

National Business Education Standards

Correlation to

Virtual Business – Sports (VBS)

NBEA Standard	Virtual Business - Sports
Accounting	✓✓✓
Business Law	N/A
Career Development	✓✓
Communication	✓✓
Computation	✓✓✓
Economics & Personal Finance	✓
Entrepreneurship	✓✓✓
Information Technology	✓
International Business	N/A
Management	✓✓
Marketing	✓✓✓

Legend: ✓ Some Correlation to the Skill ✓✓ High Correlation to the Skill ✓✓✓ Very High Correlation to the Skill

The information for this correlation was found on the following website during 03/2008:

<http://www.nbea.org/curfbes.html>

Accounting

Standard	Virtual Business
Complete and explain the purpose of the various steps in the accounting cycle.	All VBS lessons allow students to view and export the financial statement of the current business, New Franchise Project, Multiplayer Competitions
Apply generally accepted accounting principles to determine the value of assets, liabilities, and owner's equity.	All VBS lessons allow students to view the financial statement of the current business as well as export it for analysis and additional calculations, New Franchise Project, Multiplayer Competitions
Prepare, interpret, and analyze financial statements using manual and computerized systems for service, merchandising, and manufacturing businesses.	All VBS lessons allow students to view the financial statement of the current business as well as export it to Excel for analysis and additional calculations, New Franchise Project, Multiplayer Competitions
Apply appropriate accounting principles to payroll, income taxation, managerial systems, and various forms of ownership.	
Use planning and control principles to evaluate the performance of an organization and apply differential analysis and present-value concepts to make decisions.	All VBS lessons allow students to view the financial statement of the current business as well as export it to Excel for analysis and additional calculations, New Franchise Project, Multiplayer Competitions

Business Law

Standard	Virtual Business
Analyze the relationship between ethics and the law and describe sources of the law, the structure of the court system, different classifications of procedural law, and different classifications of substantive law.	
Analyze the relationships between contract law, law of sales, and consumer law.	
Analyze the role and importance of agency law and employment law as they relate to the conduct of business in the national and international marketplaces.	
Describe the major types of business organizations operating within the socioeconomic arena of the national and international marketplace.	
Explain the legal rules that apply to personal property and real property	
Analyze the functions of commercial paper, insurance, secured transactions, and bankruptcy.	
Explain how advances in computer technology impact such areas as property law, contract law, criminal law, and international law.	
Explain the legal rules that apply to the	

environment and energy regulation	
Explain the legal rules that apply to marriage, divorce, and child custody.	
Determine the appropriateness of wills and trusts in estate planning.	

Career Development

Standard	Virtual Business
Assess personal skills, abilities, and aptitudes and personal strengths and weaknesses as they relate to career exploration and development.	All VBS lessons allow students to explore the different aspects involved in operating a business and to assess their performance within these different areas, New Franchise Project, Multiplayer Competitions
Utilize career resources to develop a career information database that includes international career opportunities.	
Relate the importance of workplace expectations to career development.	
Apply knowledge gained from individual assessment to a comprehensive set of goals and an individual career plan.	All VBS lessons allow students to explore the different aspects involved in operating a business and to assess their performance within these different areas, New Franchise Project, Multiplayer Competitions
Develop strategies to make an effective transition from school to career.	All VBS lessons allow students to practice business and marketing skills which may assist in making an effective transition from school to career, New Franchise Project, Multiplayer Competitions
Relate the importance of lifelong learning to career success.	

Communication

Standard	Virtual Business
Communicate in a clear, courteous, concise, and correct manner on personal and professional levels.	All VBS lessons may be completed within a team or individual environment – team environments help students work on appropriate communication skills, New Franchise Project, Multiplayer Competitions
Apply basic social communication skills in personal and professional situations.	All VBS lessons may be completed within a team or individual environment – team environments help students work on appropriate communication skills, New Franchise Project, Multiplayer Competitions
Use technology to enhance the effectiveness of communication.	All VBS lessons allow students to view the current business' financial information – this information may be used to generate written and visual reports using Word, Excel, and PowerPoint, New Franchise Project, Multiplayer Competitions

Integrate all forms of communication in the successful pursuit of employment.	
Incorporate appropriate leadership and supervision techniques, customer service strategies, and personal ethics standards to communicate effectively with various business constituencies.	

