

# Saint Paul Consortium

## Articulated College Credit Agreement

[www.CTEcreditMn.com](http://www.CTEcreditMn.com)

### **Articulated College Credit Agreement:**

Skills for selected courses, required for graduation in programs at selected colleges, are taught in our high schools using the assessments developed collaboratively by high school and college staff. High School elective credit is earned and college credits are earned if the student meets the college achievement standards and later enrolls in a college major requiring the course or courses.

**Agreement Name:** Introduction to Business  
**Agreement Effective:** 2021-2022

High School	High School Course(s)
Como Park High School	Introduction to Business B401111

**Students must submit their certificate and high school transcript within 3 years of graduating high school to earn college credit.**

College	College Course(s)	College Programs	Articulated College Credit
Saint Paul College	BUSN 1410 – Introduction to Business	Business Certificate – 16 credits Variety of Business AS & AAS Degrees – 60 credits	3 credits

### **Agreement Description:**

Offers an introduction to the United States business system. Students will explore economic principles, international business, business ethics, marketing, and financial principles.

Successful completion of the requirements listed in this agreement will fulfill general requirements of various certificate or diploma programs including the Business Program at Saint Paul College.

### **Curriculum Content Goals:**

80% of the curriculum content goals will be covered in the high school course(s) by qualified CTE high school instructor(s).

To receive credit, students will master of the following content goals:

1. Define economics and describe types of economic systems
2. Identify ethical concerns in business
3. Apply business ethical standards to case studies
4. Identify the economic basis for international trade
5. Describe the extent of international business and outlook for world trade
6. Describe the advantages and disadvantages of sole proprietorships, partnerships, and corporations
7. Describe the advantages and disadvantages of owning and operating a small business

8. Define management
9. Explain leadership theories
10. Describe different types of organizational structures
11. Describe the primary functions of the HR department
12. Describe the primary functions of the HR department
13. Identify regulations related the HR management
14. Identify how marketing adds value by creating utility
15. Describe major perspectives on motivation
16. Describe the components of a marketing mix
17. Differentiate between managerial and financial accounting and related career roles
18. Recognized the importance of strong customer relationships
19. Interpret financial statements
20. Describe the advantages and disadvantages of different methods of debt and equity financing
21. Define key business terms
22. Analyze the components of a business plan
23. Demonstrate effective presentation skills
24. Demonstrate effective presentation skills
25. Apply standard business communication techniques

**Reference Text (if applicable):**

**Instruction:** XX hours of instruction (lecture/lab) plus outside work time for college credit.

**Course Assessments:**

Students must achieve 80% in this course required by their school for Articulated College Credit.

Recommended Technical Skill Assessment	Further Information
<i>Example: NOCTI Early Childhood - Basic</i>	<i>Example: <a href="http://www.nocti.org">www.nocti.org</a></i>

**Additional Course Assessments:**

1. Individual teachers may determine appropriate assessment strategies in meeting the outcomes of this agreement through tests, reports, demonstrations, or other methods.
2. Class participation, attendance and tardiness should be assessed in the grading process consistent with industry standards and college partners.

## Articulated Credit Approval Signatures

Kimberley Turner-Rush Digitally signed by Kimberley Turner-Rush  
Date: 2022.04.29 12:47:04 -05'00'

Kim Turner-Rush

4/29/22

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Saint Paul High School Instructor Signature	Printed Name	Date
	Tracy Wilson	April 29, 2022

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Saint Paul College Dean Signature	Printed Name	Date
	Matt Kenutis	5/4/22

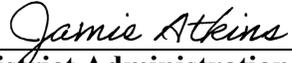
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High School Instructor Signature	Printed Name	Date
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High School Administration Signature	Printed Name	Date
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	Jamie Atkins, Purchasing Manager	6/30/2022
District Administration Signature	Printed Name	Date

Reviewed By:  
Date: