

**NATIONAL BUSINESS EDUCATION STANDARDS  
CROSS-REFERENCED WITH PENNSYLVANIA  
ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *Accounting* Standards

**I. Accounting Cycle: Complete and explain the purpose of the various steps of accounting cycle.**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**II. Accounting Process: Apply generally accepted accounting principles to determine the value of assets, liabilities, and owner's equity.**

**A. Assets**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

**B. Liabilities**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

### **C. Owner's Equity**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **III. Financial Statements: Prepare, interpret and analyze financial statements using manual and computerized systems for service, merchandising and manufacturing businesses.**

### **A. Financial Statement Preparation and Analysis**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **B. Income Statements for the Three Types of Business Operations**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **IV. Special Applications: Apply appropriate accounting principals to payroll, income taxation, managerial systems, and various forms of ownership.**

### **A. Forms of Ownership**

- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **B. Payroll**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **C. Income Taxation**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **D. Managerial Accounting Principles and Systems**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**V. Interpretation and Use of Data: Use planning and control principles to evaluate the performance of an organization and apply differential analysis and present-value concepts to make decisions.**

**A. Planning and Control**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.3.12 J Evaluate the role of media in political life in the United States and explain the role of the media in setting the public agenda.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**B. Decision Making**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.3.12 J Evaluate the role of media in political life in the United States and explain the role of the media in setting the public agenda.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**NATIONAL BUSINESS EDUCATION STANDARDS  
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ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *Business Law* Standards

**I. Basics of the Law: Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law.**

**A. Ethics and the Law**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 D Analyze the principles and ideals that shape the government of PA and apply them to the government
- The Charter of 1681
  - Charter of Privileges
  - PA Constitution, its revisions and Amendments
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 H Analyze the competing positions held by the framers of the basic documents of government of Pennsylvania and United States.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Civil Rights
  - Commerce
  - Judicial Review
  - Federal Supremacy
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 B Evaluate citizen's participation in government and civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.

- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state and national governments including domestic and national policy-making.
- 5.3.12 F Evaluate the elements of the election process.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **B. Sources of the Law**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 D Analyze the principles and ideals that shape the government of PA and apply them to the government
- The Charter of 1681
  - Charter of Privileges
  - PA Constitution, its revisions and Amendments
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 H Analyze the competing positions held by the framers of the basic documents of government of Pennsylvania and United States.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- 5.2.12 B Evaluate citizen's participation in government and civic life.
- 5.2.12 D Evaluate political leadership and public service in a constitutional democracy.
- 5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 C Evaluate the process of how a bill becomes the law on a federal, state and local level.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 F Evaluate the elements of the election process.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.3.12 K Evaluate the strengths and weaknesses of various systems of government.
  - Autocracy
  - Democracy
  - Oligarchy
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.

### **C. Structure of the Courts**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 D Analyze the principles and ideals that shape the government of PA and apply them to the government
  - The Charter of 1681
  - Charter of Privileges
  - PA Constitution, its revisions and Amendments
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 I analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Civil Rights
  - Commerce
  - Judicial Review
  - Federal Supremacy
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

### **D. Classification of Procedural Law**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.

5.2.12 F Evaluate how individual rights may conflict with or support the common good.

### **E. Classification of Substantive Law**

5.1.12 A Evaluate the major arguments advanced for the necessity of government.

5.1.12 B Analyze the sources, purposes and functions of the law.

5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States

5.1.12 G Analyze and interpret the role of the United States Flag in civil disobedience and in patriotic activities.

5.1.12 I analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 F Evaluate how individual rights may conflict with or support the common good.

## **II. Contract Law, Law of Sales, and Consumer Law: Analyze the relationships between contract law, law of sales, and consumer law.**

### **A. Contract Law**

5.1.12 B Analyze the sources, purposes and functions of the law.

5.1.12 I analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 F Evaluate how individual rights may conflict with or support the common good.

5.2.12 G Evaluate what makes a competent and responsible citizen.

### **B. Law of Sales**

5.1.12 B Analyze the sources, purposes and functions of the law.

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.

