - LATE
- 56. NOV 13 BPA Competition Prep ♥ BPA
- 58. NOV 15 Managing Distribution (ENTR 5-5)
- 59. NOV 18 Managing Operations (ENTR 5-6)
- 60. NOV 19 Managing Purchasing and the Supply Chain (ENTR 5-7)
- 61. NOV 20 Special Event ♥ BPA - THANKSGIVING PARTY
- 63. NOV 22 Managing Inventory (ENTR 5-8)
- 64. NOV 25 Planning for Business Growth (ENTR 6-1)
- 65. NOV 26 Growth Strategies (ENTR 6-2) - THANKSGIVING BREAK (NOV 27-DEC 1)
- 66. DEC 2 Challenges of Growth (ENTR 6-3)
- 67. DEC 3 Global Trends (ENTR 6-4)
- 68. DEC 4 BPA Competition Prep ♥ BPA
- 70. DEC 6 Franchising and Licensing (ENTR 6-5)
- 71. DEC 9 Exit Strategies (ENTR 6-6)
- 72. DEC 10 Managing & Growing Your Business Review
- 73. DEC 11 Special Event ♥ BPA - CHRISTMAS PARTY
- 75. DEC 13 Unit IV Test 📄
- 76. DEC 16 Semester Review
- 77. DEC 17 Semester Review
- DEC 18 Exams 123
- DEC 19 Exams 47
- DEC 20 Exams 56 - WINTER BREAK (DEC 21-JAN 5)



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Financial Accounting/ACCT

ACCOUNTING FOR A SERVICE BUSINESS ORGANIZED AS A SOLE PROPRIETORSHIP

Unit I: Recording Business Transactions for a Service Business

- 78. JAN 6 Role of Accounting in Business (ACCT 1:1)
- 79. JAN 7 Business Transactions; Accounting Equation (ACCT 1:2, 1:3)
- 80. JAN 8 BPA Competition Prep ♥ BPA
- 82. JAN 10 Building Financial Statements
- 83. JAN 13 Accounts, Account Numbers, Chart of Accounts
- 84. JAN 14 Getting Started with T Accounts (ACCT 2:1)
- 85. JAN 15 BPA Competition Prep ♥ BPA
- 87. JAN 17 Accounting with T Accounts (ACCT 2:2, 2:3)
- 88. JAN 21 Brief Review of D&C / Accounting Monopoly
- 89. JAN 22 Special Event ♥ BPA - TESTED EVENTS
- 91. JAN 24 Introducing the General Journal (ACCT 3:1a)
- 92. JAN 27 Journal Practice Cases (ACCT 3:2, 3:3)
- 93. JAN 28 Special Event - RLC AWARDS
- 94. JAN 29 Source Documents (ACCT 3:1b) / Practice Journalizing ♥ BPA
- 96. JAN 31 Cash Controls: Checks and Petty Cash / Practice (ACCT 5:1, 5:2, 5:3, 5:4)
- 97. FEB 3 Transactions on Account
- 98. FEB 4 Journal Review - LATE
- 99. FEB 5 Posting from a Journal to a Ledger (ACCT 4:1, 4:2, 4:3) ♥ BPA
- 101. FEB 7 Journal, Ledger, Trial Balance, Financials
- 102. FEB 10 Recording Business Transactions Review
- 103. FEB 11 Unit I Test 📄

Unit II: Completing the Accounting Cycle for a Service Business

- 104. FEB 12 Matching Concept: Deferrals and Accruals ♥ BPA
- 106. FEB 18 Making Adjusting Entries
- 107. FEB 19 Practice with Adjustments / Adjusted Trial Balance ♥ BPA
- 109. FEB 21 Using a Worksheet: Adjustments & Financial Statements (ACCT 6:1, 6:2)
- 110. FEB 24 Using a Worksheet: Net Income, Totaling, Ruling (ACCT 6:3, 6:4)
- 111. FEB 25 Financial Statement Practice (ACCT 7:1, 7:2)
- 112. FEB 26 Closing Process (ACCT 8:1) ♥ BPA
- 114. FEB 28 Making Closing Entries (ACCT 8:2) / Post Closing Trial Balance (ACCT 8:3)
- 115. MAR 3 Accounting Cycle Review
- 116. MAR 4 Unit II Test 📄
- 117. MAR 5 Accounting Cycle Problem – Day 1 ♥ BPA