Computation

Standard	Virtual Business
Apply basic mathematical operations to solve problems.	Ticket Pricing, Sponsorships, Licensing, Media Planning, Promotions, Stadium Personnel, Stadium Parking, Player Management, Financials, Turnaround, New Franchise Project, Multiplayer Competitions
Solve problems involving whole numbers, decimals, fractions, percents, ratios, averages, and proportions.	All VBS lessons consist of various numerical reports which may be used for additional calculations, New Franchise Project, Multiplayer Competitions
Use algebraic operations to solve problems.	All VBS lessons consist of various numerical reports which may be used for additional calculations, New Franchise Project, Multiplayer Competitions
Use common international standards of measurement when solving problems.	
Analyze and interpret data using common statistical procedures.	All VBS lessons allow students to examine and interpret the current business' data which may be exported to Excel for additional analysis and calculations, New Franchise Project, Multiplayer Competitions
Use mathematical procedures to analyze and solve business problems.	All VBS lessons consist of various numerical reports which may be used for additional calculations and analysis, New Franchise Project, Multiplayer Competitions

Economics & Personal Finance

Standard	Virtual Business
Assess opportunity costs and trade-offs involved in making choices about how to use scarce economic resources.	Franchise Location, Stadium Parking, Sponsorships, Player Management, Turnaround, New Franchise Project, Multiplayer Competitions
Explain why societies develop economic systems, identify the basic features of different economic systems, and analyze the major features of the U.S. economic system.	
Analyze the role of core economic institutions and incentives in the U.S. economy.	
Analyze the role of markets and prices in the U.S. economy	Ticket Pricing, Turnaround, New Franchise Project, Multiplayer Competitions
Analyze the different types of market structures and the effect they have on the price and the	

quality of the goods and services produced.	
Explain the importance of productivity and analyze how specialization, division of labor, investment in physical and human capital, and technological change affect productivity.	Stadium Personnel, Stadium Parking, New Franchise Project, Multiplayer Competitions
Analyze the role of government in economic systems, especially the role of government in the U.S. economy.	
Examine the role trade, protectionism, and monetary markets in the global economy.	
Analyze how the U.S. economy functions as a whole and describe selected macroeconomic measures of economic activity.	
Use a rational decision-making process as it applies to the roles of citizens, workers, and consumers.	Franchise Location, Stadium Parking, Stadium Personnel, Sponsorships, Player Management, Turnaround, New Franchise Project, Multiplayer Competitions
Identify various forms of income and analyze factors that affect income as a part of the career decision-making process.	
Develop and evaluate a spending/savings plan.	All VBS lessons require students to monitor the cost of their business decisions through the constant evaluation of the current business' financial statement, New Franchise Project, Multiplayer Competitions
Evaluate savings and investment options to meet short- and long-term goals.	
Apply a decision-making model to maximize consumer satisfaction when buying goods and services.	Franchise Location, Stadium Personnel, Stadium Parking, Ticket Pricing, Player Management, Promotions, Turnaround, New Franchise Project, Multiplayer Competitions
Evaluate services provided by financial deposit institutions to transfer funds.	
Analyze factors that affect the choice of credit, the cost of credit, and the legal aspects of using credit.	
Analyze choices available to consumers for protection against risk and financial loss.	

Entrepreneurship

Standard	Virtual Business
Recognize that entrepreneurs possess unique characteristics and evaluate the degree to which one possesses those characteristics.	All VBS lessons allow students to experience what it is like to own their own business and to make decisions regarding that business, New Franchise Project, Multiplayer Competitions
Analyze customer groups and develop a plan to identify, reach, and keep customers in a specific target market.	Franchise Location, Media Planning, Promotions, New Franchise Project, Multiplayer Competitions
Apply economic concepts when making	Franchise Location, Ticket Pricing, Stadium

decisions for an entrepreneurial venture.	Personnel, Stadium Parking, Sponsorships, Turnaround, New Franchise Project, Multiplayer Competitions
Use the financial competencies needed by an entrepreneur.	All VBS lessons allow students to make decisions regarding the current business situation and then evaluate financial statement information to determine the impact of those decisions on the business, New Franchise Project, Multiplayer Competitions
Recognize that entrepreneurs must establish, maintain, and analyze appropriate records to make business decisions.	All VBS lessons require students to make decisions regarding the current business situation and then to evaluate financial and product information to determine the impact of those decisions on the business, New Franchise Project, Multiplayer Competitions
Develop a management plan for an entrepreneurial venture.	New Franchise Project
Analyze the effect of cultural difference, export/import opportunities, and trends on an entrepreneurial venture in the global marketplace.	
Analyze how forms of business ownership, government regulations, and business ethics affect entrepreneurial ventures.	
Develop a business plan.	New Franchise Project

