

DEVELOPING IDEAS, KNOWING THE MARKET, AND STARTING UP YOUR BUSINESS**Unit I: Introduction to Entrepreneurship**

1. AUG 21 Special Event - **FROSH FEST**
2. AUG 22 Welcome to FSJ!
3. AUG 23 What is Entrepreneurship? (ENTR 1-1)
4. AUG 24 Characteristics of an Entrepreneur (ENTR 1-2) - **GO BANANAS!**
5. AUG 27 Explore Ideas and Opportunities (ENTR 1-3)
6. AUG 28 Why a Business Plan Is Important (ENTR 1-4)
7. AUG 29 SLO Pre Testing 📄 / Career Topics - **OPEN HOUSE (6-8pm)**
8. AUG 30 Entrepreneurs Satisfy Needs and Wants (ENTR 1-5)
9. AUG 31 Types of Entrepreneurial Businesses (ENTR 1-6)
10. SEP 4 Choose a Form of Business (ENTR 1-7)
11. SEP 5 How Economic Decisions Are Made (ENTR 1-8)
12. SEP 6 What Affects Price? (ENTR 1-9)
13. SEP 7 Introduction to Entrepreneurship Review
14. SEP 10 Unit I Test 📄
15. SEP 11 BPA 2Tuesday ❤️
16. SEP 12 Business Plan Project – The Idea - **FSS TRIP TO UC (tentative date)**
17. SEP 13 BPA Project: Interview Skills

Unit II: Market Analysis, Marketing & Sales

18. SEP 14 Developing the Marketing Plan (ENTR 2-1) - **CEAC**
19. SEP 17 Identify Your Market (ENTR 2-2)
20. SEP 18 Conduct Market Research (ENTR 2-3)
21. SEP 19 Know Your Competition (ENTR 2-4)
22. SEP 20 Marketing Mix – Product (ENTR 2-5)
23. SEP 24 Marketing Mix – Price (ENTR 2-6)
24. SEP 25 Marketing Mix – Place/Distribution (ENTR 2-7)
25. SEP 26 Marketing Mix – Promotion (ENTR 2-8) - **BPA OHIO PIN DESIGN**
26. SEP 27 Selling and Promoting (ENTR 2-9)
27. SEP 28 Market Analysis, Marketing & Sales Review - **BPA STATE OFFICER INTENTS**
28. OCT 1 Unit II Test 📄
29. OCT 2 Business Plan Project – The Market
30. OCT 3 BPA Project: Word & Desktop Publishing – Day 1
31. OCT 4 BPA Project: Word & Desktop Publishing – Day 2

Review

32. OCT 5 Unit I & II Review - **HOME COMING PARADE/GAME**
33. OCT 8 Unit I & II Exam / SLO Post Testing 📄 - **BPA STATE OFFICER SCREENING**
34. OCT 9 BPA 2Tuesday ❤️

Unit III: Starting & Financing Your Business

35. OCT 10 Legal Issues and Business Ownership (ENTR 3-1)
36. OCT 11 Choose a Location and Design the Layout (ENTR 3-2)
37. OCT 12 Purchase Equipment, Supplies, and Inventory (ENTR 3-3)
38. OCT 15 Identify Your Staffing Needs (ENTR 3-4)
39. OCT 16 Business Risks (ENTR 3-5)
40. OCT 17 Insure Against Risks (ENTR 3-6)
41. OCT 18 Financing Your Business (ENTR 3-7)
42. OCT 19 Business Plan Project – Starting Up
43. OCT 22 BPA Project: Fundamental Spreadsheets – Day 1
44. OCT 23 BPA Project: Fundamental Spreadsheets – Day 2



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FINANCING, MANAGING, AND GROWING YOUR BUSINESS**Unit III: Starting and Financing Your Business** *(continued)*

45. OCT 24 Sales Forecasting (ENTR 4-1)
46. OCT 25 Cost of Doing Business (ENTR 4-2) / Economics of One Unit of Sale (ENTR 4-3)
47. OCT 30 Income Statement (ENTR 4-4)
48. OCT 31 Cash Flow Statement (ENTR 4-5) - **FALL LEADERSHIP CONFERENCE**
49. NOV 1 Balance Sheet (ENTR 4-6)
50. NOV 2 Financial Ratios (ENTR 4-7)
51. NOV 5 Starting & Financing Your Business Review
52. NOV 7 Unit III Test 📖
53. NOV 8 BPA Project: Financial Analyst Team – Day 1
54. NOV 9 BPA Project: Financial Analyst Team – Day 2 - **HR BREAKFAST** (bells 1-2)
55. NOV 12 BPA Project: Financial Analyst Team – Day 3
56. NOV 13 BPA 2Tuesday ❤️ - **THANKSGIVING FEAST**
57. NOV 14 Special Event - **SOPHOMORE RECRUITING TOURS**

