

OHHS Career and Technology Education

RETAIL MANAGEMENT SYLLABUS



Course Name: Retail Management

Prerequisite: Previous enrollment and completion of a marketing/business course with a C or better.

Length: Three Trimesters, 1.5 credits.

COURSE DESCRIPTION:

Students will cover national marketing competencies while actively participating in the operations of the student store. Students will apply principles of marketing and management while developing a project in the fields of E-commerce, Financial Service, Hospitality Services, Sports and Entertainment, Travel and Tourism, Retail, Advertising, Fashion Merchandising, and/or Technical Marketing. Students will be a member of DECA (An Association of Marketing Students) and will take part in leadership conferences and competition.

COURSE RESOURCES:

- Virtual Business Online Software
- Marketing Essentials, Glencoe, 2015

COURSE FEES: None (Student does need to possess a Food Handler's Permit)

INSTRUCTIONAL UNITS: (May be altered to align with student need/preferences)

- Store Operations Introduction
- Projects/Marketing Tests – DECA
- Management Training

MAJOR ASSESSMENTS:

- Performance Evaluation – Store Evaluation
- Projects/Marketing Tests
- Professional Behavior (teacher assigned)
- Management Quizzes

RETAIL MANAGEMENT SYLLABUS—2

WEIGHTED CATEGORIES:

- 35% Marketing Tests
- 35% Store Evaluations (Student manager evaluations)
- 15% Professionalism/Attendance
- 15% Leadership

GRADING SCALE: Points will be given and a grade based on your percentage of points on units and daily work and tests.

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|----------|----|----------|----|----------|----|-----------------|---|
| 93% + | A | 83-86.9% | B | 73-76.9% | C | 60-66.9% | D |
| 90-92.9% | A- | 80-82.9% | B- | 70-72.9% | C- | 59.9% and Below | F |
| 87-89.9% | B+ | 77-79.9% | C+ | 67-69.9% | D+ | | |

LATE WORK POLICY:

- ▶▶ All daily work is due on the assigned day. Work can be receive No Grade in the gradebook so it does not count against your grade if it is an excused absence. Otherwise no credit will be given.
- ▶▶ Projects not turned in on time will be accepted for partial credit (75% of grade earned) up to 2 days after the original due date.

TUTORING AND EXTRA HELP

- ▶ Students needing extra help can come in before or after school or during either lunch.

RE-DO POLICY:

OHHS is an effort based school where we believe all students can learn. We also know that students learn at different rates. Thus, we are implementing a re-do policy that recognizes the needs of individual learners.

- ▶▶ 100% Re-do
 - ▶▶ Assessments (with exception of the Final semester exam)
 - ▶▶ Key Assignments: Evidence that demonstrates mastery of a standard
- ▶▶ Teachers may:
 - ▶▶ require completion of supporting assignments prior to re-do opportunities for students to show they can meet the standard.
 - *All assignments must be completed and corrected by the student prior to retaking an exam.*
 - ▶▶ require students to complete re-do of work outside of class time.
 - *All re-do work/test retakes will be done during Tutoring/Extra Help times listed below.*
 - ▶▶ limit the number of re-do opportunities for each assignment.
 - *Students will have 1 re-do/retake opportunity for each test/project.*
 - ▶▶ assign zero grades when students choose not to do key assignments and/or assessments to standard.
 - ▶▶ have different requirements for late work.
 - *See Late Work Policy below.*
- ▶▶ All opportunities for re-do work will come with a deadline as assigned by the teacher.
 - *Students will have 1 week from when the original Project/Test due date to complete re-do work or to retake a test.*

PLAGIARISM POLICY (WAYS TO EARN A 0 ON ANY ASSIGNMENT):

OHHS PLAGIARISM POLICY:

RETAIL MANAGEMENT SYLLABUS—3

- ▶▶ Any student, who knowingly turns in any work that has been done by someone other than himself or herself, and fraudulently represents it as his/her own, shall be considered to have cheated. Cheating also includes: aiding someone else in cheating, the use or preparation of written, pictorial, or other materials not authorized by the instructor during a test or assignment, the use of testing materials obtained previous to the test date, or plagiarism of any kind. Students found cheating will also be subject to an office referral, which could result in a suspension. As an effort based school, students who have plagiarized/cheated must still demonstrate their learning. Thus, students will be given the opportunity to complete the work. This will fall under the “Late Work Policy” of the teacher where total possible points may be reduced.

Instructor:

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