

Standards Correlations

Business Management (6135, 6136)

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
Demonstrating Personal Qualities and Abilities		
Demonstrate creativity and innovation.	English: 6.1, 6.3, 6.4, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.7, 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 8.2, 8.4, 8.6, 8.7, 8.11, 8.12, 8.17, 8.18, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, AII.9, COM.1, COM.3, COM.4, COM.5, COM.8, DM.7, DM.1*, DM.10, DM.2*, DM.3*, PS.3*, PS.4*, PS.7*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1	
Demonstrate critical thinking and problem solving.	English: 6.1, 6.3, 6.4, 6.5, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.5, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.5, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8	

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	History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.10, 6.11, 7.2, 7.3, 7.8, 7.12, 7.13, 8.2, 8.4, 8.8, 8.9, 8.10, 8.11, A.8, A.9, G.1, G.13, G.14, AFDA.3, AFDA.5, AFDA.8, AII.9, AII.10, AII.11, COM.1, COM.3, COM.4, COM.5, COM.8, DM.4, DM.7, DM.1*, DM.2*, DM.3*, DM.9*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1	
Demonstrate initiative and self-direction.	English: 6.1, 6.4, 6.6, 6.7, 6.9, 7.1, 7.4, 7.6, 7.7, 7.9, 8.1, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate integrity.	English: 6.1, 7.1, 8.1, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate work ethic.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1	

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Demonstrating Interpersonal Skills		
Demonstrate conflict-resolution skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.4, 8.6, 8.7, 8.9, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, VUS.1	
Demonstrate listening and speaking skills.	English: 6.1, 6.2, 6.4, 6.6, 7.1, 7.2, 7.4, 7.6, 8.1, 8.2, 8.4, 8.6, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate respect for diversity.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, USII.9, VUS.1, VUS.13, WG.1, WHI.1, WHII.1	
Demonstrate customer service skills.	English: 6.1, 6.4, 6.7, 7.1, 7.4, 7.7, 8.1, 8.4, 8.7, 9.1, 9.5, 9.6, 10.1, 10.5, 10.6, 11.1, 11.5, 11.6, 12.1, 12.5, 12.6 History and Social Science: CE.1, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Collaborate with team members	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrating Professional Competencies		

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Demonstrate big-picture thinking.	English: 6.1, 6.4, 7.1, 7.4, 8.1, 8.4, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.4, CE.12, GOVT.1, GOVT.15, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate career- and life-management skills.	English: 6.1, 6.7, 7.1, 7.7, 8.1, 8.7, 9.1, 9.6, 10.1, 10.6, 11.1, 11.6, 12.1, 12.6 History and Social Science: CE.1, CE.4, CE.12, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 8.4	
Demonstrate continuous learning and adaptability.	English: 6.1, 6.4, 6.7, 6.9, 7.1, 7.4, 7.7, 7.9, 8.1, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.3, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: BIO.1, CH.1, LS.1, PH.1, PH.4, PS.1	
Manage time and resources.	English: 6.1, 6.2, 6.4, 6.7, 6.9, 7.1, 7.2, 7.4, 7.7, 7.9, 8.1, 8.2, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 7.10, 7.11, 7.12, 7.13, 8.4, 8.11, 8.12, 8.13,	

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	8.14, 8.17, 8.18, A.4, A.5, A.8, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, COM.1, COM.3, COM.5, COM.8	
Demonstrate information-literacy skills.	<p>English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.9, 9.2, 9.5, 9.6, 9.8, 10.2, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1</p> <p>Mathematics: 6.10, 6.11, 7.8, 7.9, 8.11, 8.12, A.8, A.9, AFDA.3, AFDA.4, AFDA.6, AFDA.7, AFDA.8, DM.8, PS.1*, PS.2*, PS.3*, PS.4*, PS.7*, PS.8*, PS.9*, PS.10*</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1</p>	
Demonstrate an understanding of information security.	<p>English: 6.1, 6.2, 6.3, 6.4, 6.6, 6.7, 6.8, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.8, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.8, 8.9, 9.1, 9.2, 9.5, 9.6, 9.8, 10.1, 10.2, 10.5, 10.6, 10.8, 11.1, 11.2, 11.5, 11.6, 11.8, 12.1, 12.2, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1</p> <p>Mathematics: COM.10</p>	
Maintain working knowledge of current	English: 6.1, 6.3, 6.4, 6.6, 6.9, 7.1, 7.3, 7.4, 7.6, 7.9, 8.1, 8.3, 8.4, 8.6, 8.9	