Unit IV: Managing & Growing Your Business

58. NOV 15 How to Manage a Business (ENTR 5-1)
59. NOV 16 Managing Employees (ENTR 5-2); BPA Project: Human Resource Mgmt.
60. NOV 19 Managing Expenses, Credit, and Cash Flow (ENTR 5-3) - **CHS EXCHANGE TOURS**
61. NOV 20 Managing Production (ENTR 5-4) - **FALL BREAK BEGINS**
62. NOV 26 Managing Distribution (ENTR 5-5)
63. NOV 27 Managing Operations (ENTR 5-6)
64. NOV 28 Managing Purchasing and the Supply Chain (ENTR 5-7)
65. NOV 29 Managing Inventory (ENTR 5-8)
66. NOV 30 Planning for Business Growth (ENTR 6-1) - **POWER LUNCH**
67. DEC 3 Growth Strategies (ENTR 6-2)
68. DEC 4 Challenges of Growth (ENTR 6-3); Global Trends (ENTR 6-4)
69. DEC 5 Franchising and Licensing (ENTR 6-5)
70. DEC 6 Exit Strategies (ENTR 6-6)
71. DEC 7 Managing & Growing Your Business Review - **CEAC**
72. DEC 10 Unit IV Test 📖
73. DEC 11 BPA 2Tuesday ❤️ - **CHRISTMAS PARTY** - **FIN LIT DAY** (seniors only)
74. DEC 12 BPA Project: SBM Team – Day 1
75. DEC 13 BPA Project: SBM Team – Day 2
76. DEC 14 BPA Project: SBM Team – Day 3

Review

77. DEC 17 Strategic Entrepreneurship Review - **BPA COMPETITION CHOICES DUE**
78. DEC 18 End of Course Exam / WebXam ... exams for bells 1, 2, 3
79. DEC 19 End of Course Exam / WebXam ... exams for bells 4, 7 (half day)
80. DEC 20 End of Course Exam / WebXam ... exams for bells 5, 6 (half day) - **WINTER BREAK**

BPA Competition Prep Begins

81. JAN 3 BPA Competition Prep – Day 1
82. JAN 4 BPA Competition Prep – Day 2
83. JAN 7 BPA Competition Prep – Day 3
84. JAN 8 BPA 2Tuesday ❤️
85. JAN 9 BPA Competition Prep – Day 4
86. JAN 10 BPA Competition Prep – Day 5
87. JAN 11 BPA Competition Prep – Day 6

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ACCOUNTING FOR A SERVICE BUSINESS ORGANIZED AS A SOLE PROPRIETORSHIP

Unit I: Recording Business Transactions for a Service Business

88. JAN 14 Role of Accounting in Business (ACCT 1-1)
 89. JAN 15 Business Transactions and the Accounting Equation (ACCT 1-2, 1-3)
 90. JAN 16 Building Financial Statements
 91. JAN 17 Accounts, Account Numbers, Chart of Accounts - OHIO BPA SCHOLARSHIP APP
 92. JAN 22 SLO Pre Testing 📖 / Accounting Concepts
 93. JAN 23 Getting Started with T Accounts (ACCT 2-1)
 94. JAN 24 Accounting with T Accounts (ACCT 2-2, 2-3)
 95. JAN 25 Reviewing Debits & Credits; More T Accounts - MORP
 96. JAN 28 BPA Competition Prep – Day 7
 97. JAN 29 BPA Competition Prep – Day 8 - BPA TESTED EVENTS (bell 4)
 98. JAN 30 BPA Competition Prep – Day 9 - BPA TESTED EVENTS (bell 4)
 99. JAN 31 Introducing the General Journal (ACCT 3-1a) - BPA TESTED EVENTS (bell 4)
 100. FEB 1 Journal Practice Cases (ACCT 3-2, 3-3) - OK BREAKFAST (bell 1) - OHIO BPA INTERN APP
 101. FEB 4 Source Documents (ACCT 3-1b)
 102. FEB 5 Practice Journalizing with Source Documents
 103. FEB 6 Special Event - BPA REGIONAL AWARDS
 104. FEB 7 Transactions on Account
 105. FEB 8 Cash Controls: Checks and Petty Cash (ACCT 5-1, 5-2, 5-3, 5-4)
 106. FEB 11 Practice Using Checks and Petty Cash
 107. FEB 12 BPA 2Tuesday ❤️
 108. FEB 13 Posting from a Journal to a Ledger (ACCT 4-1, 4-2, 4-3)
 109. FEB 14 Posting Practice Case
 110. FEB 15 Journal, Ledger, Trial Balance, Financial Statements - BPA TORCH AWARDS DEADLINE
 111. FEB 19 Journal and Ledger Accounting Teams
 112. FEB 20 Special Event - JUNIOR ACT DAY
 113. FEB 21 Recording Business Transactions Review
 114. FEB 22 Unit I Test 📖 - BLACK HISTORY MONTH ACTIVITIES

