

# Alvin C. York Institute Syllabus

## Fall Semester, 2018

**Course Title:** Entrepreneurship

**Teacher Name:** Cheryl A. Tays (931-879-8101 or ctays@www.york.k12.tn.us)  
School Website can be found at [www.york.k12.tn.us](http://www.york.k12.tn.us)

**Class Website Info:** Group Code: Log on to Google Classroom, join using **0uom2zg**  
You will log on to Google using first initial and last name @yaidragons.com

**Prerequisite:** Introduction to Business and Marketing

**Materials:** Three Ring Binder  
Loose Leaf Paper  
Tab Dividers (Labeled: Calendar, Notes, Tests, Projects, FBLA)  
Pen/Pencils  
Headphones

### Course Description:

Entrepreneurship is an applied knowledge course that begins with the discovery process of generating new business ideas. Students research local, national, and international social and economic trends and analyze the feasibility of their own proposed businesses, both from a market demand and revenue-producing standpoint. Based on their entrepreneurial endeavors, students will prepare, write, and revise a business plan. In preparation for the business plan, students will conduct market research, study ownership structures, evaluate risks, examine startup costs, determine essential vendors, and identify sources of capital and financing options. Students will also draft, refine, and rehearse entrepreneurship pitches developed from their business plans to present during course intervals and to give final presentations at the conclusion of the course. Upon conclusion of this course, proficient students will be able to articulate, and defend, elements of a full business plan for a new business.

**Course Standards will include the following topics:** (please see complete list provided to student in class materials)

- The Role of Entrepreneurs
- Entrepreneurship Potential
- Social and Ethical Responsibility
- Business Plan Development
- Marketing
- Operations
- Financials



**Instructional Philosophy:** I believe that our attitudes have a huge impact on our ability to learn. I have chosen education as my career—a choice that would keep me in a classroom for 23 years. Teaching is not just a job, but a full-time endeavor to change students for the better once they pass through my program. I spend countless hours preparing dynamic, interactive lesson plans, grading projects and giving effective feedback, maintaining dependable technology for my instruction, and coordinating activities, fundraisers, and conference travel for the Future Business Leaders of America as co-curricular support for my program. How awesome it is to have students appreciate the effort I put forth by being in class every day, paying attention to the instruction, and putting their best into all work assigned with a positive attitude. It will truly make all the difference.

**Excellence is not  
a skill. It is an  
attitude.**  
RALPH MARSTON

**Grading Policy: Student Signature** \_\_\_\_\_ **Parent Signature:** \_\_\_\_\_

Daily Work (Bell Ringers, Class Activities, Notebook, Homework)	20%
Quizzes (Announced & Unannounced)	10%
Midterm/Final	15%
Chapter Tests (No Retakes)	30%
Projects (Allowed to improve after first grading)	<u>25%</u>
	<b>100%</b>

- **In the event of an unexcused absence, student will not be permitted to make up any missed work.**
- **In the event of an excused absence, student will discuss missed work with the teacher to make arrangements to turn in.**
- **In the event of an extended project, student must turn in completed project before or on the due date in order to make improvements after the first grading.**

**Classroom Policy: Student Signature** \_\_\_\_\_ **Parent Signature:** \_\_\_\_\_

- When the bell rings, students will be in their seats & begin the bell ringer activity.
- Only bottled water allowed in the computer lab
- Respect others and school property.
- Maintain care and use of the computers, equipment & books.
- Everyone stays in their seats until the bell rings.
- Cell phones will stay out of sight during class time.
- Profanity has no place in this classroom.
- Only 3 restroom passes permitted per 9 weeks period. Restroom pass and cell phone will be placed in the purple basket on the desk in order to leave the classroom.

**Consequences: Student Signature** \_\_\_\_\_ **Parent Signature:** \_\_\_\_\_

- First Violation, Activity Period
- Second Violation, After-School Detention & Parents Called
- Third Violation, Administration Referral & Parents Called
- Cell Phone will be taken the first time it is used in class, turned in to front office for 24 hours (Student Handbook Policy)

### **Future Business Leaders of America:**



**FBLA** ... inspires and prepares students to become community-minded business leaders in a global society through relevant career preparation and leadership experiences.

Anyone enrolled in a business or technology class can join FBLA. The fee to join the organization is \$20.

FBLA will provide fundraising opportunities to earn money for membership fees and travel expenses.

Just a few opportunities coming up: Fall Leadership Camp, Fall Leadership Conference, Region Competition, & State Competition. I will give more details in class.

## Entrepreneurship

### Parent/Student Agreement

I have read the syllabus for **Entrepreneurship, Fall 2018** and understand all policies and practices.

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Student Signature

Date

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Student Name Printed

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Parent/Guardian Signature

Date

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Parent/Guardian Name Printed