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information-technology (IT) systems.	History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 7.8, COM.1, COM.2, COM.7, COM.9, COM.10, COM.11, COM.16, COM.18, PS.17 Science: BIO.1, CH.1, ES.1, PH.1	
Demonstrate proficiency with technologies, tools, and machines common to a specific occupation.	History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.9, 8.4, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AII.4, AII.7, AII.9, COM.1, COM.7, COM.10, COM.11, COM.12, COM.16 Science: CH.1, ES.1, LS.1, PH.1, PS.1	
Apply mathematical skills to job-specific tasks.	English: 6.4, 6.6, 6.7, 7.4, 7.6, 7.7, 8.4, 8.6, 8.7, 9.5, 9.6, 10.5, 10.6, 11.5, 11.6, 12.5, 12.6 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.5, 6.6, 6.12, 6.13, 6.14, 7.1, 7.2, 7.3, 7.4, 7.5, 7.6, 7.8, 7.9, 7.11, 7.12, 7.13, 8.4, 8.5, 8.6, 8.8, 8.9, 8.10, 8.11, 8.12, 8.13, 8.14, 8.15, 8.16, 8.17, 8.18, A.1, A.3, A.4, A.5, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AFDA.8, AII.3, AII.7, AII.9, AII.10, COM.1, COM.7	

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	Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1	
Demonstrate professionalism.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate reading and writing skills.	English: 6.1, 6.6, 6.7, 7.1, 7.6, 7.7, 8.1, 8.6, 8.7, 9.1, 9.5, 9.6, 9.7, 10.1, 10.5, 10.6, 10.7, 11.1, 11.5, 11.6, 11.7, 12.1, 12.5, 12.6, 12.7 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: 6.1, PH.1, PS.1	
Demonstrate workplace safety.	English: 6.4, 7.4, 8.4, 9.5, 10.5, 11.5, 12.5 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1	
Examining All Aspects of an Industry		
Examine aspects of planning within an industry/organization.	History and Social Science: GOVT.16	
Examine aspects of management within an industry/organization.		
Examine aspects of financial responsibility		

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within an industry/organization.		
Examine technical and production skills required of workers within an industry/organization.		
Examine principles of technology that underlie an industry/organization.		
Examine labor issues related to an industry/organization.	History and Social Science: GOVT.16	
Examine community issues related to an industry/organization.	History and Social Science: GOVT.16	
Examine health, safety, and environmental issues related to an industry/organization.	History and Social Science: GOVT.16	
Addressing Elements of Student Life		
Identify the purposes and goals of the student organization.		

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Explain the benefits and responsibilities of membership in the student organization as a student and in professional/civic organizations as an adult.		
Demonstrate leadership skills through participation in student organization activities, such as meetings, programs, and projects.		
Identify Internet safety issues and procedures for complying with acceptable use standards.		
Exploring Work-Based Learning		
Identify the types of work-based learning (WBL) opportunities.		
Reflect on lessons learned during the WBL experience.		
Explore career opportunities related to the WBL experience.		

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Participate in a WBL experience, when appropriate.		
Differentiating the Organization and Characteristics of Business		
Compare the types of business ownerships, organizations, and industries in service-based and product-based businesses.	English: 10.5, 11.5, 12.5 History and Social Science: VUS.8, WHII.8	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Organizational Leadership
Explain the risks, rewards, and requirements of entrepreneurship.	English: 10.5, 11.5, 12.5	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business

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		Organizational Leadership
Investigate resources related to entrepreneurship and small business ownership.	English: 10.8, 11.8, 12.8	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Organizational Leadership
Identify current and emerging trends in business.	English: 10.3, 10.5, 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.15 Mathematics: PS.8*	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Procedures Business Skills and Knowledge Emerging Business Issues Entrepreneurship Global Business Introduction to Business Organizational Leadership Social Media Campaign

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
Identify the components of a SWOT (strengths, weaknesses, opportunities, threats) analysis.	English: 10.5, 11.5, 12.5	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Marketing Organizational Leadership
Describe the effects of demographic, geographic, cultural, and psychographic issues on business.	English: 10.5, 11.5, 12.5	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Marketing Organizational Leadership