**C. Consumer Law**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 I analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.2.12 A Evaluate an individual’s civic rights, responsibilities and duties in various governments.
- 5.2.12 B Evaluate citizen’s participation in government and civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.

**III. Agency and Employment: Analyze the role and importance of agency law and employment law as they relate to the conduct of business in the national and international marketplaces.**

**A. Agency**

- 5.1.12 B Analyze the sources, purposes and functions of the law.

**B. Employment**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States
- 5.1.12 I analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**IV. Business Organizations: Describe the major types of business organizations operating within the socioeconomic arena of the national and international marketplace.**

**A. Sole Proprietorships and Partnerships**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

**B. Corporations**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.3.12 K Evaluate the strengths and weaknesses of various systems of government.
- Autocracy
  - Democracy
  - Oligarchy
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**C. Limited Liability Companies**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

**V. Property Law: Explain the legal rules that apply to personal property and real property.**

**A. Personal Property**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 D Analyze the principles and ideals that shape the government of PA and apply them to the government
  - PA Constitution, its revisions and Amendments
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.

**B. Real Property**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**VI. Commercial Paper, Insurance, Secured Transactions, Bankruptcy: Analyze the functions of commercial paper, insurance, secured transactions, and bankruptcy.**

**A. Commercial Paper**

- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments

**B. Insurance**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.

**C. Secured Transactions**

- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.

**D. Bankruptcy**

- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.  
5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.  
5.2.12 F Evaluate how individual rights may conflict with or support the common good.  
5.2.12 G Evaluate what makes a competent and responsible citizen.  
5.3.12 B Analyze the responsibilities and powers of the national government.

**VII. Computer Law: Explain how advances in computer technology impact such areas as property law, contract law, criminal law, and international law.**

**A. Basics of Computer Law**

- 5.1.12 B Analyze the sources, purposes and functions of the law.  
5.1.12 C Evaluate the importance of the principles and ideals of civic life.  
5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.  
5.1.12 J Analyze how the law promotes the common good and protects individual rights.  
5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**B. Ownership Issues**

- 5.1.12 B Analyze the sources, purposes and functions of the law.  
5.1.12 C Evaluate the importance of the principles and ideals of civic life.  
5.1.12 J Analyze how the law promotes the common good and protects individual rights.  
5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.  
5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**C. Contract Issues**

- 5.1.12 B Analyze the sources, purposes and functions of the law.  
5.1.12 C Evaluate the importance of the principles and ideals of civic life.

- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

#### **D. Criminal Law and Privacy Issues**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Civil Rights
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.

#### **E. E-Commerce**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

#### **F. International Issues**

- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**VIII. Environmental Law and Energy Regulation: Explain the legal rules that apply to the environment and energy regulation.**

**A. Environmental Law**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 B Evaluate citizen's participation in government and civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**B. Energy Regulation**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**IX. Domestic Relations Law: Explain the legal rules that apply to marriage, divorce, and child custody.**

**A. Marriage and its Legal Consequences**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

**B. Divorce and its Legal Consequences**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

**X. Wills and Trusts: Determine the appropriateness of wills and trusts in estate planning.**

**A. Wills**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

**B. Trusts**

- 5.1.12 B Analyze the sources, purposes and functions of the law.
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

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Pennsylvania *Civics and Government* Standards

National Business Education *Career Development* Standards

**I. Self-Awareness: Assess personal skills, abilities, and aptitudes and personal strengths and weaknesses as they relate to career exploration and development.**

**A. Personal Skills, Abilities, and Aptitudes**

5.1.12 C Evaluate the importance of the principles and ideals of civic life.

5.2.12 G Evaluate what makes a competent and responsible citizen.

**B. Personal Strengths and Weaknesses**

**II. Career Research: Utilize career resources to develop a career information database that includes international career opportunities.**

**A. Career Resources and Related Information**

5.2.12 B Evaluate citizens' participation in government and civic life.

5.2.12 D Evaluate political leadership and public service in a republican form of government.

5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.