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Financial Accounting/ACCT

ACCOUNTING FOR A MERCHANDISING BUSINESS ORGANIZED AS A CORPORATION

- 119. MAR 10 Accounting Cycle Problem – Day 2 - SLC
- 120. MAR 11 Special Event: Junior ACT Day - SLC

Unit III: Recording Business Transactions for a Merchandising Business

- 121. MAR 12 Journalizing Purchases and Cash Payments (ACCT 9-1, 9-2) ♥ BPA
- 123. MAR 14 Journalizing Purchases Returns and Allowances (ACCT 9-3, 9-4)
- 124. MAR 17 Journalizing Sales and Cash Receipts (ACCT 10-1, 10-2)
- 125. MAR 18 Journalizing Sales Returns and Allowances (ACCT 10-3)
- 126. MAR 19 Posting to an Accounts Payable Ledger (ACCT 11-1) ♥ BPA
- 128. MAR 21 Posting to an Accounts Receivable Ledger (ACCT 11-2)
- 129. MAR 24 Practice with Special Journals & Subsidiary Ledgers (ACCT 11-3, 11-4, 11-5)
- 130. MAR 25 More Practice - LATE
- 131. MAR 26 Special Journals & Subsidiary Ledgers Review ♥ BPA
- 133. MAR 28 Special Event - SPRING BREAK (MAR 29-APR 6)

Unit IV: Completing the Accounting Cycle for a Merchandising Business

- 134. APR 7 Preparing Payroll Records I (ACCT 12-1, 12-2, 12-3, 12-4)
- 135. APR 8 Preparing Payroll Records II (ACCT 12-1, 12-2, 12-3, 12-4)
- 136. APR 9 Comprehensive Problem – Day 1 ♥ BPA
- 138. APR 11 Comprehensive Problem – Day 2
- 139. APR 14 Stockholders' Equity for a Corporation; Dividends (ACCT 14-1)
- 140. APR 15 Merchandise Inventory (ACCT 14-3)
- 141. APR 16 Accounting for Inventory (ACCT 19-1, 19-2, 19-3) ♥ BPA
- 143. APR 18 Allowance for Uncollectible AR (ACCT 14-4)
- 144. APR 22 Accounting for Uncollectible AR (ACCT 17-1, 17-2)
- 145. APR 23 Comprehensive Problem – Day 1 ♥ BPA
- 147. APR 25 Comprehensive Problem – Day 2
- 148. APR 28 Depreciation Adjustments (ACCT 14-5)
- 149. APR 29 Accounting for Plant Assets & Depreciation (ACCT 18-1, 18-2, 18-3, 18-4, 18-5)
- 150. APR 30 Beginning Worksheet for a Merchandising Business (ACCT 14-2) ♥ BPA
- 152. MAY 2 Completing Worksheet; Federal Tax (ACCT 14-6)
- 153. MAY 5 Preparing Corporate Financials (ACCT 15-1, 15-2, 15-3, 15-4)
- 154. MAY 7 Comprehensive Problem – Day 1 ♥ BPA - NLC (MAY 6-10)
- 156. MAY 9 Comprehensive Problem – Day 2 - NLC (MAY 6-10)
- 157. MAY 12 Review Depreciation, Worksheet, and Financials
- 158. MAY 13 Completing the Accounting Cycle Review
- 159. MAY 14 Unit IV Test 📖 ♥ BPA
- 161. MAY 16 Semester Review
- 162. MAY 19 Semester Review

MAY 20 Exams 123

MAY 21 Exams 47

MAY 22 Exams 56 - SUMMER BREAK



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