Course Description
Entrepreneurial Ventures is the third course in the Small Business Development Career Pathway. This course will concentrate on the management skills necessary for successful business operation. Students will study management strategies for developing and implementing business plans; structuring the organization; financing the organization; and managing information, operations, marketing and human resources. International business principles are infused in the standards for Entrepreneurial Ventures. An integral component of the Entrepreneurial Ventures course is a school-based or community-based entrepreneurial venture that will engage students in the creation and management of a business and the challenges of being a small business owner. Mastery of these standards through project-based learning and leadership development activities prepare students with a competitive edge in the global marketplace.

Course Objectives
- Understand and apply the basic economic principles and concepts fundamental to entrepreneurship
- Develop a marketing plan to identify, reach, and retain customers in a specific target market.
- Analyze financial issues relating to successful business ownership
- Research, develop, and present a business plan.
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Student Expectations
This course requires the same level of commitment from you as a traditional classroom course. Throughout the course, you will spend time on the following activities:

- Student will engage in the coursework on a daily basis
- Student will follow the required pacing guide and contact the teacher if they are unable to meet the weekly pacing
- Interactive lessons that include a mixture of instructional segments and tasks
- Student will answer constructed response questions as directed, i.e. use complete sentences when required and answer the question asked
- Assessments including quizzes, tests, and cumulative exams
- Student will return the phone call from the teacher
Communication
Your teacher will communicate with you regularly through discussions, e-mail, chat, and system announcements. You will also communicate with classmates, either via online tools or face to face, as you collaborate on projects, ask and answer questions in your peer group, and develop your speaking and listening skills.

Grading Policy
You will be graded on the work you do online and the work you submit electronically to your teacher. The weighting for each category of graded activity is listed below.

<table>
<thead>
<tr>
<th>Category</th>
<th>Weighting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assignments</td>
<td>30%</td>
</tr>
<tr>
<td>Lesson Quizzes</td>
<td>15%</td>
</tr>
<tr>
<td>Unit Tests</td>
<td>N/A</td>
</tr>
<tr>
<td>Essays</td>
<td>N/A</td>
</tr>
<tr>
<td>Labs</td>
<td>N/A</td>
</tr>
<tr>
<td>Projects</td>
<td>35%</td>
</tr>
<tr>
<td>Other Assignments</td>
<td>N/A</td>
</tr>
<tr>
<td>Cumulative Exam</td>
<td>20%</td>
</tr>
</tbody>
</table>

All of the grades that you receive online will be recorded in Edgenuity. To view your grades in Edgenuity, click on: organizer; reports; then, scores and feedback.

Fulton County Schools Grade Recovery Policy
Opportunities designed to allow students to recover from a low or failing cumulative grade will be allowed when all work required to date has been completed and the student has demonstrated a legitimate effort to meet all course requirements including attendance. Students should contact the teacher concerning recovery opportunities. Teachers are expected to establish a reasonable time period for recovery work to be completed during the semester. All recovery work must be directly related to course objectives and must be completed ten school days prior to the end of the semester.

Due Dates
The Fulton Virtual School’s policy is to allow students to work at an individualized pace in the course. You are expected to work at your own pace and have the course finished by the last day of the class. You are expected to show the same level of commitment as you would in your traditional school setting.

Scope and Sequence
When you log into the Virtual Classroom, you can view the entire course map, which provides a scope and sequence of all topics you will study. Clicking a lesson’s link in the course map leads to a page listing instructional activities, assignments, and learning objectives specific to that lesson. The units of study are summarized below.

Unit 1: Sales
Unit 2: Pricing
Unit 3: Personal Finance
Unit 4: Credit and Funding
Unit 5: Accounting and Taxes
Unit 6: Globalization
Unit 7: Workplace Skills
Unit 8: Business Plan

**Georgia Performance Standards**

This course is correlated to the Georgia Performance Standards. If you would like more information on the GPS, please visit: [http://www.gadoe.org/Curriculum-Instruction-and-Assessment/CTAE/Documents/Entrepreneurship.pdf](http://www.gadoe.org/Curriculum-Instruction-and-Assessment/CTAE/Documents/Entrepreneurship.pdf)

**Fulton Virtual School Academic Integrity Policy**

In a virtual learning environment, honesty and integrity are integral traits for academic success. At Fulton Virtual, we believe that all students must show integrity in the completion and submission in all aspects of the academic experience. Therefore, no forms of cheating, assisting others in cheating, and/or plagiarism (passing off the work of others as if it is your own) will be tolerated.

When collaboration is necessary to complete tasks and projects, Fulton Virtual School instructors will provide students with advance notice. Thus, all work is considered an individual assignment unless otherwise noted. The following list of dishonest behaviors has been compiled to assist you. This list is by no means exhaustive, and each infraction of academic dishonesty will be handled the virtual instructor on an individual, case-by-case basis.

*Dishonest behavior includes, but is not limited to:*

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1. Plagiarism. Plagiarism can be defined as the inclusion of another’s ideas, words, expressions, or data in writing or presentation without properly acknowledging the source.

2. Unauthorized use of another person’s password/login. Student logins/passwords are confidential information that should not be shared with others.

3. Cheating. Cheating can be defined as the act or attempted act of deception by which a student seeks to misrepresent his submitted work as uniquely his own completed without assistance. Cheating includes copying another student’s work and submitting it as your own.

4. Impersonation. Performing work or taking an examination for another student or allowing someone to do so for you.

5. Falsification and/or misrepresentation of data. This can be defined as the submission of false or contrived data or sources.

6. Computer crimes. This may include damaging computer programs, hacking, constructing viruses, introducing viruses into a system, copying programs, etc.

**Academic dishonesty will result in one or more of the following actions:**

- Loss of grade points
- Removal from the course
- Failure to receive credit for the course
- Loss of eligibility to earn credits through Fulton Virtual Schools

Fulton Virtual School instructors have the authority to require that students perform other tasks or undergo additional assessments in proctored situations. If a Fulton Virtual School instructor suspects that there is a problem with academic integrity, the administrators of both the local school and Fulton Virtual School will be informed. Failure to follow these guidelines may result in removal from your virtual course without further warning.

**All Fulton Virtual Students Must Agree and Adhere to the Following Academic Integrity Guidelines:**
• I understand and will support and will abide by the guidelines set for in the Fulton Virtual School Academic Integrity Policy.

• I will not personally cheat (i.e., use unauthorized materials in completing my assignments and assessments), and I will not help others cheat.

• If I become aware of anyone else’s cheating or use of unauthorized materials (or any other violations of Fulton Virtual School’s Academic Integrity Policy, I have a personal responsibility to report the matter to an instructor or administrator.