**B. International Career Opportunities**

5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**III. Workplace Expectations: Relate the importance of workplace expectations to career development.**

**A. Work Ethic**

5.1.12 C Evaluate the importance of the principles and ideals of civic life.

5.2.12 G Evaluate what makes a competent and responsible citizen.

**B. Workplace Relationships**

- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.

**C. Workplace Diversity**

- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.

**D. Workplace Communication Skills**

**E. Continual Skills Improvement**

**F. Virtual Work Environment**

- 5.1.12 B Analyze the sources, purposes and functions of law.

**G. Career and Job Self-Management**

- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 B Evaluate citizens' participation in government and civic life.
- 5.2.12 D Evaluate political leadership and public service in a republican form of government.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.

**IV. Career Strategy: Apply knowledge gained from individual assessment to a comprehensive set of goals and an individual career plan.**

**A. Self-Assessment and Career Research**

**B. Short- and Long-Term Career Goals**

**C. Individual Career Plan**

- 5.2.12 B Evaluate citizens' participation in government and civic life.
- 5.2.12 D Evaluate political leadership and public service in a republican form of government.

5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.

**V. School-to-Career Transition: Develop strategies to make an effective transition from school to career.**

**A. Workplace Experiences**

5.2.12 B Evaluate citizens' participation in government and civic life.

5.2.12 D Evaluate political leadership and public service in a republican form of government.

5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.

5.2.12 G Evaluate what makes a competent and responsible citizen.

**B. Career Development File and Employment Portfolio**

**C. Job Search Strategies**

5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**VI. Lifelong Learning: Relate the importance of lifelong learning to career success.**

**A. Personal Growth**

5.1.12 C Evaluate the importance of the principles and ideals of civic life.

5.2.12 B Evaluate citizens' participation in government and civic life.

5.2.12 D Evaluate political leadership and public service in a republican form of government.

5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.

5.2.12 G Evaluate what makes a competent and responsible citizen.

**B. Career Growth**

**NATIONAL BUSINESS EDUCATION STANDARDS  
CROSS-REFERENCED WITH PENNSYLVANIA  
ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *Communication* Standards

- I. **Foundations of Communication:** Communicate in a clear, courteous, concise, and correct manner on personal and professional levels.
  - A. Oral Communication
  - B. Informational Reading
  - C. Written Communication
  - D. Social and Business Listening
  
- II. **Social Communication:** Apply basic social communication skills in personal and professional situations.
  - A. Positive Self-Concept and Image.
  - B. Human Relations and Interpersonal Skills
  
- III. **Technological Communication:** Use technology to enhance the effectiveness of communication.
  
- IV. **Employment Communication:** Integrate all forms of communication in the successful pursuit of employment.
  
- V. **Organizational Communication:** Incorporate appropriate leadership and supervision techniques, customer service strategies, and personal ethics standards to communicate effectively with various business constituencies.
  - A. Customer Relations
  - B. Business Relationships
  - C. Leadership
  - D. Supervisory Communication
  - E. Personal Ethics

# NATIONAL BUSINESS EDUCATION STANDARDS CROSS-REFERENCED WITH PENNSYLVANIA ACADEMIC STANDARDS

Pennsylvania *Civics and Government* Standards

National Business Education *Computation* Standards

*(Standards I, II and III do not have level 3 standards since these standards are achieved at an earlier level.)*

- I. **Mathematical Foundations:** Apply basic mathematical operations to solve problems.
- II. **Number Relationships and Operations:** Solve problems involving whole numbers, decimals, fractions, percents, ratios, averages, and proportions.
- III. **Patterns, Functions, and Algebra:** Use algebraic operations to solve problems.
- IV. **Measurements:** Use common international standards of measurement when solving problems.
  - 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
  - 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
  - 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
  - 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
  - 5.4.12 D Explain how foreign policy is developed and implemented.
- V. **Statistics and Probability:** Analyze and interpret data using common statistical procedures.
  - 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
    - Commerce
  - 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
  - 5.3.12 H Evaluate the impact of interest groups on the political process.

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**VI. Problem-Solving Applications: Use mathematical procedures to analyze and solve business problems.**

**A. Taxation**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**B. Savings and Investments**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **C. Payroll and Human Resource Management**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **D. Cash Management**

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **E. Financial Management**

- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.

- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **F. Credit Management**

- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **G. Purchases**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **H. Sales**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **I. Inventory Records**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce

- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**J. Depreciation, Cost Recovery, and Depletion**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**K. Computers, Information Technology, and the Internet**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**L. Manufacturing and Office Costs**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce

- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**M. Insurance**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

# NATIONAL BUSINESS EDUCATION STANDARDS CROSS-REFERENCED WITH PENNSYLVANIA ACADEMIC STANDARDS

Pennsylvania *Civics and Government* Standards

National Business Education *Economics* Standards

**I. Allocation of Resources: Asses opportunity costs and trade-offs involved in making choices about how to use scarce economic resources.**

**II. Economic Systems: Explain why societies develop economic systems, identify the basic features of different economic systems, and analyze the major features of the U.S. economic system.**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Civil-rights
  - Commerce
  - Judicial review
  - Federal supremacy.
- 5.2.12 A Evaluate an individual’s civic rights, responsibilities, and duties in various governments.
- 5.3.12 I Evaluate the impact of interest groups on the political process.
- 5.3.12 K Evaluate the strengths and weaknesses of various systems of government.
  - Autocracy
  - Democracy
  - Oligarchy
  - Republic

**III. Economic Institutions and Incentives: Analyze the role of core economic institutions and incentives in the U.S. economy.**

- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.

- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Civil-rights
  - Commerce
  - Judicial review
  - Federal supremacy
- 5.2.12 A Evaluate an individual’s civic rights, responsibilities, and duties in various governments.
- 5.2.12 B Evaluate citizens’ participation in government and civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 E Compare the purposes and functions of international organizations.
- Governmental (e.g., NATO, World Court, OAS)
  - Non-governmental (e.g., International Red Cross, Amnesty International, World Council of Churches)

**IV. Markets and Prices: Analyze the role or markets and prices in the U.S. economy.**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.

**V. Market Structures: Analyze the different types of market structures and the effect they have on the price and the quality of the foods and services produced.**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 D Analyze the principles and ideals that shape the government of Pennsylvania and apply them to the government.
- The Charter of 1681
  - Chart of Privileges
  - PA Constitution, its revisions and Amendments.
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.

- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Civil-rights
  - Commerce
  - Judicial review
  - Federal supremacy
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**VI. Productivity: Explain the importance of productivity and analyze how specialization, division of labor, investment in physical and human capital, and technological change affect productivity.**

- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.

**VII. The Role of Government: Analyze the role of government in economic systems, especially the role of government in the U.S. economy**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 E Evaluate the principles and ideals that shape the United States and compare them to documents of government.
- 5.1.12 H Analyze the competing positions held by the framers of the basic documents of government of Pennsylvania and United States
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Civil-rights
  - Commerce
  - Judicial review
  - Federal supremacy

- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.3.12 J Evaluate the role of media in political life in the United States and explain the role of the media in setting the public agenda.

**VIII. International Economic Concepts: Examine the role of trade, protectionism, and monetary market in the global economy**

- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.
- 5.4.12 E Compare the purposes and functions of international organizations.
- Governmental (e.g., NATO, World Court, OAS)
  - Non-governmental (e.g., International Red Cross, Amnesty International, World Council of Churches)

**IX. Aggregate Supply and Aggregate Demand: Analyze how the U.S. economy functions as a whole and describe selected macroeconomic measure of economic activity**

**NATIONAL BUSINESS EDUCATION STANDARDS  
CROSS-REFERENCED WITH PENNSYLVANIA  
ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *Personal Finance* Standards

- I. Personal Decision Making: Use a rational decision-making process as it applies to the roles of citizens, workers, and consumers.**
- 5.2.12 A Evaluate an individual’s civic rights, responsibilities, and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- II. Earning a Living: Identify various forms of income and analyze factors that affect income as a part of the career decision-making process.**
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- III. Managing Finances and Budgeting: Develop and evaluate a spending/savings plan.**
- IV. Saving and Investing: Evaluate savings and investment options to meet short- and long-term goals.**
- V. Buying Goods and Services: Apply a decision-making model to maximize consumer satisfaction when buying goods and services.**
- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**VI. Banking: Evaluate services provided by financial deposit institutions to transfer funds.**

- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**VII. Using Credit: Analyze factors that affect the choice of credit, the cost of credit, and the legal aspects of using credit.**

- 5.1.12 F Analyze and assess the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**VIII. Protecting Against Risk: Analyze choices available to consumers for protection against risk and financial loss.**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**NATIONAL BUSINESS EDUCATION STANDARDS  
CROSS-REFERENCED WITH PENNSYLVANIA  
ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *Entrepreneurship* Standards

- I. Entrepreneurs and Entrepreneurial Opportunities: Recognize that entrepreneurs possess unique characteristics and evaluate the degree to which one possesses those characteristics.**
  - A. Characteristics of an Entrepreneur**
  - B. Role of the Entrepreneur in Business**
  - C. Opportunity Recognition and Pursuit**
  - D. Problem Identification and Solutions**
  
- II. Marketing: Analyze customer groups and develop a plan to identify, reach, and keep customers in a specific target market.**
  - A. Identifying the Market**
  - B. Reaching the Market**
  - C. Keeping/Increasing the Market**
  
- III. Economics: Apply economic concepts when making decisions for an entrepreneurial venture.**
  - A. Economic Concepts**
  - B. Market Economy Characteristics**
    - 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
    - 5.1.12 B Analyze the sources, purposes and functions of law.
  - C. Function of Price**
    - 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
    - 5.3.12 B Analyze the responsibilities and powers of the national government.

**D. Role of Profit and Risk**

**E. Role of Government**

5.3.12 B Analyze the responsibilities and powers of the national government

5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**IV. Finance: Use the financial competencies needed by an entrepreneur.**

**A. Determining Cash Needs**

**B. Identifying Sources and Types of Funding**

**C. Interpreting Financial Statements**

**V. Accounting: Recognize that entrepreneurs must establish, maintain, and analyze appropriate records to make business decisions.**

**A. Keeping Business Records**

**B. Identifying Types of Business Records**

**C. Establishing and Using Business Records**

**D. Interpreting Business Records**

**VI. Management: Develop a management plan for an entrepreneurial venture.**

**A. Establishing a Vision**

**B. Hiring Employees**

**C. Building Teams**

**D. Monitoring Achievement**

**E. Managing Risks**

**VII. Global Markets: Analyze the effect of cultural differences, export/import opportunities, and trends on an entrepreneurial venture in the global marketplace.**

**A. Cultural Differences**

- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**B. Import/Export Opportunities**

- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 E Compare the purposes and functions of international organizations. Governmental (e.g., NATO, World Court, OAS), Non-governmental (e.g., International Red Cross, Amnesty International, World Council of Churches)

**C. Global Trends**

**VIII. Legal: Analyze how forms of business ownership, government, regulations, and business ethics affect entrepreneurial ventures.**

**A. Forms of Business Ownership**

**B. Government Regulations**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**C. Business Ethics**

**IX. Business Plans: Develop a business plan.**

# NATIONAL BUSINESS EDUCATION STANDARDS CROSS-REFERENCED WITH PENNSYLVANIA ACADEMIC STANDARDS

Pennsylvania *Civics and Government* Standards

National Business Education *Information Technology* Standards

## **I. Impact on Society: Assess the impact of information technology on society.**

- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 B Evaluate citizens' participation in government and civic life.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.
- 5.3.12 J Evaluate the role of media in political life in the United States and explain the role of the media in setting the public agenda.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **II. Computer Architecture: Describe current and emerging computer architecture; configure, install, and upgrade hardware; diagnose and repair hardware problems.**

**III. Operating Systems, Environments, and Utilities: Identify, evaluate, select, install, use, upgrade, customize, and diagnose and solve problems with various types of operating systems, environment, and utilities.**

5.2.12 G Evaluate what makes a competent and responsible citizen.

**IV. Information Technology and Major Business Functions: Describe the information technology components of major business functions and explain their interrelationships.**

5.1.12 B Analyze the sources, purposes and functions of law.

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 G Evaluate what makes a competent and responsible citizen.

