

Standards Correlations

Opportunities in Global Trade, Advanced (8136)

Task/Competency	Standards of Learning
Demonstrating Personal Qualities and Abilities	
Demonstrate creativity and innovation.	<p>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</p> <p>History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHIL.1</p> <p>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*</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1</p>
Demonstrate critical thinking and problem solving.	<p>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</p> <p>History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHIL.1</p> <p>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*</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1</p>
Demonstrate initiative and self-direction.	English: 6.1, 6.4, 6.6, 6.7, 6.9, 7.1, 7.4, 7.6, 7.7,

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	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
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

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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	
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, 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.	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,

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	<p>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 information-technology (IT) systems.	<p>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</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: 7.8, COM.1, COM.2, COM.7, COM.9, COM.10, COM.11, COM.16, COM.18, PS.17</p> <p>Science: BIO.1, CH.1, ES.1, PH.1</p>
Demonstrate proficiency with technologies, tools, and machines common to a specific occupation.	<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, 7.9, 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</p>

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	Science: CH.1, ES.1, LS.1, PH.1, PS.1
Apply mathematical skills to job-specific tasks.	<p>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</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: 6.1, 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</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1</p>
Demonstrate professionalism.	<p>English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1</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>
Demonstrate reading and writing skills.	<p>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</p> <p>History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1</p> <p>Science: 6.1, PH.1, PS.1</p>
Demonstrate workplace safety.	<p>English: 6.4, 7.4, 8.4, 9.5, 10.5, 11.5, 12.5</p> <p>History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1</p> <p>Science: CH.1</p>
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.	
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.	
Participate in a WBL experience, when appropriate.	
Examining Current World Trade Issues	
Investigate major challenges to the United States as a trading nation.	English: 12.5 History and Social Science: GOVT.1, 12, 13, 14

Task/Competency	Standards of Learning
Compare balance of trade among selected countries.	English: 12.3, 12.5 History and Social Science: GOVT.13, 14
Identifying Organizations and Agencies that Support Global Commerce	
Examine the role of direct investment and multilateral organizations in the global economy.	English: 12.5 History and Social Science: GOVT.13, 14
Describe cost avoidance programs and incentives offered by federal agencies (e.g., foreign trade zones [FTZs], Interest Charge Domestic International Sales Corporation [IC-DISC]).	English: 12.5 History and Social Science: GOVT.12, 13, 14
Examine the role of various financial institutions in global trade administration.	English: 12.5, 12.8 History and Social Science: GOVT.13, 14
Identify the role of national and global organizations and agencies in addressing current issues.	English: 12.5, 12.8 History and Social Science: GOVT.12, 13, 14
Examine incentives offered by federal, state, and local organizations or entities to encourage foreign direct investment (FDI).	English: 12.5 History and Social Science: GOVT.12, 13, 14
Understanding Politics in the Global Marketplace	
Assess the interrelationship of politics, governments, and global trade.	English: 12.5 History and Social Science: GOVT.12, 13, 14
Explain types of international political and economic risk and how they affect global trade.	English: 12.5 History and Social Science: GOVT.12, 13, 14
Investigate how agreements and restrictions on imports and exports are decided and how they affect global trade.	English: 12.5 History and Social Science: GOVT.12, 13, 14
Distinguish between the various political systems around the world and their relationships to the way businesses operate.	English: 12.5, 12.8 History and Social Science: GOVT.12, 13, 14
Explain the political environment for a company's host and home countries.	English: 12.5

