

# Standards Correlations

## Opportunities in Global Trade (8135)

Task	SOL Correlations	National MBA Research Standards
<b>Demonstrating Personal Qualities and Abilities</b>		
Demonstrate creativity and innovation.	<p>English: 6.1, 6.3, 6.4, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1</p> <p>Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.7, 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 8.2, 8.4, 8.6, 8.7, 8.11, 8.12, 8.17, 8.18, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, AII.9, COM.1, COM.3, COM.4, COM.5, COM.8, DM.7, DM.1*, DM.10, DM.2*, DM.3*, PS.3*, PS.4*, PS.7*, PS.9*, PS.10*</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1</p>	
Demonstrate critical thinking and problem solving.	<p>English: 6.1, 6.3, 6.4, 6.5, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.5, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.5, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1,</p>	

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	WG.1, WG.4, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.10, 6.11, 7.2, 7.3, 7.8, 7.12, 7.13, 8.2, 8.4, 8.8, 8.9, 8.10, 8.11, A.8, A.9, G.1, G.13, G.14, AFDA.3, AFDA.5, AFDA.8, AII.9, AII.10, AII.11, COM.1, COM.3, COM.4, COM.5, COM.8, DM.4, DM.7, DM.1*, DM.2*, DM.3*, DM.9*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1	
Demonstrate initiative and self-direction.	English: 6.1, 6.4, 6.6, 6.7, 6.9, 7.1, 7.4, 7.6, 7.7, 7.9, 8.1, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate integrity.	English: 6.1, 7.1, 8.1, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate work ethic.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1	
<b>Demonstrating Interpersonal Skills</b>		
Demonstrate conflict-resolution skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.4, 8.6, 8.7, 8.9, 9.1, 10.1, 11.1, 12.1	

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	History and Social Science: CE.1, CE.4, GOVT.1, USI.1, VUS.1	
Demonstrate listening and speaking skills.	English: 6.1, 6.2, 6.4, 6.6, 7.1, 7.2, 7.4, 7.6, 8.1, 8.2, 8.4, 8.6, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate respect for diversity.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, USII.9, VUS.1, VUS.13, WG.1, WHI.1, WHII.1	
Demonstrate customer service skills.	English: 6.1, 6.4, 6.7, 7.1, 7.4, 7.7, 8.1, 8.4, 8.7, 9.1, 9.5, 9.6, 10.1, 10.5, 10.6, 11.1, 11.5, 11.6, 12.1, 12.5, 12.6 History and Social Science: CE.1, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Collaborate with team members	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
<b>Demonstrating Professional Competencies</b>		
Demonstrate big-picture thinking.	English: 6.1, 6.4, 7.1, 7.4, 8.1, 8.4, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.4, CE.12, GOVT.1, GOVT.15, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate career- and life-	English: 6.1, 6.7, 7.1, 7.7, 8.1, 8.7, 9.1, 9.6,	

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management skills.	10.1, 10.6, 11.1, 11.6, 12.1, 12.6 History and Social Science: CE.1, CE.4, CE.12, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 8.4	
Demonstrate continuous learning and adaptability.	English: 6.1, 6.4, 6.7, 6.9, 7.1, 7.4, 7.7, 7.9, 8.1, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.3, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: BIO.1, CH.1, LS.1, PH.1, PH.4, PS.1	
Manage time and resources.	English: 6.1, 6.2, 6.4, 6.7, 6.9, 7.1, 7.2, 7.4, 7.7, 7.9, 8.1, 8.2, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 7.10, 7.11, 7.12, 7.13, 8.4, 8.11, 8.12, 8.13, 8.14, 8.17, 8.18, A.4, A.5, A.8, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, COM.1, COM.3, COM.5, COM.8	
Demonstrate information-literacy skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.9, 9.2, 9.5, 9.6, 9.8, 10.2, 10.5, 10.6,	