**V. Application Software: Identify, evaluate, select, install, use, upgrade, and customize application software; diagnose and solve problems resulting from an application software's installation and use.**

5.1.12 B Analyze the sources, purposes and functions of law.

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.2.12 G Evaluate what makes a competent and responsible citizen.

5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.

**VI. Input Technologies: Use input technologies appropriately to enter and manipulate text and data.**

**VII. Information Retrieval: Gather, evaluate, use, and cite information from information technology sources.**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 G Evaluate what makes a competent and responsible citizen.

5.3.12 B Analyze the responsibilities and powers of the national government.

**VIII. Database Management Systems: Use, plan, develop, and maintain database management systems.**

5.2.12 G Evaluate what makes a competent and responsible citizen.

**IX. Programming and Application Development: Design, develop, test, and implement programs.**

5.2.12 G Evaluate what makes a competent and responsible citizen.

**X. Systems Analysis and Design: Analyze and design information systems using appropriate development tools.**

**XI. Communications and Networking Infrastructures: Develop the skills to design, deploy, and administer networks and communications systems.**

5.1.12 B Analyze the sources, purposes and functions of law.

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 G Evaluate what makes a competent and responsible citizen.

5.3.12 B Analyze the responsibilities and powers of the national government.

5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**XII. Network Applications: Use, evaluate, and deploy communications and networking applications.**

5.1.12 B Analyze the sources, purposes and functions of law.

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 G Evaluate what makes a competent and responsible citizen.

5.3.12 B Analyze the responsibilities and powers of the national government.

5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.

**XIII. Information Technology Planning and Acquisition: Plan the selection and acquisition of information technologies.**

5.1.12 B Analyze the sources, purposes and functions of law.

**XIV. Technical Support and Training: Develop the technical and interpersonal skills and knowledge to support the user community.**

5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.

5.2.12 G Evaluate what makes a competent and responsible citizen.

**XV. Risk Management: Design and implement risk management policies and procedures for information technology.**

- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
  - Civil Rights
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

**XVI. Privacy and Ethics: Describe, analyze, develop, and follow policies for managing privacy and ethical issues in organizations and in a technology-based society.**

- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 C Evaluate the importance of the principles and ideals of civic life.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
  - Civil Rights
- 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
- 5.2.12 C Interpret the causes of conflict in society and analyze techniques to resolve those conflicts.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 G Evaluate how the government protects or curtails individual rights and analyze the impact of supporting or opposing those rights.

**XVII. Information Technology Careers: Describe positions and career paths in information technology.**

**NATIONAL BUSINESS EDUCATION STANDARDS  
CROSS-REFERENCED WITH PENNSYLVANIA  
ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *International Business* Standards

**I. Foundations of International Business: Explain the role of international business; analyze how it impacts business at all levels (including the local, state, national, and international levels).**

**A. Role and Impact**

- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.
- 5.4.12 E Compare the purposes and functions of international organizations.

**B. Geography**

**C. Career Opportunities**

**D. Travel Considerations**

**II. The Global Business Environment: Describe the interrelatedness of the social, cultural, political, legal, and economic factors that shape and impact the international business environment.**

**A. Social and Cultural Influences**

- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**B. Political Environment**

- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 K Evaluate the strengths and weaknesses of various systems of government.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.

**C. Legal Systems**

- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 C Evaluate the process of how a bill becomes the law on a federal, state, and local levels.

**D. Economic Environment**

- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact of future international relationships.

**III. International Business Communication: Apply communication strategies necessary and appropriate for effective and profitable international business relations.**

**A. Oral and Written Communication**

**B. Nonverbal Communication**

**C. Negotiations**

**D. Technology**

**IV. Global Business Ethics: Describe the environmental factors that define what is considered ethical business behavior in a global business environment.**

**V. Organizational Structures for International Business Activities: Identify forms of business ownership and entrepreneurial opportunities available in international business.**

- A. Forms of Business Ownership**
- B. Entrepreneurial Opportunities**
- C. International Business Involvement**
- D. International Business Success**

**VI. International Trade Relations: Relate balance of trade concepts to the import/export process.**

**A. Importing and Exporting**

- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact of future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

**B. Trade Barriers and Agreements**

- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 E Compare the purposes and functions of international organizations.