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Identify current laws and regulations affecting the establishment and operation of businesses.	English: 10.5, 11.5, 12.5 History and Social Science: VUS.8, VUS.14, WHII.8	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Marketing Organizational Leadership
Describe the effect of a global marketplace on business.	English: 10.5, 11.5, 12.5 History and Social Science: GOVT.13, VUS.14, WHII.14	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Cyber Security E-Business Entrepreneurship Global Business Introduction to Business Management Decision Making Marketing Organizational Leadership

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Social Media Campaign
Examining Economic Factors Affecting Business		
Describe the influence of basic microeconomic and macroeconomic concepts on business decisions.	English: 10.5, 11.5, 12.5	Accounting I Accounting II American Enterprise Project Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship Global Business Introduction to Business Management Decision Making Marketing Organizational Leadership Personal Finance
Demonstrate economic reasoning skills.		Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship Global Business

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		Introduction to Business Management Decision Making Organizational Leadership Personal Finance
Identify basic microeconomic and macroeconomic concepts.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership Personal Finance
Compare economic systems and political systems and how they influence businesses.	English: 10.5, 11.5, 12.5 History and Social Science: GOVT.13, VUS.10, VUS.11, VUS.12, WHII.11, WHII.12, WHII.13	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship Global Business

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		Introduction to Business Management Decision Making Organizational Leadership Personal Finance
Explain how economic growth can be promoted and how data can be interpreted and measured.	English: 10.5, 11.5, 12.5 Mathematics: PS.1*, PS.2*, PS.3*, PS.4*	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership Personal Finance
Identifying the Scope of Management		
Describe management roles, functions, skills, and values.	English: 10.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship

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		Global Business Introduction to Business Management Decision Making Organizational Leadership Personal Finance
Analyze benefits and limitations of leadership styles.	English: 10.5, 11.5, 12.5 History and Social Science: WHI.15	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Economics Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership Personal Finance
Compare the self-assessment of personal traits with those common to effective managers.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Skills and Knowledge Economics Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership

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		Personal Finance
Develop a mission, vision, and/or values statement for company-wide implementation.	English: 10.1, 10.6, 10.7, 11.1, 11.6, 11.7, 12.1, 12.6, 12.7	Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership
Develop an action plan for reaching goals.	English: 10.3, 10.5, 11.3, 11.5, 12.3, 12.5	Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership
Explore the principles of personal and business ethics and their role in business decisions.	English: 10.5, 10.8, 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.14, WG.17, WHII.14	Business Ethics Business Financial Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership
Conducting Financial Activities		

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Explore the differences among sources of capital.	English: 10.5, 10.8, 11.5, 11.8, 12.5, 12.8 History and Social Science: GOVT.15	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership
Explain the influence of the stock market on business decisions.	English: 10.5, 11.5, 12.5 History and Social Science: VUS.10, WHII.10, WHII.11	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership Securities and Investments
Identify the cost of operations.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan

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		Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Management Decision Making Organizational Leadership
Analyze sales/production records.	English: 10.5, 11.5, 12.5 Mathematics: A.4, A.9, AFDA.8, AII.9	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Interpret basic financial statements.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Plan Business Skills and Knowledge Entrepreneurship Global Business

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		Introduction to Business Management Decision Making
Relate financial information to business decisions.	English: 10.5, 11.5, 12.5 History and Social Science: GOVT.15	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Sports and Entertainment Management
Identify strategies for risk management.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Sports and Entertainment Management

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Describe the components of a budget, to include short-term and long-term expenditures.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Management Management Decision Making Sports and Entertainment Management
Identify the components of information management systems for various business types.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Management Information Systems Sports and Entertainment Management
Describe considerations related to credit plans,	English: 10.5, 11.5, 12.5	Accounting I Accounting II

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credit cards, credit policies, and collection procedures.		Banking and Financial Systems Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Personal Finance Sports and Entertainment Management
Identify reasons for taxes, types of taxes, and the effects taxes have on business decisions.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Personal Finance Sports and Entertainment Management
Conducting Marketing Activities		
Explain the role of marketing in the economy.	English: 10.5, 11.5, 12.5	Accounting I Accounting II

