



Business Education

Technology Courses	College Preparatory Courses	Career Readiness Courses
B101 Computer Literacy 1 Unit Level 1, 2, 3, 4	B184* Business Explorations 1 Unit Level 1, 2	B224** Practices in Entrepreneurship (PIE) 1/2 Unit Level 2, 3, 4
B162 Technology Applications I 1/2 Unit Level 1, 2, 3, 4	B223 Topics in Marketing 1/2 Unit Level 2, 3, 4	B225*** Practices in Entrepreneurship (PIE) Independent Study 1/2 Unit Level 3, 4
B163 Technology Applications II 1/2 Unit Level 1, 2, 3, 4	B267 Study Skills 1/2 Unit Level 2, 3, 4	B332* Business Internship 2 Units Level 3, 4
B164# Technology Applications I & II 1 Unit Level 1, 2, 3, 4	B285* Consumer Education 1/2 Unit Level 2, 3, 4	
B232 Emerging Technologies 1/2 Unit Level 2, 3, 4	B384 Business Management 1/2 Unit Level 3, 4	
B274 Digital Marketing Communications 1/2 Unit Level 2, 3, 4	B386# Accounting I - Financial 1 Unit Level 2, 3, 4	
B294 Web Design & Development 1 Unit Level 1, 2, 3, 4	B387# Business Law 1/2 Unit Level 3, 4	
B366 Desktop Publishing Independent Study 1 Unit Level 3, 4	B396 QuickBooks# 1/2 Unit Level 3, 4	* Satisfies the District 211/ State Consumer Education Requirement
	B397 Business Incubator 1 Unit Level 2, 3, 4	** B224 students must also enroll in H224
	B488# Accounting II - Managerial 1 Unit Level 3, 4	*** B225 students must also enroll in H225

Students may have the opportunity to earn college credit

Business Education programs prepare young people for the challenge of the college business curriculum, prepare them for employment in business, and provide business-related instruction which can be applied to personal use. Students gain understanding of business concepts, become familiar with the role of technology as a business and personal tool, and prepare for further education in career areas requiring college preparation such as accounting, law, marketing, management, and business administration. Students gain direction concerning the many opportunities available to them in today's global economy.

A Business Internship program is designed to help students gain practical experience through on-the-job training in offices and retail establishments in the community.

B101 Computer Literacy LEVEL: 1,2,3,4

One year One unit

PREREQUISITE: Placement through staff recommendation

Computer Literacy is designed to help students acquire skills to be successful in an academic and career setting. Students will learn proper keyboarding technique and develop skill in operating the computer using various software packages. Document formatting procedures will be taught. Using the Microsoft Office Suite, students learn word processing, spreadsheet applications, desktop publishing, presentation concepts, and basic web page design principles. English language skills are reinforced.

B162 Technology Applications I LEVEL: 1,2,3,4

One-half year One-half unit

Technology Applications I is a hands-on course designed to allow students to master the use of essential computer software and hardware they will apply to high school, college, and personal work. Students increase their computer productivity by completing real-world projects using the industry standard for software, Microsoft Office (Word, Excel, PowerPoint, Publisher). Internet literacy, Web 2.0 applications, and the ethical use of technology is also explored.

B163 Technology Applications II LEVEL: 1,2,3,4

One-half year One-half unit

PREREQUISITE: B162 Technology Applications I

Technology Applications II uses the Microsoft Office Suite to complete advanced-level spreadsheet applications, simple web pages, advanced-level word processing applications, desktop publishing projects, professional computer presentations, database management, and integrated applications. Students are expected to produce documents in acceptable business formats. *B66402: Harper College CAS 160, Intro to Business Software Packages, 3 college credit hours.*

B164 Technology Applications I & II LEVEL: 1,2,3,4

One year One unit

This is a full-year course combining B162 Technology Applications I and B163 Technology Applications II. Skills learned in this valuable course are transferable to all other academic areas in addition to personal and work use. *B66402: Harper College CAS 160, Intro to Business Software Packages, 3 college credit hours.*

B184 Business Explorations LEVEL: 1,2

One year One unit

Business Explorations provides students the opportunity to explore today's global marketplace through the perspectives of both the consumer and the business professional. This course is an introductory survey of business topics, including entrepreneurship, business organization and management, human resources, marketing, financial planning, credit, savings and investing, accounting, business law, insurance, and social responsibility. This course meets and exceeds the D211 Consumer Education graduation requirement. For students planning to attend Northern Illinois University, a proficiency exam is offered that will result in college credit from Northern Illinois University. It is recommended that students complete at least two of the following courses before attempting the proficiency test: B184 Business Explorations, B397 Business Incubator, or B384 Business Management.