**C. Balance of Trade**

- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact of future international relationships.

**VII. International Management: Analyze special challenges in operations in human resource management in international business.**

- A. Operations and Production**
- B. Human Resources**
- C. Strategic Management**

**VIII. International Marketing: Apply marketing concepts to international business situations.**

- A. Foreign Markets and Consumer Behavior**
- B. Marketing Research**
- C. Product Development**
- D. Standards and Measures**
- E. Pricing Strategies**
- F. Distribution Channels and Intermediaries**
- G. Transportation and Shipping**
- H. Promotional Activities**

**IX. International Finance: Explain the concepts, role, and importance of international finance and risk management.**

- A. Currency and Exchange**
- B. Financial Institutions and Trade Agreements**
- C. Payment Methods and Reporting**
- D. Risk Management**

**NATIONAL BUSINESS EDUCATION STANDARDS  
CROSS-REFERENCED WITH PENNSYLVANIA  
ACADEMIC STANDARDS**

Pennsylvania *Civics and Government* Standards

National Business Education *Management* Standards

- I. **Management Functions: Analyze the management functions and their implementation and integration within the business environment.**
  - A. **Planning**
  - B. **Organizing**
  - C. **Leading/Directing**
  - D. **Evaluation/Controlling**
  
- II. **Management Theories: Analyze management theories and their application within the business environment.**
  
- III. **Business Organization: Analyze the organization of a business.**
  - A. **Forms of Business Ownership**
  - B. **Management Levels**
  - C. **Organizational Structure**
  
- IV. **Personal Management Skills: Develop personal management skills to function effectively and efficiently in a business environment.**
  - A. **Time Management**
  - B. **Stress Management**
  - C. **Professional Growth and Development**
  - D. **Communication Skills**
  - E. **Relationship Building**

- V. **Ethics and Social Responsibility: Examine the role of ethics and social responsibility in decision making.**
- A. **Ethics**
    - 5.1.12 B Analyze the sources, purposes and functions of law.
    - 5.1.12 I Analyze historical examples of the importance of the rule of law explaining the sources, purposes and functions of law.
    - 5.2.12 A Evaluate an individual's civic rights, responsibilities and duties in various governments.
    - 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
    - 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
  - B. **Social Responsibility**
- VI. **Human Resource Management: Describe human resource functions and their importance to an organization's successful operation.**
- A. **Human Resource Planning**
  - B. **Recruitment and Selection**
  - C. **Employee Development**
  - D. **Evaluation**
  - E. **Compensation, Promotion, Benefits, and Incentives**
  - F. **Separations, Termination, and Transition**
  - G. **Labor Relations**
- VII. **Organized Labor: Describe the role of organized labor and its influence on government and business.**
- VIII. **Technology and Information Management: Utilize information and technology tools to conduct business effectively and efficiently.**
- A. **Technology Tools**
  - B. **Information Management**
  - C. **E-Business**

- IX. Industry Analysis: Analyze a business organization’s competitive position within the industry.**
- A. Competition**
  - B. Competitive Advantage**
  - C. Internal and External sources of Data**
- X. Financial Decision Making: Analyze financial data influenced by internal and external factors in order to make short-term and long-term decisions.**
- A. Financial Statements**
  - B. Short-Term and Long-Term Financing**
  - C. Risk Management**
- XI. Operations Management: Apply operations management principals and procedures to the design of an operations plan.**
- A. Product Design (Goods/Services)**
  - B. Scheduling**
  - C. Materials Procurement**
  - D. Inventory Management**
  - E. Quality Standards**
- XII. Global Perspective: Examine the issues of managing in the global environment.**
- A. Legal Issues**
    - 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
    - 5.3.12 B Analyze the responsibilities and powers of the national government.
    - 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
    - 5.4.12 B Analyze the United States’ interaction with other nations and governmental groups in world events.

5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact of future international relationships.