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	10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.8, 7.9, 8.11, 8.12, A.8, A.9, AFDA.3, AFDA.4, AFDA.6, AFDA.7, AFDA.8, DM.8, PS.1*, PS.2*, PS.3*, PS.4*, PS.7*, PS.8*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1	
Demonstrate an understanding of information security.	English: 6.1, 6.2, 6.3, 6.4, 6.6, 6.7, 6.8, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.8, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.8, 8.9, 9.1, 9.2, 9.5, 9.6, 9.8, 10.1, 10.2, 10.5, 10.6, 10.8, 11.1, 11.2, 11.5, 11.6, 11.8, 12.1, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: COM.10	
Maintain working knowledge of current information-technology (IT) systems.	English: 6.1, 6.3, 6.4, 6.6, 6.9, 7.1, 7.3, 7.4, 7.6, 7.9, 8.1, 8.3, 8.4, 8.6, 8.9 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 7.8, COM.1, COM.2, COM.7, COM.9, COM.10, COM.11, COM.16, COM.18, PS.17 Science: BIO.1, CH.1, ES.1, PH.1	
Demonstrate proficiency with	History and Social Science: CE.1, CE.4,	

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technologies, tools, and machines common to a specific occupation.	CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.9, 8.4, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AII.4, AII.7, AII.9, COM.1, COM.7, COM.10, COM.11, COM.12, COM.16 Science: CH.1, ES.1, LS.1, PH.1, PS.1	
Apply mathematical skills to job-specific tasks.	English: 6.4, 6.6, 6.7, 7.4, 7.6, 7.7, 8.4, 8.6, 8.7, 9.5, 9.6, 10.5, 10.6, 11.5, 11.6, 12.5, 12.6 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.5, 6.6, 6.12, 6.13, 6.14, 7.1, 7.2, 7.3, 7.4, 7.5, 7.6, 7.8, 7.9, 7.11, 7.12, 7.13, 8.4, 8.5, 8.6, 8.8, 8.9, 8.10, 8.11, 8.12, 8.13, 8.14, 8.15, 8.16, 8.17, 8.18, A.1, A.3, A.4, A.5, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AFDA.8, AII.3, AII.7, AII.9, AII.10, COM.1, COM.7 Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1	
Demonstrate professionalism.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate reading and writing skills.	English: 6.1, 6.6, 6.7, 7.1, 7.6, 7.7, 8.1, 8.6, 8.7, 9.1, 9.5, 9.6, 9.7, 10.1, 10.5, 10.6, 10.7, 11.1, 11.5, 11.6, 11.7, 12.1, 12.5, 12.6, 12.7 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1,	

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	WHI.1, WHII.1 Science: 6.1, PH.1, PS.1	
Demonstrate workplace safety.	English: 6.4, 7.4, 8.4, 9.5, 10.5, 11.5, 12.5 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1	
<b>Examining All Aspects of an Industry</b>		
Examine aspects of planning within an industry/organization.	History and Social Science: GOVT.16	
Examine aspects of management within an industry/organization.		
Examine aspects of financial responsibility within an industry/organization.		
Examine technical and production skills required of workers within an industry/organization.		
Examine principles of technology that underlie an industry/organization.		
Examine labor issues related to an industry/organization.	History and Social Science: GOVT.16	
Examine community issues related to an	History and Social Science: GOVT.16	

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industry/organization.		
Examine health, safety, and environmental issues related to an industry/organization.	History and Social Science: GOVT.16	
<b>Addressing Elements of Student Life</b>		
Identify the purposes and goals of the student organization.		
Explain the benefits and responsibilities of membership in the student organization as a student and in professional/civic organizations as an adult.		
Demonstrate leadership skills through participation in student organization activities, such as meetings, programs, and projects.		
Identify Internet safety issues and procedures for complying with acceptable use standards.		
<b>Exploring Work-Based Learning</b>		
Identify the types of work-based learning (WBL) opportunities.		
Reflect on lessons learned during the WBL experience.		
Explore career opportunities related to the WBL experience.		