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	History and Social Science: GOVT.13, 14
Identify the major types of taxes that governments place on individuals and businesses throughout the world.	English: 12.5 History and Social Science: GOVT.13, 14
Examine the concept of privatization.	English: 12.3, 12.5 History and Social Science: GOVT.13, 14
Examining International Legal Systems and Liabilities	
Describe legal systems upon which international law is based.	English: 12.5 History and Social Science: GOVT.13, 14, 15
Describe the services available through various agencies and organizations that facilitate settlement of disputes.	English: 12.5, 12.6 History and Social Science: GOVT.12
Distinguish among the various methods for dispute resolution.	English: 12.5 History and Social Science: GOVT.12
Explain laws and international trade agreements that protect the property rights of businesses.	English: 12.3, 12.5 History and Social Science: GOVT.12, 13, 14, 15
Describe an agreement that has all the components of a global contract.	English: 12.5, 12.8 History and Social Science: GOVT.12, 13, 14, 15
Describe the importance of title and insurance as elements of negotiations and contractual agreements.	English: 12.5 History and Social Science: GOVT.13, 14, 15
Examining Product Planning in the International Marketing Plan	
Analyze product/service development.	English: 12.5
Identify strategies for expansion into the global marketplace.	English: 12.5 History and Social Science: GOVT.13, 14
Distinguish between product and service adaptation and standardization in global markets.	English: 12.3, 12.5 History and Social Science: GOVT.13, 14

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Develop a plan for product and/or service positioning in global marketing.	English: 12.5 History and Social Science: GOVT.1, 13, 14
Describe the steps in the international marketing research process.	English: 12.5, 12.6 History and Social Science: GOVT.1, 13, 14 Science: ES.1, BIO.1, CH.1, PH.1
Analyze data for market analysis to determine target countries for export or import.	English: 12.5 History and Social Science: GOVT.1, 13, 14
Describe branding and packaging techniques used by global business organizations.	English: 12.5 History and Social Science: GOVT.13, 14
Examining Warehousing and Distribution Strategies	
Examine the effects of information technology (IT) on global distribution.	English: 12.5 History and Social Science: GOVT.12, 13, 14
Determine special packaging requirements for importing, exporting, and/or manufacturing products for foreign markets.	English: 12.5 History and Social Science: GOVT.13, 14
Explain the functions performed by key international intermediaries.	English: 12.3, 12.5 History and Social Science: GOVT.13, 14
Analyzing Pricing and Payments in the International Marketing Plan	
Explain a particular company's evolution through the phases of the business cycle.	English: 12.5
Examine ways to manage risk related to exchange rate fluctuation.	English: 12.5
Describe the factors that influence prices in foreign markets.	English: 12.5 History and Social Science: GOVT.12, 13, 14
Explain the role of quality standards in pricing.	English: 12.5, 12.8
Explain the concept of dumping and potential repercussions.	English: 12.5
Describe pricing methods used by businesses in global markets.	English: 12.5

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	History and Social Science: GOVT.13, 14
Explain methods of payment for international transactions.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.13, 14
Explain the importance of programs available for export financing.	English: 12.5 History and Social Science: GOVT.13, 14
Examining Promotion Strategies within the International Marketing Plan	
Describe how laws affecting promotion strategies vary among countries.	English: 12.5 History and Social Science: GOVT.13, 14
Determine appropriate media channels for selected global markets.	English: 12.5 History and Social Science: GOVT.13, 14
Determine which support services are appropriate for products and services in selected markets.	English: 12.5 History and Social Science: GOVT.13, 14
Describe types of financial and cooperative assistance available to promote products and services in global markets.	English: 12.5 History and Social Science: GOVT.13, 14
Summarize the personal selling process used in international business.	English: 12.1, 12.5 History and Social Science: GOVT.13, 14
Describe the use of the public relations and sales promotions by multinational companies.	English: 12.5 History and Social Science: GOVT.13, 14
Creating the International Marketing Plan	
Create an international marketing plan.	English: 12.1, 12.5 History and Social Science: GOVT.1, 13, 14
Present the international marketing plan to a local company.	English: 12.1, 2.5 History and Social Science: GOVT.1, 13, 14, 16
Apply feedback to improve the international marketing plan.	English: 12.5 History and Social Science: GOVT.1, 13, 14
Pursuing Careers in Global Marketing and Commerce	
Examine the employment process to use	English: 12.5

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when pursuing an international career.	
Identify credentials needed for international employment in a variety of countries.	English: 12.5 History and Social Science: GOVT.13, 14
Identify resources to help with career search and professional development.	English: 12.5, 12.8 History and Social Science: GOVT.1
Explore work ethic in different cultures and societies.	English: 12.5, 12.8 History and Social Science: GOVT.1
Develop a portfolio for international employment.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.1
Identify employment barriers for nontraditional groups and ways to overcome the barriers.	English: 12.5