

Standards Correlations

Opportunities in Global Trade (8135)

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, WHII.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, WHII.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>

Task/Competency	Standards of Learning
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
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

Task/Competency	Standards of Learning
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

Task/Competency	Standards of Learning
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 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>

Task/Competency	Standards of Learning
	<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> <p>Science: CH.1, ES.1, LS.1, PH.1, PS.1</p>
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	

Task/Competency	Standards of Learning
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 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.	
Understanding the Nature of Global Marketing and Commerce	
Distinguish between the terms <i>global marketing</i> and <i>international trade</i> .	English: 11.5, 12.5 History and Social Science: VUS.14

Task/Competency	Standards of Learning
Explain the concept of globalization.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12
Explain the role and importance of marketing in global trade.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.14; GOVT.13
Explain the global mindset and its role in preparing one for trading across cultures.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.14; GOVT.13, 14
Identify the major global markets, including mature and emerging markets.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.14; GOVT.12, 13, 14
Examining Virginia's Role in Global Trade	
Summarize the importance of international trade to Virginia's economy.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Describe the services and programs provided by Virginia and federal agencies and organizations that facilitate global trade.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.14; GOVT.12, 13, 14
Explain the value of Virginia's infrastructure to global trade.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Identify foreign direct investment's role in Virginia's economy.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Understanding Marketing Concepts and Strategies in the Global Marketplace	
Describe the marketing mix and functions in relation to the global market.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Describe market analysis in the global environment.	English: 11.3, 11.5, 12.3, 12.5

Task/Competency	Standards of Learning
	History and Social Science: VUS.14; GOVT.12, 13, 14
Explain the components of the international trading environment.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Describe the process for identifying global markets through market segmentation and product differentiation.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
List factors that affect international business competition.	English: 11.6, 12.6 History and Social Science: VUS.14; GOVT.12, 13, 14
Examine trends that influence global trade opportunities.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Identify the key components of an international marketing plan.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Exploring the Realities and Fluctuations of the Global Economy	
Describe the fundamental challenge of scarcity vs. abundance in the global economy.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Explain supply and demand as related to the global marketplace.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Explain how the factors of production affect a nation's ability to trade globally.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Analyze the outside influences that may have an impact on a country's global trade opportunities and threats.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Define <i>economics</i> .	English: 11.3, 11.5, 12.3, 12.5

Task/Competency	Standards of Learning
	History and Social Science: GOVT.1 3, 14
Explain the importance of the economic decision-making process.	English: 11.5, 12.5 History and Social Science: GOVT.1 3, 14
Describe the major economic systems.	English: 11.5, 12.5 History and Social Science: GOVT.1 3, 14
Explain the economic concepts of balance of trade, absolute advantage, and comparative advantage.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.1 3, 14
Examine economic factors that describe the economic well-being of a country.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: GOVT.13, 14
Describe the characteristics of each phase of the business cycle.	English: 11.5, 12.5 History and Social Science: GOVT.13, 14
Examining Global Trade Challenges	
Identify major challenges to the United States as an importing and exporting nation.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Examine the concept of trade barriers and sanctions.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.12, 13, 14
Describe the implications of conducting business in countries with different legal systems.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.12, 13, 14
Examine the major current challenges in global trade.	English: 11.5, 12.5 History and Social Science: GOVT.12, 13, 14
Describe current and emerging economic, political, and environmental challenges and trends throughout the world and their implications for global trade and investments.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.14; GOVT.12, 13, 14
Explain free-trade agreements.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.12, 13, 14
Analyzing the Influence of Culture on Business Activities	
Identify communication challenges in global trade.	English: 11.5, 12.5

Task/Competency	Standards of Learning
	History and Social Science: GOVT.12, 13, 14
Describe how culture affects consumer needs and wants.	English: 11.5, 12.5
Explain how differences in culture influence international business dealings.	English: 11.5, 12.5 History and Social Science: GOVT.13, 14
Understanding Promotion in the International Marketing Plan	
Describe the elements of the promotional mix and how they are used to persuade international customers.	English: 11.5, 12.5
Examine why promotion must be sensitive to local customs and laws.	English: 11.5, 12.5 History and Social Science: GOVT.12, 13, 14
Describe the role of relationship building in effective selling.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.12
Understanding Distribution in the International Marketing Plan	
Examine product/service distribution strategies for reaching consumers in the global marketplace.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.13, 14
Describe the impact of e-commerce on distribution strategies for global trade.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.13, 14
Describe the shipping requirements for international distribution.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: VUS.14; GOVT.13, 14
Understanding Price and Payments in the International Marketing Plan	
Explain terms of sale and how the cost of logistics affects selling price.	English: 11.3, 11.5, 12.3, 12.5
Explain Incoterms and their effect on pricing.	English: 11.3, 11.5, 12.3, 12.5
Explain the roles of international banking and finance in global trade.	English: 11.5, 12.5 History and Social Science: GOVT.13, 14
Identify the uses of money, currencies, and foreign exchange.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: GOVT.13, 14

Task/Competency	Standards of Learning
Explain the concept and importance of exchange rates.	English: 11.3, 11.5, 12.3, 12.5 History and Social Science: GOVT.13, 14
Calculate exchange rate conversions.	
Understanding Price and Payments in the International Marketing Plan	
Explain various structures of international business organizations.	English: 11.5, 12.5
Describe the activities, characteristics, and concerns of multinational companies.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Explain different methods for starting an international business.	English: 11.5, 12.5 History and Social Science: VUS.14; GOVT.12, 13, 14
Exploring Careers in Global Marketing	
Research postsecondary educational opportunities related to global marketing.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.1; GOVT.1
Research skillsets and knowledge international companies look for in prospective employees.	English: 11.5, 11.8, 12.5, 12.8 History and Social Science: VUS.1; GOVT.1
Identify potential entry-level and advanced-level occupations related to the global marketplace.	English: 11.5, 12.5
Identify employment barriers for nontraditional groups and ways to overcome the barriers.	English: 11.3, 11.5, 12.3, 12.5
Explain the importance of ongoing professional development.	English: 11.5, 12.5
Evaluate self-employment as a career option.	English: 11.5, 12.5 History and Social Science: VUS.1; GOVT.1
Develop a résumé.	English: 11.6, 11.7, 12.6, 12.7 History and Social Science: VUS.1; GOVT.1
Identify steps to prepare for a job interview and follow-up.	English: 11.1, 11.5, 12.1, 12.5