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Participate in a WBL experience, when appropriate.		
<b>Understanding the Nature of Global Marketing and Commerce</b>		
Explain the terms <i>global marketing</i> and <i>commerce</i> .	English: 11.5, 12.5  History and Social Science: GOVT.14, GOVT.15, WG.7, WG.8, WG.9	
Explain the concept of globalization.	English: 11.3, 11.5, 12.3, 12.5	Business Administration-  Understand global trade's impact to aid business decision-making.
Explain the role and importance of marketing in global commerce.	English: 11.5, 12.5  History and Social Science: GOVT.14, GOVT.15, GOVT.16, WG.7, WG.8, WG.9	Business Administration-  Understand marketing's role and function in business to facilitate economic exchanges with customers.
Explain the global mindset and its role in preparing one for trading across cultures.	English: 11.5, 12.5	Business Administration-  Acquire foundational knowledge of customer/client/business behavior to understand what motivates decision-making.  Understand global trade's impact to aid business decision-making.  Understand the nature of business to show its contributions to society.
Identify the major global markets, including mature and emerging		Business Administration-

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markets.		<p>Understand economic indicators to recognize economic trends and conditions.</p> <p>Understand global trade's impact to aid business decision-making.</p> <p>Understand the nature of business to show its contributions to society.</p>
<b>Examining Virginia's Role in Global Commerce</b>		
Describe the importance of international trade to Virginia's economy.	English: 11.5, 12.5	<p>Business Administration-</p> <p>Understand global trade's impact to aid business decision-making.</p> <p>Understand the nature of business to show its contributions to society.</p>
Describe the services and programs provided by Virginia and federal agencies and organizations that facilitate world trade.	<p>English: 11.5, 11.8, 12.5, 12.8</p> <p>History and Social Science: GOVT.14, GOVT.15, WG.7, WG.8, WG.9</p>	<p>Business Administration-</p> <p>Understand global trade's impact to aid business decision-making.</p> <p>Marketing-</p> <p>Acquire foundational knowledge of channel management to understand its role in marketing.</p>
Explain the value of Virginia's infrastructure to global trade.	<p>English: 11.5, 12.5</p> <p>History and Social Science: GOVT.14,</p>	<p>Business Administration-</p> <p>Acquire a foundational knowledge of finance to</p>

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	GOVT.15, GOVT.16, WG.7, WG.8, WG.9	understand its nature and scope.
Examine foreign direct investment's role in Virginia's economy (pros and cons).	English: 11.5, 12.5	Business Administration-  Utilize planning tools to guide organization's/department's activities.  Marketing-  Employ marketing-information to plan marketing activities.  Utilize planning tools to guide marketing's activities.
<b>Understanding Marketing Concepts and Strategies</b>		
Identify the key components of an international marketing plan.		Business Administration-  Understand marketing's role and function in business to facilitate economic exchanges with customers.
Describe the marketing mix and functions in relation to the global market.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.14, GOVT.15, WG.8	Business Administration-  Acquire information to guide business decision-making.  Marketing-  Acquire foundational knowledge of marketing-information management to understand its

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		nature and scope.
Describe market analysis in the global environment.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.14, GOVT.15, WG.8	
Explain the components of the international trading environment.	English: 11.5, 12.5	
Describe the process for identifying global markets through market segmentation and product differentiation.	English: 11.5, 12.5  History and Social Science: GOVT.14, GOVT.15, WG.8	Marketing-  Select target market appropriate for product/business to obtain the best return on marketing investment (ROMI).
List factors that affect international business competition.		Business Administration-  Understand economic systems to be able to recognize the environments in which businesses function.
Identify trends that influence global opportunities.		Marketing-  Employ marketing-information to plan marketing activities.  Monitor business data to stay abreast of trends and changes that could impact business decision-making.
<b>Exploring the Realities and Fluctuations of the Global Economy</b>		

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Describe the fundamental challenge of scarcity vs. abundance in the global economy.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.14, GOVT.15, GOVT.16, WG.7, WG.8, WG.9	Business Administration-  Understand fundamental economic concepts to obtain a foundation for employment in business.
Explain supply and demand as related to the global marketplace.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.14, GOVT.15, GOVT.16, WG.7, WG.8, WG.9	Business Administration-  Understand fundamental economic concepts to obtain a foundation for employment in business.
Explain how the factors of production affect a nation's ability to trade.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.14, GOVT.15, GOVT.16, WG.7, WG.8, WG.9	Business Administration-  Understand fundamental economic concepts to obtain a foundation for employment in business.
Analyze the outside influences that may have an impact on a country's global opportunities and threats.	English: 11.3, 11.5, 12.3, 12.5	Business Administration-  Understand global trade's impact to aid business decision-making.
Define <i>economics</i> .		Business Administration-  Understand fundamental economic concepts to obtain a foundation for employment in business.
Explain the importance of the economic decision-making process.	English: 11.5, 12.5	Business Administration-  Acquire knowledge of the impact of government on business activities to make