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		Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Determine various applications of marketing research.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
Explain marketing concepts and the elements of the marketing mix.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Outline an effective marketing strategy based on the four stages of the product life cycle.	English: 10.6, 10.7, 11.6, 11.7, 12.6, 12.7	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Personal Finance

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Sports and Entertainment Management
Conducting Business Operations		
Identify the components of a feasibility study.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Identify the components of a business plan.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Personal Finance Sports and Entertainment Management
Analyze a business plan.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Describe the influence of evolving technology on the business environment.	English: 10.5, 11.5, 12.5 History and Social Science: GOVT.15, VUS.13, VUS.14, WG.16, WG.17, WG.18	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Explain the effect of environmental issues on business operations.	English: 10.5, 11.5, 12.5 History and Social Science: GOVT.16, VUS.13, VUS.14	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Identify workplace safety and security measures.	English: 10.5, 11.5, 12.5 History and Social Science: VUS.8, VUS.13, VUS.14	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Cyber Security

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Entrepreneurship Global Business Hospitality Management Management Decision Making Marketing Personal Finance Sports and Entertainment Management
Analyze components included in policies and procedures manuals.	English: 10.5, 11.5, 12.5	Accounting I Accounting II Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Personal Finance Political Science Sports and Entertainment Management
Interpret staff interrelationships illustrated	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
in a variety of organizational charts.		Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Organizational Leadership Personal Finance Sports and Entertainment Management
Manage work teams.		
Apply project management in scheduling and completing tasks.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
Plan physical layout, furnishings, and equipment for a business environment.	English: 10.1, 10.5, 11.1, 11.5, 12.1, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Investigate quality control measures.	English: 10.8, 11.8, 12.8	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Organizational Leadership Personal Finance

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Sports and Entertainment Management
Administering Human Resources Functions		
Identify methods of recruiting employees and publicizing job openings.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Management Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Develop a job description.	English: 10.5, 10.6, 10.7, 11.5, 11.6, 11.7, 12.5, 12.6, 12.7	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Job Interview Management Management Decision Making

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Identify the value of a diverse workforce.		Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Hospitality Introduction to Business Job Interview Management Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Explain various methods of interviewing and selecting applicants for employment.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Hospitality Introduction to Business Job Interview Management Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Identify the components of an onboarding program for new employees.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Job Interview Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Outline the procedures used in employee performance documentation, promotion, retention, and termination.	English: 10.6, 10.7, 11.6, 11.7, 12.6, 12.7	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Entrepreneurship Global Business Introduction to Business Job Interview Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Identify federal legislation related to employees in the workplace.	English: 10.5, 11.5, 12.5 History and Social Science: VUS.13, VUS.14	Banking and Financial Systems Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Job Interview Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Review employment-related legal issues and the potential effects on the business environment.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Global Business Introduction to Business Job Interview Management Decision Making Marketing Organizational Leadership Personal Finance Sports and Entertainment Management
Describe the elements of a total compensation package.	English: 10.5, 11.5, 12.5	Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Job Interview Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Explain the purpose and types of professional development and continuing education programs.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Job Interview Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Developing Communication Skills for Business		
Examine communication barriers and ways to eliminate them.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Communication Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Introduction to Business Communication Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Explain how corporate culture influences formal and informal communication.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Communication Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Introduction to Business Introduction to Business Communication Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Examine potential communication challenges in international business.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Communication Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Introduction to Business Communication Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Identify ways to motivate, coach, counsel, and reward individuals and teams.	English: 10.5, 11.5, 12.5	Banking and Financial Systems Business Communication Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Introduction to Business Introduction to Business Communication Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Identify methods for resolving conflicts.	English: 10.1, 10.5, 11.1, 11.5, 12.1, 12.5	Banking and Financial Systems Business Communication Business Financial Plan Business Law Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Introduction to Business Communication Management Decision Making Marketing Organizational Leadership Sports and Entertainment Management
Plan an effective meeting.	English: 10.1, 10.3, 10.5, 11.1, 11.3, 11.5, 12.1, 12.3, 12.5	Business Communication Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Introduction to Business Communication

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Management Decision Making Marketing Organizational Leadership Parliamentary Procedure (Dorothy L. Travis Award) Personal Finance Sports and Entertainment Management
Facilitate a meeting.	English: 10.1, 11.1, 12.1	Business Communication Business Financial Plan Business Plan Business Skills and Knowledge Entrepreneurship Global Business Introduction to Business Introduction to Business Communication Management Decision Making Marketing Organizational Leadership Parliamentary Procedure (Dorothy L. Travis Award) Personal Finance Sports and Entertainment Management
Deliver a presentation to an audience.	English: 10.1, 10.2, 10.6, 11.1, 11.2, 11.6, 12.1, 12.2, 12.6	3D Animation American Enterprise Project Banking and Financial Systems Business Skills and Knowledge Client Service Coding and Programming

