

Business Math Pacing Guide

Semester 1 Semester 2	September/October January/February		November March			December April		January May	
UNIT	Making Business Decisions								
CHAPTERS	Personal	Dave Ramsey (video series) Foundations in Personal Finance (1 or 2 Days)	Purchasing and Inventory	Dave Ramsey (video series) Foundations in Personal Finance (1 or 2 Days)	Sales	Dave Ramsey (video series) Foundations in Personal Finance (1 or 2 Days)	Marketing	Dave Ramsey (video series) Foundations in Personal Finance (1 -5 Days)	
LESSONS/ TOPICS	Hiring New Employees Administering Wages and Salaries Employee Benefits Disability Insurance Workers Compensation Travel Expenses Employee Training	Consumer Awareness	Trade Discounts Trade Discounts –Complement Chain Discounts Cash Discounts –Ordinary Dating Cash Discounts-EOM Dating Inventory Valuing Inventory Carrying Inventory	Bargain Shopping	Markup Markup Rate Net Profit Net-Profit Rate Selling Price Markup Rate Based on Cost Selling Price –Based on Cost Markdown	Investing and Retirement	Opinion Surveys Sales Potential Market Share Sales Projections Print Advertising Cost Television Advertising Pricing	Insurance Money and Relationships Careers and Taxes Giving	