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		informed economic decisions.
Describe the major economic systems.	English: 11.5, 12.5  History and Social Science: GOVT.14, GOVT.15, GOVT.16, WG.7, WG.8, WG.9	Business Administration-  Understand economic systems to be able to recognize the environments in which businesses function.
Examine the concept of privatization.	History and Social Science: GOVT.12, GOVT.13, GOVT.14, GOVT.15, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	Business Administration-  Understand fundamental economic concepts to obtain a foundation for employment in business.
Explain the economic concepts of balance of trade, absolute advantage, and comparative advantage.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.12, GOVT.13, GOVT.14, GOVT.15, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	Business Administration-  Understand fundamental economic concepts to obtain a foundation for employment in business.
Examine economic factors that describe the economic well-being of a country.	History and Social Science: GOVT.12, GOVT.13, GOVT.14, GOVT.15, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	Business Administration-  Understand economic indicators to recognize economic trends and conditions.
Describe the characteristics of each phase of the business cycle.	English: 11.5, 12.5  History and Social Science: GOVT.9, GOVT.14, GOVT.15, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	Business Administration-  Understand economic indicators to recognize economic trends and conditions.  Understand fundamental economic concepts to obtain a foundation for employment in business.

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<b>Examining World Trade Issues</b>		
Identify major challenges to the United States as an importing and exporting nation.	History and Social Science: GOVT.12, GOVT.15, WG.9	Business Administration-  Understand global trade's impact to aid business decision-making.
Explain the concept of trade barriers and sanctions.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.12, GOVT.13, GOVT.14, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	
Describe the implications of conducting business in countries with different legal systems.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: GOVT.12, GOVT.15, WG.1, WG.8, WG.9	Business Administration-  Acquire foundational knowledge of business laws and regulations to understand their nature and scope.  Understand global trade's impact to aid business decision-making.
Examine the major current issues in world trade.	History and Social Science: GOVT.12, GOVT.13, GOVT.14, GOVT.15, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	Business Administration-  Understand economic indicators to recognize economic trends and conditions.
Describe current and emerging economic, political, and environmental issues and trends in Europe, the Pacific Rim, North America, Latin America, and Africa and their implications for world	English: 11.5, 11.8, 12.8  History and Social Science: GOVT.12, GOVT.13, GOVT.14, WG.3, WG.4, WG.5, WG.6, WG.7, WG.8, WG.9, WG.10	Business Administration-  Understand economic indicators to recognize economic trends and conditions.  Understand global trade's impact to aid

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trade and investments.		business decision-making.
Explain free trade agreements.	English: 11.5, 12.5	
<b>Analyzing the Influence of Culture on Business Activities</b>		
Identify the challenges of communicating in a world language.		Business Administration-  Apply active listening skills to demonstrate understanding of what is being said.  Apply verbal skills to obtain and convey information.
Describe how culture affects consumer needs and wants.	English: 11.5, 12.5  History and Social Science: GOVT.12, GOVT.13, GOVT.14, GOVT.15	
Explain how differences in culture influence international business dealings.	English: 11.5, 12.5  History and Social Science: GOVT.12, GOVT.13, GOVT.14, GOVT.15	Business Administration-  Understand global trade's impact to aid business decision-making.
<b>Understanding Promotion in the International Marketing Plan</b>		
Describe the elements of the promotional mix and how they are used to persuade international customers.	English: 11.5, 12.5	Marketing-  Acquire a foundational knowledge of promotion to understand its nature and scope.
Describe why promotion must be sensitive to local customs and laws.	English: 11.5, 12.5  History and Social Science: WG.4	Marketing-  Acquire a foundational knowledge of promotion to understand its nature and scope.