Unit II: Completing the Accounting Cycle for a Service Business

115. FEB 25 Matching Concept: Deferrals and Accruals
 116. FEB 26 Making Adjusting Entries
 117. FEB 27 Adjusted Trial Balance
 118. FEB 28 Practice with Adjustments
 119. MAR 1 Using a Worksheet: Adjustments and Financial Statements (ACCT 6-1, 6-2)
 120. MAR 4 Using a Worksheet: Net Income, Totaling, and Ruling (ACCT 6-3, 6-4)
 121. MAR 5 Financial Statement Practice (ACCT 7-1, 7-2)
 122. MAR 6 Closing Process (ACCT 8-1)
 123. MAR 7 Making Closing Entries (ACCT 8-2); Post Closing Trial Balance (ACCT 8-3)
 124. MAR 8 Practice with Closing Entries; Examining the Accounting Cycle
 125. MAR 11 Global Tactics Game
 126. MAR 12 Accounting Cycle Review / BPA 2Tuesday ❤️ - BT WELCOME CELEBRATION
 127. MAR 13 Unit II Test 📖
 128. MAR 14 Accounting Cycle Problem – Day 1 - STATE LEADERSHIP CONFERENCE
 129. MAR 15 Accounting Cycle Problem – Day 2 - STATE LEADERSHIP CONFERENCE

Review

130. MAR 18 Unit I & II Review
 131. MAR 19 Unit I & II Review
 132. MAR 20 Unit I & II Exam / SLO Post Testing 📖



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ACCOUNTING FOR A MERCHANDISING BUSINESS ORGANIZED AS A CORPORATION

Unit III: Recording Business Transactions for a Merchandising Business

133. MAR 21 Nature of Merchandising Businesses
 134. MAR 22 Financial Statements for Merchandising Businesses
 135. MAR 25 Journalizing Purchases and Cash Payments (ACCT 9-1, 9-2)
 136. MAR 26 Journalizing Purchases Returns and Allowances (ACCT 9-3, 9-4)
 137. MAR 27 Journalizing Sales and Cash Receipts (ACCT 10-1, 10-2)
 138. MAR 28 Journalizing Sales Returns and Allowances (ACCT 10-3)
 139. MAR 29 Review Special Journals - **SPRING BREAK BEGINS**
140. APR 8 Posting to an Accounts Payable Ledger (ACCT 11-1)
 141. APR 9 Posting to an Accounts Receivable Ledger (ACCT 11-2) / BPA 2Tuesday ♥
 142. APR 10 Posting Special Journal Totals; Correcting Errors (ACCT 11-3, 11-4, 11-5)
 143. APR 11 Practice with Special Journals & Subsidiary Ledgers
 144. APR 12 Reviewing Special Journals & Subsidiary Ledgers
 145. APR 15 Preparing Payroll Records I (ACCT 12-1, 12-2)
 146. APR 16 Preparing Payroll Records II (ACCT 12-3, 12-4)
 147. APR 17 Payroll Accounting, Taxes, and Reports I (ACCT 13-1, 13-2)
 148. APR 18 Payroll Accounting, Taxes, and Reports II (ACCT 13-3, 13-4)
 149. APR 22 Comprehensive Problem – Day 1
 150. APR 23 Comprehensive Problem – Day 2
151. APR 24 Recording Business Transactions Review
 152. APR 25 Unit III Test 📖

Unit IV: Completing the Accounting Cycle for a Merchandising Business

153. APR 26 Stockholders' Equity for a Corporation; Dividends (ACCT 14-1)
 154. APR 29 Beginning Worksheet for a Merchandising Business (ACCT 14-2) - **NHS INDUCTIONS**
 155. APR 30 Merchandise Inventory (ACCT 14-3) - **NATIONAL LEADERSHIP CONFERENCE**
 156. MAY 1 Accounting for Inventory (ACCT 19-1, 19-2, 19-3) - **NATIONAL LEADERSHIP CONFERENCE**
 157. MAY 2 Allowance for Uncollectible AR (ACCT 14-4) - **NATIONAL LEADERSHIP CONFERENCE**
 158. MAY 3 Accounting for Uncollectible AR (ACCT 17-1, 17-2) - **NATIONAL LEADERSHIP CONFERENCE**
 159. MAY 6 Review Inventory Adjustments and Uncollectible AR
 160. MAY 7 Depreciation Adjustments (ACCT 14-5)
 161. MAY 8 Accounting for Plant Assets & Depreciation (ACCT 18-1, 18-2, 18-3, 18-4, 18-5)
 162. MAY 9 Comprehensive Problem – Day 1
 163. MAY 10 Comprehensive Problem – Day 2 - **LAST DAY FOR SENIORS**
 164. MAY 13 Completing Worksheet for a Merchandising Business; Federal Tax (ACCT 14-6)
 165. MAY 14 Preparing Corporate Financials (ACCT 15-1, 15-2, 15-3, 15-4) / BPA 2Tuesday ♥
166. MAY 15 Completing the Accounting Cycle Review
 167. MAY 16 Unit IV Test 📖 - **UNDERCLASS HONORS NIGHT**
 168. MAY 17 Special Event - **FS COOKOUT**

Review

169. MAY 20 Financial Accounting Review - **NWHS GRADUATION 7PM AT BB&T**
 170. MAY 21 Financial Accounting Review
 171. MAY 22 End of Course Exam / WebXam ... exams for bells 1, 2, 3
 172. MAY 23 End of Course Exam / WebXam ... exams for bells 4, 7 (half day)
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