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Community Service Project Computer Game & Simulation Programming Digital Video Production E-Business Electronic Career Portfolio Emerging Business Issues Entrepreneurship Future Business Leader Global Business Graphic Design Help Desk Hospitality Impromptu Speaking Introduction to Business Communication Job Interview L. Marguerite Crumley, Frank Manning Peele, Foundation's Sarah Lowe Thompson Scholarships Management Management Decision Making Mobile Application Development Network Design Parliamentary Procedure (Dorothy L. Travis Award) Partnership with Business Project Public Service Announcement Public Speaking I Publication Design Sales Presentation Social Media Campaign

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		Sports and Entertainment Management Website Design
Describe the benefits of developing partnerships within the organization and with the community.	English: 10.5, 11.5, 12.5	Business Skills and Knowledge Partnership with Business Project
Preparing for Industry Certification		
Describe the requirements for obtaining industry certifications related to the Business Management course.	English: 10.5, 10.6, 10.8, 11.5, 11.6, 11.8, 12.5, 12.6, 12.8	Business Skills and Knowledge Electronic Career Portfolio Job Interview
Identify testing skills/strategies for a certification examination.	English: 10.1, 10.5, 11.1, 11.5, 12.1, 12.5	Business Skills and Knowledge Electronic Career Portfolio Job Interview
Demonstrate the ability to successfully complete selected practice examinations (e.g., practice questions similar to those on certification exams).		Business Skills and Knowledge Electronic Career Portfolio Job Interview
Successfully complete an industry certification examination representative of skills learned in this course.		Business Skills and Knowledge Electronic Career Portfolio Job Interview

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
Enhancing Career Exploration and Employability Skills		
Develop a career plan in business management.	English: 10.6, 10.7, 10.8, 11.6, 11.7, 11.8, 12.6, 12.7, 12.8	Business Skills and Knowledge Electronic Career Portfolio Job Interview
Conduct a job search.	English: 10.8, 11.8, 12.8	Business Skills and Knowledge Electronic Career Portfolio Job Interview
Update a résumé including résumé format suitable for online posting.	English: 10.2, 10.6, 10.7, 10.8, 11.2, 11.6, 11.7, 11.8, 12.2, 12.6, 12.7, 12.8	Business Skills and Knowledge Electronic Career Portfolio Job Interview
Create a letter of application or cover letter.	English: 10.6, 10.7, 11.6, 11.7, 12.6, 12.7	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview L. Marguerite Crumley, Frank Manning Peele, Foundation's Sarah Lowe Thompson Scholarships
Participate in a mock interview.	English: 10.1, 11.1, 12.1	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview L. Marguerite Crumley, Frank Manning Peele, Foundation's Sarah Lowe Thompson Scholarships
Compose an interview follow-up letter.	English: 10.6, 10.7, 11.6, 11.7, 12.6, 12.7	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview

Task	SOL Correlations	FBLA Competitive Events and Activities Areas (Note: Event topics change from year to year. Refer to the current Virginia FBLA State Handbook to ensure correlations.)
		L. Marguerite Crumley, Frank Manning Peele, Foundation's Sarah Lowe Thompson Scholarships
Create a business card.	English: 10.6, 10.7, 11.6, 11.7, 12.6, 12.7	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview L. Marguerite Crumley, Frank Manning Peele, Foundation's Sarah Lowe Thompson Scholarships
Describe proper etiquette for a business dinner.	English: 10.5, 11.5	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview
Identify the steps to follow in resigning from a position.	English: 10.1, 10.6, 10.7, 11.1, 11.6, 11.7	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview
Update a portfolio containing representative samples of student work.	English: 10.2, 10.6, 10.7, 11.2, 11.6, 11.7, 12.2, 12.6, 12.7	Business Skills and Knowledge Electronic Career Portfolio Future Business Leader Job Interview L. Marguerite Crumley, Frank Manning Peele, Foundation's Sarah Lowe Thompson Scholarships