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Describe the role of relationship-building in effective selling.	English: 11.3, 11.5, 12.3, 12.5	Business Administration-  Acquire foundational knowledge of customer/client/business behavior to understand what motivates decision-making.  Marketing-  Acquire a foundational knowledge of selling to understand its nature and scope.
<b>Understanding Distribution in the International Marketing Plan</b>		
Describe strategies for reaching consumers in the global marketplace.	English: 11.5, 12.5  History and Social Science: WG.1	Marketing-  Acquire foundational knowledge of channel management to understand its role in marketing.
Examine strategies for product/service distribution.	History and Social Science: WG.7	Marketing-  Manage channel activities to minimize costs and to determine distribution strategies.
Explain the functions performed by key international intermediaries.	English: 11.3, 11.5, 12.3, 12.5	Marketing-  Acquire foundational knowledge of channel management to understand its role in marketing.
Describe the impact of electronic commerce on global trade.	English: 11.3, 11.5, 12.3, 12.5  History and Social Science: WG.9	Business Administration-  Acquire a foundational knowledge of

Task	SOL Correlations	National MBA Research Standards
		information management to understand its nature and scope.
<b>Understanding Price and Payments in the International Marketing Plan</b>		
Explain the terms of sale and how the cost of logistics affects selling price.	English: 11.3, 11.5, 12.3, 12.5  Mathematics: A.1, A.3, A.4	Marketing-  Develop a foundational knowledge of pricing to understand its role in marketing.
Explain Incoterms and their effect on pricing.	English: 11.3, 11.5, 12.3, 12.5	Business Administration-  Understand the fundamental principles of money needed to make financial exchanges.
Explain international banking and finance.	English: 11.5, 12.5	Business Administration-  Understand the fundamental principles of money needed to make financial exchanges.
Explain methods of payment for international transactions.	English: 11.5, 12.5	Business Administration-  Understand the fundamental principles of money needed to make financial exchanges.
Describe the shipping requirements for international distribution.	English: 11.3, 11.5, 12.3, 12.5	Marketing-  Acquire foundational knowledge of channel management to understand its role in marketing.
Identify the uses of money, currencies, and foreign exchange activities.		Business Administration-  Understand the fundamental principles of

Task	SOL Correlations	National MBA Research Standards
		money needed to make financial exchanges.
Explain the concept and importance of exchange rates.	English: 11.3, 11.5, 12.3, 12.5	Business Administration-  Understand the fundamental principles of money needed to make financial exchanges.
Calculate exchange rate conversions.		Business Administration  Understand the fundamental principles of money needed to make financial exchanges.
<b>Exploring Careers in Global Marketing</b>		
Research postsecondary educational opportunities related to global marketing.	English: 11.8, 12.8	Business Administration-  Participate in career planning to enhance job-success potential.
Research skillsets and knowledge international companies look for in prospective employees.	English: 11.8, 12.8	Business Administration-  Acquire self-development skills to enhance relationships and improve efficiency in the work environment.  Participate in career planning to enhance job-success potential.
Identify potential entry-level and advanced-level occupations related to the global marketplace.		Business Administration-  Implement job-seeking skills to obtain employment.  Participate in career planning to enhance job-

Task	SOL Correlations	National MBA Research Standards
		<p>success potential.</p> <p>Marketing-</p> <p>Acquire information about the marketing research industry to aid in making career choices.</p>
Identify employment barriers for nontraditional groups and ways to overcome the barriers.	History and Social Science: WG.1, WG.11	
Explain the importance of professional development throughout one's career.	English: 11.5, 12.5	<p>Business Administration-</p> <p>Acquire self-development skills to enhance relationships and improve efficiency in the work environment.</p> <p>Develop personal traits to foster career advancement.</p> <p>Marketing-</p> <p>Utilize career-advancement activities to enhance professional development in marketing research.</p>
Evaluate self-employment as a career option.		<p>Business Administration-</p> <p>Employ entrepreneurial discovery strategies to generate feasible ideas for business ventures.</p>

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Develop a résumé.	English: 11.6, 11.7, 12.6, 12.7	Business Administration-  Implement job-seeking skills to obtain employment.  Participate in career planning to enhance job-success potential.
Identify steps to prepare for a job interview and follow-up.		Business Administration-  Implement job-seeking skills to obtain employment.  Participate in career planning to enhance job-success potential.