

### 3.0 BUSINESS MANAGEMENT

**3.3 Management Principles (CL):** Students will understand the theories and principles of managing a business. They will demonstrate competency by analyzing management functions, principles, and processes that contribute to the achievement of organizational goals.

#### Link to Content Standards for California Public Schools

Benchmarks	English Standards	Math Standards	Science Standards	Social Science/ History Standards
3.3.1 Basic Management Functions—define and explain the major management functions: planning, organizing, leading, and controlling	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W1.1-1.8;</b> (9-10)LS2.6; (11-12)R2.3; (11-12)W1.3, 1.6-1.8			(11)USH11.2.5; (11)USH11.2.6; (11)USH11.8.1; (12)AD12.9.1
3.3.2 Business Organizational Theory—compare and contrast a variety of organizational structures	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W2.3-2.4;</b> (9-10)LS1.1; (9-10)LS1.3; (11-12)W1.6-1.8	<b>(7)MR1.1;</b> <b>(7)MR3.3</b>		
3.3.3 Change Theory—explain how economic and social changes affect business	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W1.3-1.8;</b> <b>(9-10)W2.3;</b> (9-10)LS1.3-1.7; (11-12)W1.6-1.8; (11-12)W2.4	<b>(7)MR1.1;</b> <b>(7)MR3.1, 3.3</b>	(9-12)I&E1 m	(10)WH10.3; (11)USH11.2.1; (11)USH11.2.2 ; (11)USH11.6, 11.8; (11)USH11.11; (12)ECON12.6
3.3.4 Competition—describe the effects of competition and its impact on business	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W1.3-1.8;</b> <b>(9-10)W2.3;</b> (9-10)LS1.3-1.7; (9-10)LS2.2; (11-12)W1.6-1.8; (11-12)W2.4	<b>(6)SDP2.5; (7)NS1.3;</b> <b>(7)NS1.6, 1.7; (7)AF1.5;</b> <b>(7)NS2.2; (7)AF3.3;</b> <b>(7)SDP1.1-1.3;</b> <b>(7)MR1.1, 1.2;</b> <b>(7)MR2.1, 2.3, 2.4;</b> <b>(7)MR3.1, 3.3</b>	(9-12)I&E1 a, d	(10)WH10.3.6; (11)USH11.8.2; (11)USH11.9; (12)ECON12.2; (12)ECON12.4; (12)ECON12.1; (12)ECON12.6

Bold face type indicates those standards proposed for assessment on the High School Exit Exam

## Link to Content Standards for California Public Schools

<b>Benchmarks</b>	<b>English Standards</b>	<b>Math Standards</b>	<b>Science Standards</b>	<b>Social Science/ History Standards</b>
3.3.5 Human Resource Development and Management—describe methods which an organization can use to effectively manage its personnel policies, practices and resources	<b>(8)R2.1;</b> <b>(9-10)R2.3-2.5;</b> <b>(9-10)R2.7;</b> <b>(9-10)W1.3-1.8;</b> <b>(9-10)W2.3;</b> (9-10)W2.6; (9-10)LS1.3-1.7; (11-12)R2.6; (11-12)W1.6-1.8; (11-12)W2.4	<b>(7)NS1.3;</b> <b>(7)NS1.6, 1.7;</b> <b>(7)NS2.2;</b> <b>(7)MR1.1, 1.2;</b> <b>(7)MR2.1, 2.3, 2.4;</b> <b>(7)MR3.1, 3.3</b>		(10)WH10.8.4; (11)USH11.2.1; (11)USH11.11; (12)AD12.2.2; (12)ECON12.4
3.3.6 International Relationships—examine the effects of domestic and international business on management practices	<b>(9-10)R2.3-2.5;</b> (9-10)LS2.2a; (11-12)W1.3; (11-12)W2.4	<b>(6)SDP2.5;</b> <b>(7)NS1.3;</b> <b>(7)NS1.6, 1.7;</b> <b>(7)NS2.2;</b> <b>(7)AF1.5;</b> <b>(7)AF3.3;</b> <b>(7)SDP1.1-1.3;</b> <b>(7)MR1.1, 1.2;</b> <b>(7)MR2.1, 2.3, 2.4;</b> <b>(7)MR3.1, 3.3</b>	(9-12)I&E1d	(12)ECON12.2; (12)ECON12.4; (12)ECON12.6;
3.3.7 Management Styles—compare and contrast management styles, including those related to competing in a global marketplace	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W2.3-2.4;</b> (9-10)LS1.1, 1.3; (9-10)LS1.11-1.13; (9-10)LS2.6	<b>(7)MR1.1;</b> <b>(7)MR3.1, 3.3</b>		(10)WH10.8.4; (11)USH11.2.5; (11)USH11.11.2; (12)AD12.9

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<b>Benchmarks</b>	<b>English Standards</b>	<b>Math Standards</b>	<b>Science Standards</b>	<b>Social Science/ History Standards</b>
3.3.8 Policy & Strategy Formulation—describe the planning and problem-solving process and explain its use in formulating strategy and policy	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W1.3-1.8;</b> <b>(9-10)W2.3;</b> (9-10)LS2.6; (11-12)W1.6-1.8; (11-12)LS1.1	<b>(6)SDP2.5;</b> <b>(7)MR1.1;</b> <b>(7)MR2.1, 2.4;</b> <b>(7)MR3.1, 3.3</b>	(9-12)I&E1d	(11)USH11.2.5 ; (11)USH11.6.4, 5; (11)USH11.9.1; (11)USH11.11.2; (12)AD12.9
3.3.9 Production & Operations Management—explain the process that converts resources, such as labor and raw materials, into finished goods and services	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W1.3-1.8;</b> <b>(9-10)W2.3;</b> (9-10)LS2.6; (11-12)W1.6-1.8; (11-12)LS1.1	<b>(6)SDP2.5;</b> <b>(7)MR1.1;</b> <b>(7)MR2.1, 2.4;</b> <b>(7)MR3.1, 3.3</b>	(9-12)I&E1d	(10)WH10.3.5; (11)USH11.6.3; (11)USH11.11.5
3.3.10 Research & Development—discuss the impact of research on business planning and development	<b>(9-10)R2.3-2.5;</b> <b>(9-10)W1.3-1.8;</b> <b>(9-10)W2.3;</b> (9-10)LS2.6; (11-12)W1.6-1.8; (11-12)LS1.1	<b>(6)SDP2.5;</b> <b>(7)MR1.1;</b> <b>(7)MR2.1, 2.4;</b> <b>(7)MR3.1, 3.3</b>	(9-12)I&E1d	(10)WH10.3.2; (10)WH10.11; (11)USH11.5.7; (11)USH11.8.7

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