B223 Topics in Marketing LEVEL: 2,3,4

One-half year One-half unit

Topics in Marketing is a course designed to teach marketing concepts through the examples of different industries such as: sports, music, entertainment, fashion, and technology. Students will learn and apply the functions of marketing through hands-on learning, group activities, and projects related to marketing concepts studied in class. Students will develop a marketing plan where they create a new product/service and then apply target marketing strategies to produce promotional material, find sponsors, create advertisements, and more. Guest speakers and a field trip enhance classroom instruction by sharing personal experience and informing students how to achieve a position in the marketing industry.



B224 Practices in Entrepreneurship (PIE) LEVEL: 2,3,4

One semester One-half unit

REQUIREMENT: Any foods course, concurrent enrollment in H224 Practices in Entrepreneurship (PIE)

This interdisciplinary class offers students the opportunity to manage and operate a small business within the school. Students will acquire the skills necessary to become successful business managers and entrepreneurs, through in-class study of topics such as economics, management, marketing, and accounting. Students gain authentic experience running a small business through this learning opportunity.

B225 Practices in Entrepreneurship (PIE) Independent Study LEVEL: 3,4

One semester One-half unit

REQUIREMENT: Successful completion of B224 and H224 Practices in Entrepreneurship (PIE), concurrent enrollment in H225 Practices in Entrepreneurship (PIE) Independent Study

This independent study class is an extension of B224 and H224. Students will manage and operate a small business through exploration and inquiry of advanced business topics, mastering the skills acquired in B224 and H224.

B232 Emerging Technologies LEVEL: 2,3,4

One-half year One-half unit

Emerging Technologies exposes and teaches students about current and emerging hardware and software in the dynamic world of technology. Throughout the semester, topics such as the evolution of Web 2.0, cloud computing and the use of web-based applications in a desktop, mobile and slate environment will be explored. Students will interact and experience the latest digital tools through blogging, tagging, social bookmarking, social and professional networking and managing syndicated online materials. Students who take this course will be able to apply these skills in an academic, personal and professional setting.

B267 Study Skills LEVEL: 2,3,4

One-half year One-half unit

Study Skills is designed to teach students effective student habits to be successful in high school and beyond. Personal learning styles will be analyzed in order to maximize learning across the curriculum. This course focuses on the development of time management, organizational skills, note-taking skills, test taking strategies, reading literacy, and content area study skills.

B274 Digital Marketing Communications LEVEL: 2,3,4

One-half year One-half unit

B274 Digital Marketing Communications is designed to teach students how businesses leverage digital marketing in today's world of technology and ecommerce. This course will apply the basics of marketing in a simulated business environment to develop brand identity, social media marketing campaigns, and mobile marketing skills to increase customer awareness.

B294 Web Design & Development LEVEL: 1,2,3,4

One year One unit

Do you have an interest in *designing* websites or *learning how to build* websites? This course teaches you front-end design skills of web design and the back-end coding of web development. Industry leaders from our community helped create this innovative new course in response to an increasing demand for these needed skills. The course culminates in a real-world application of working with a local business to refresh, redesign, and /or redevelop their website.

Students will primarily use industry-standad software such as Adobe Photoshop, Illustrator, and Premier for front-end design and WordPress, HTML5, and CSS for back-end development. This course is part of the Interactive & Information Technology Career Cluster.

B285 Consumer Education LEVEL: 2,3,4

One-half year One-half unit

This required course exceeds state requirements for consumer education. Students will receive financial literacy instruction in budgeting, savings, investing, credit, insurance, comparative shopping, banking, income taxes, advertising, consumer economics, and consumer protection.

B332 Business Internship LEVEL: 3,4

One year Two units

PREREQUISITE: Evidence of work with your counselor on career planning for the occupational focus or completion of high school course work related to your occupational goal and potential training stations. Students must be 16 years of age or older.

Business Internship is designed for students with career interests within the business industry. Students are given an opportunity to gain first-hand knowledge of business careers through on-the-job training provided in cooperation with local businesses. Classroom activities focus on general business concepts, career paths, communication skills, employer-employee relations, and consumer-related topics. Students earn one unit of credit for the work experience and one unit of credit for the related class. This course meets the D211/State graduation requirements for Consumer Education.

B366 Desktop Publishing Independent Study LEVEL: 3,4

One year One unit

PREREQUISITE: B163 Technology Applications II or department approval

Desktop Publishing Independent Study provides students with the opportunity to apply skills to real-world applications. Students will produce documents for various school functions that include athletics, activities, music and drama, honors programs, etc. Students will have the opportunity to meet with coaches, teachers, and administrators to plan and create desktop publishing items. Students will further their development in using Microsoft Word, Photoshop, presentation software, and peripheral equipment.

B384 Business Management LEVEL: 3,4

One-half year One-half unit
 Business Management provides a critical understanding of how business organizations operate and are managed – their goals, strategies, structures, environments, and the motivations and interests of the people involved. Students will analyze the management functions (planning, organizing, leading, staffing, controlling) and their implementation and integration within the business environment. This course will provide students with an opportunity to learn the skills necessary to lead companies through a constantly changing landscape. Through a variety of unique classroom projects, group discussions and lectures, students will take with them the skills to become a leader in the business world. For students planning to attend Northern Illinois University, a proficiency exam is offered that will result in college credit from Northern Illinois University. It is recommended that students complete at least two of the following courses before attempting the proficiency test: B184 Business Explorations, B397 Business Incubator, or B384 Business Management.

B386 Accounting 1 - Financial LEVEL: 2,3,4

One year One unit
 Course content will prepare all business students for the rigorous curriculum of college accounting and is strongly recommended for all future business majors. Students will gain a basic understanding of the accounting industry and procedures, including debit and credit analysis, journalizing, posting, calculating payroll, preparing and analyzing financial statements, preparing adjusting and closing entries, calculating depreciation, and costing inventory. Students will become familiar with computerized accounting software, including Microsoft Excel, and the practical uses of these programs in the business world.
B68602: Harper College, ACC100 Bookkeeping, 3 credit hours.

B387 Business Law LEVEL: 3,4

One-half year One-half unit
 Business Law is offered to students interested in the application of law to their personal lives and to business activities. Students study the administration of the law, various parts of a contract, termination, remedies, defenses for breach as well as real and personal property. Historical and current legal cases that cover constitutional, civil, criminal, and contract laws will be studied. Students demonstrate their knowledge of law and legal procedures by participating in mock trials. This course is recommended for students who are considering careers in law or business as well as those who seek a better understanding of the application of law to their personal lives.

B396 QuickBooks LEVEL: 3,4

One-half year One-half unit
PREREQUISITE: B386 Accounting 1 - Financial (A,B,C)
 Students are introduced to QuickBooks to apply their prior accounting knowledge into practical use, through industry leading software. Students expand their payroll accounting knowledge from B386 Accounting I through understanding federal and state laws regarding employment, payroll, deductions, and taxes. Upon completion of this class, along with B164 Technology Applications I & II and B386 Accounting I, students will have an opportunity to earn an Accounting Bookkeeper Clerk Certificate from Harper College. *B69603: Harper College, ACC112, Quickbooks (2 credit hours).*

B397 Business Incubator LEVEL: 2,3,4

One year One unit
 This course is designed to prepare students to become true entrepreneurs. Students will have the opportunity to create and fully develop their own product or service. Real-world entrepreneurs and business experts will serve as coaches and mentors guiding student teams through the process of ideation, market research, and business plan development using the business model canvas approach. Midyear, students will gain in-market experience with “Minimum Viable Product” research and presentations made possible by small grants to student teams. Over the course of the year, students teams will learn about marketing, accounting, human resources, as well as the legal aspects of running a business to prepare for an investor panel presentation. This presentation helps to drive the entrepreneurial spirit by having student teams in front of actual investors to pitch their innovative idea and possibly win funding to turn their business plans into reality. *Credit by exam is possible for Northern Illinois University MGT101, 3 credit hours.*

B488 Accounting 2 - Managerial LEVEL: 3,4

One year One unit
PREREQUISITE: B386 Accounting 1 - Financial
 This honors class is designed to prepare all college-bound business students and those pursuing a career in accounting or finance with an advanced, integrated approach to accounting. Taking financial accounting to an accelerated level, this course incorporates managerial accounting concepts such as operations, financial, and investment decision making, time value of money, accounting information systems, cost-volume profit analysis, and variance analysis. The combination of these objectives provides students with an understanding about the decisions that must be made in the financial reporting process and the ability to evaluate and use accounting data.
Students may earn credit by exam for Harper College ACC101, Intro to Financial Accounting.

The future belongs to those who believe in the beauty of their dreams.
 - Eleanor Roosevelt