**B. Economic Considerations**

**C. Workplace Diversity**

**D. Global Partnering**

# NATIONAL BUSINESS EDUCATION STANDARDS CROSS-REFERENCED WITH PENNSYLVANIA ACADEMIC STANDARDS

Pennsylvania *Civics and Government* Standards

National Business Education *Marketing* Standards

## **I. Foundations of Marketing: Recognize the customer-oriented nature of marketing and analyze the impact of marketing activities on the individual, business, and society.**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

## **II. Consumers and Their Behavior: Analyze the characteristics, motivations, and behaviors of consumers.**

### **A. Characteristics of Consumer Behavior**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

#### **B. Segmentation and Target Markets**

- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **III. External Factors: Analyze the influence of external factors on marketing.**

#### **A. Government and Legal Regulations**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 B Analyze the sources, purposes and functions of law.
- 5.1.12 F Analyze and access the rights of the people as listed in the Pennsylvania Constitution and the Constitution of the United States.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Civil Rights
  - Commerce

- 5.2.12 B Evaluate citizens' participation in government and civil life.
- 5.2.12 E Analyze how participation in civic and political life leads to the attainment of individual and public goals.
- 5.2.12 F Evaluate how individual rights may conflict with or support the common good.
- 5.2.12 G Evaluate what makes a competent and responsible citizen.
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

## **B. Ethical Issues**

- 5.1.12 A Evaluate the major arguments advanced for the necessity of government.
- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.

- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

### **C. Economic Issues**

- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

### **D. Competitive Environment**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
- Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

## **E. Stakeholders**

- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

## **F. Culture**

- 5.1.12 J Analyze how the law promotes the common good and protects individual rights.
- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.

- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

**G. Technology**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.
  - Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 B Analyze the responsibilities and powers of the national government.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

**IV. The Marketing Mix: Analyze the elements of the marketing mix, their interrelationships, and how they are used in the marketing process.**

**A. Products and Services**

**1. Classification**

- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.

5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

## **2. New Product Development and Ideas**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.

5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

5.3.12 H Evaluate the impact of interest groups on the political process.

5.3.12 I Evaluate how and why government raises money to pay for its operations and services.

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.

5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

5.4.12 D Explain how foreign policy is developed and implemented.

## **3. Packaging**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

5.3.12 H Evaluate the impact of interest groups on the political process.

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.

## **4. Branding**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.3.12 H Evaluate the impact of interest groups on the political process.

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **5. Product Mix**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.3.12 H Evaluate the impact of interest groups on the political process.

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

## **6. Service Extensions**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

## **7. Product Life Cycle**

### **B. Place**

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **C. Price**

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.

5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.

5.3.12 H Evaluate the impact of interest groups on the political process.

5.3.12 I Evaluate how and why government raises money to pay for its operations and services.

- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.
- 5.4.12 D Explain how foreign policy is developed and implemented.

## **D. Promotion**

### **1. Advertising**

- 5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.  
1.Commerce
- 5.3.12 A Analyze and evaluate the structure, organization and operation of the local, state, and national governments including domestic and national policy-making.
- 5.3.12 D Evaluate how independent government agencies create, amend and enforce regulations.
- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.3.12 I Evaluate how and why government raises money to pay for its operations and services.
- 5.3.12 J Evaluate the role of media in political life in the United States and explain the role of the media in setting the public agenda.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.
- 5.4.12 B Analyze the United States' interaction with other nations and governmental groups in world events.
- 5.4.12 C Compare how past and present United States' policy interests have changed over time and analyze the impact on future international relationships.

### **2. Sales Promotion**

- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

### **3. Public Relations and Publicity**

- 5.3.12 H Evaluate the impact of interest groups on the political process.
- 5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**4. Personal Selling**

5.1.12 J Analyze how the law promotes the common good and protects individual rights.

5.1.12 L Analyze Pennsylvania and United States court decisions that have affected principles and ideals of government in civic life.

- Commerce

**V. Marketing Research: Analyze the role of marketing research in decision making.**

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.

**VI. The Marketing Plan: Describe the elements, design, and purposes of a marketing plan.**

5.4.12 A Analyze the impact of international economic, technological and cultural developments on the government of the United States.