

2012-2013 Business Program and Upper School Partnership Program

Marketing Major		
Note: Bold classes are required and credits must total 15 for the Partnership major.		
Grade	Course	Prerequisites
9-12	Computer Tools for Business	
9-12	Introduction to Business	
9-12	Keyboarding	
10-12	Accounting I	
10,11	Marketing I	
11,12	Marketing II	Marketing I and Teacher Recommendation
Accounting Major		
Note: Bold classes are required and credits must total 15 for the Partnership major.		
Grade	Course	Prerequisites
9-12	Computer Tools for Business	
9-12	Introduction to Business	
9-12	Keyboarding	
10,11	Marketing I	
10,11	Accounting I	
10-12	Honors Accounting or Money & Banking	Accounting I or Teacher Recommendation
General Business Courses		
Grade	Course	Prerequisites
10-12	Bank Internship	Teacher/Guidance approval; enrollment in or completion of business course

Wachusett Partnership Program

Students who opt for enrollment into the Partnership Program will complete a Wachusett Partnership Program application with their Guidance Counselor. At the time of registration, the guidance counselor will review the required course work and expectations of the major. There are a limited number of positions available in many of the Partnership offerings and selection into the program is guided by the needs of the individual student. Although registration for a Partnership course is available to all students at Wachusett Regional High School, priority is given to those students who are accepted into the Partnership Program through application.

Each major is aligned with course offerings that will give a Partnership student a total of fifteen credits in their selected focus. Students must meet a minimal level of identified competencies at the end of their junior year for them to earn credit and continue in the major. College credits may be earned for some career courses in which students earn an overall grade of "B" or better.

Introduction to Business (Grades 9 – 12, Preference for Grade 9, WPP)

2½ credits (Both semesters)

This is a semester course suggested for those students who are interested in learning more about business and possible careers in business. It is designed to build an understanding of economics and basic business concepts. Specialized units will cover the stock market, maintaining a checkbook, teamwork, managing a business, computer simulations, and money management.

Computer Tools for Business (Grades 9 – 12, WPP)

2½ credits (Both semesters)

This semester course will introduce students to the applications of computer technology in the business world and enable them to gain skills in the use of presentation software, spreadsheets, databases, and Internet research. Using Microsoft Office software, students will design a brochure, analyze financial data, and create PowerPoint demonstrations.

Keyboarding (Grades 9 – 12, WPP)

2½ credits (Both Semesters)

This semester course is recommended for all students regardless of which career they intend to pursue. It is ESPECIALLY IMPORTANT for any student preparing for a career in business. Emphasis is given to the development of correct techniques, accuracy and speed. Attention will be given to personal applications, such as word processing for term papers and personal business letters, manuscripts, composition at the keyboard, and business applications. Evaluation will be based on in-class assignments, timed writings and touch-typing.

Accounting I (CPA, Grades 10 – 12, WPP)

5 credits

This course provides students with an introduction to basic accounting procedures and principles. This course is recommended for students who wish to enter the business world after high school graduation, as well as those who plan to major in Business Administration in college. Students who are interested in accounting should also select Computer Tools for Business.

Honors Accounting (H, Grades 10-12, WPP)

5 credits (Prerequisite: Accounting I or Teacher Recommendation)

Honors accounting is recommended for very strong students as their first course in accounting but may also be taken after successful completion of Accounting I. This course will cover the entire accounting cycle at an accelerated pace. Students will be given the opportunity to develop an understanding of how a business records, analyzes and interprets financial information. Concepts, standards, and principles followed by all professional accountants, in both public and private practice will be explored. This course includes topics such as the accounting cycle, cash transactions, inventory control, depreciable assets and uncollectible accounts. This course is strongly recommended for students who would like to pursue business at the collegiate level. Quickbooks software will be used in this course.

Marketing 1 (CP, Grades 10 – 12, WPP)

5 credits

This one-year course teaches students marketing foundations and functions, such as selling, promoting, advertising, branding, and product planning. Students are encouraged to participate in the Wachusett chapter of DECA (An Association of Marketing Students) and compete in the various statewide competitions. In addition, students will participate in the actual marketing of WRHS products to the school community.

Marketing 2 (CPA, Grades 11- 12, WPP)

5 credits (Prerequisite: Marketing I)

This one-year course will focus on specific areas of marketing including pricing, marketing research, and sales. Students will develop a portfolio and will have an opportunity to explore potential careers as part of this portfolio. Students will participate in Team Decision-Making activities in conjunction with DECA. Simulations, long-term projects, and personal work experiences are studied in greater depth. Students will organize DECA activities for the school, lead sales campaigns for WRHS products, and conduct actual market research in the school community.

Economics (CPA, Grades 11-12)

5 credits

This is a comprehensive introduction to economics; similar in content to a college level course with the first semester devoted to macroeconomics and the second to international economics and microeconomics. Some practical topics such as the stock market, taxes, accounting, and financial analysis are also included. Students apply basic economic theory and the ideas of Classical and Keynesian writers to the contemporary issues of inflation, recession, unemployment, international trade; the role of fiscal and monetary policy; economic growth; third world development and the environment.

Advanced Placement Economics (AP, Grade 12)

5 credits (Admission by application only)

This is a comprehensive introduction to economics; similar in content to a college level course with the first semester devoted to macroeconomics and the second to international economics and microeconomics. Some practical topics such as the stock market, taxes, accounting, and financial analysis are also included. Students apply basic economic theory and the ideas of Classical and Keynesian writers to the contemporary issues of inflation, recession, unemployment, international trade; the role of fiscal and monetary policy; economic growth; third world development and the environment. A student in this course may take the Advanced Placement examination in Microeconomics and/or Macroeconomics. A student who successfully passes either or both of these examinations may be given credit or be released from a required course. Top students may be selected to participate in the "Fed Challenge" competition.

Money and Banking (CPA, Grades 10 – 12)

5 credits

This full year course is designed to teach the basic principals of bank operations, banking skills and banking procedures. Students will also study the world of personal finance management including budgets, credit investments, insurance, taxation, retirement, life insurance and consumer rights. Students will participate in the Financial Services Forum where bank executives from Leominster Credit Union will conduct seminars on timely topics in the classroom. Students are encouraged to also enroll in the Bank Internship.

Bank Internship (Independent Study, Grades 10 – 12)

Credits will vary depending on the number of periods/days per week the student works at the bank. (Priority is given to students who are enrolled in or have completed the Money & Banking course, although all students may participate in the program with the approval of the Partnership Department Head.) This is a hands-on internship that provides students with the opportunity to work in the Mountaineer Credit Union, a branch of Leominster Credit Union. Students are assigned to the bank as a part of their regular program of study. The students are trained in all aspects of a teller's position.