Information Technology

Standard	Virtual Business
Assess the impact of information technology on society.	
Describe current and emerging computer architecture; configure, install, and upgrade hardware; diagnose and repair hardware problems.	
Identify, evaluate, select, install, use, upgrade, customize, and diagnose and solve problems with various types of operating systems, environments, and utilities.	
Describe the information technology components of major business functions and explain their interrelationships.	
Identify, evaluate, select, install, use, upgrade, and customize application software; diagnose and solve problems resulting from an application software's installation and use.	
Use input technologies appropriately to enter and manipulate text and data.	
Gather, evaluate, use, and cite information from information technology sources.	All VBS lessons allow students to access the current business' reports and financial information which may be used for analysis, New Franchise Project, Multiplayer Competitions

Use, plan, develop, and maintain database management systems.	
Design, develop, test, and implement programs.	
Analyze and design information systems using appropriate development tools.	
Develop the skills to design, deploy, and administer networks and communications systems.	
Use, evaluate, and deploy communications and networking applications.	
Plan the selection and acquisition of information technologies.	
Develop the technical and interpersonal skills and knowledge to support the user community.	
Design and implement risk management policies and procedures for information technology.	
Describe, analyze, develop, and follow policies for managing privacy and ethical issues in organizations and in a technology-based society.	
Describe positions and career paths in information technology.	

International Business

Standard	Virtual Business
Explain the role of international business; analyze how it impacts business at all levels (including the local, state, national, and international levels).	
Describe the interrelatedness of the social, cultural, political, legal, and economic factors that shape and impact the international business environment.	
Apply communication strategies necessary and appropriate for effective and profitable international business relations.	
Describe the environmental factors that define what is considered ethical business behavior in a global business environment.	
Identify forms of business ownership and entrepreneurial opportunities available in international business.	
Relate balance of trade concepts to the import/export process.	
Analyze special challenges in operations and human resource management in international business.	
Apply marketing concepts to international business situations.	
Explain the concepts, role, and importance of international finance and risk management.	

Management

Standard	Virtual Business
Analyze the management functions and their implementation and integration within the business environment.	Franchise Location, Ticket Pricing, Stadium Personnel, Stadium Parking, Promotions, Media Planning, Licensing, Sponsorships, Player Management, Financials, Turnaround, New Franchise Project, Multiplayer Competitions
Analyze management theories and their application within the business environment.	
Analyze the organization of a business.	
Develop personal management skills to function effectively and efficiently in a business environment.	All VBS lessons allow students to manage all of the different aspects involved in operating a business and to determine at which skills the students may excel, New Franchise Project, Multiplayer Competitions
Examine the role of ethics and social responsibility in decision making.	
Describe human resource functions and their importance to an organization's successful operation.	Stadium Personnel, Stadium Parking, Player Management, Turnaround, New Franchise Project, Multiplayer Competitions
Describe the role of organized labor and its influence on government and business.	
Utilize information and technology tools to conduct business effectively and efficiently.	All VBS lessons require students to utilize information and technology in order to make effective and efficient decisions regarding their business, New Franchise Project, Multiplayer Competitions
Analyze a business organization's competitive position within the industry.	Multiplayer Competitions
Analyze financial data influenced by internal and external factors in order to make short-term and long-term decisions.	All VBS lessons allow students to view and analyze the current business' financial statement in order to make informed decisions, New Franchise Project, Multiplayer Competitions
Apply operations management principles and procedures to the design of an operations plan.	Stadium Personnel, Stadium Parking, Turnaround, New Franchise Project, Multiplayer Competitions
Examine the issues of managing in the global environment.	

Marketing

Standard	Virtual Business
Recognize the customer-oriented nature of marketing and analyze the impact of marketing activities on the individual, business, and society.	Franchise Location, Ticket Pricing, Media Planning, Promotions, Turnaround, New Franchise Project, Multiplayer Competitions
Analyze the characteristics, motivations, and behaviors of consumers.	Franchise Location, Ticket Pricing, Media Planning, Promotions, Stadium Personnel, Turnaround, New Franchise Project, Multiplayer Competitions

Analyze the influence of external factors on marketing.	New Franchise Project, Multiplayer Competitions
Analyze the elements of the marketing mix, their interrelationships, and how they are used in the marketing process.	Franchise Location, Ticket Pricing, Media Planning, Promotions, Turnaround, New Franchise Project, Multiplayer Competitions
Analyze the role of marketing research in decision making.	Franchise Location, New Franchise Project, Multiplayer Competitions
Describe the elements, design, and purposes of a marketing plan.	New Franchise Project