

# Standards/Measurement Criteria

(\*\*Draft)

## Marketing, Management and Entrepreneurship Entertainment Marketing (Option C)

CIP No. 52.1800

\*These state standards are designed to be delivered in a sequence of courses. \*Standards 1-12 are to be taught as an introduction within the Marketing, Management and Entrepreneurship program.

**\*\*Please note: The following CTE program Standards/Measurement Criteria are tentative until assessments are established.**

### **\*1.0 EXPLORE A CAREER PLAN IN THE FIELD OF MARKETING**

- 1.1 Examine traditional, non-traditional and entrepreneurial occupational choices
- 1.2 Research marketing career opportunity information
- 1.3 Review common marketing job descriptions
- 1.4 Examine industry trends in marketing occupations
- 1.5 Complete self assessment of aptitudes and interests and how they apply to careers
- 1.6 Investigate the level of education needed for certain marketing careers

### **\*2.0 PRACTICE PRACTICAL JOB SEARCH SKILLS FOR THE MARKETING PROFESSION**

- 2.1 Research employment opportunities through the use of technology
- 2.2 Complete a traditional and online job application
- 2.3 Prepare an employment resume, portfolio and cover letter
- 2.4 Practice interviewing skills

### **\*3.0 IDENTIFY EMPLOYABILITY SKILLS RELEVANT TO THE MARKETING PROFESSION**

- 3.1 Identify factors contributing to job success
- 3.2 Develop work ethics and behavior
- 3.3 Demonstrate workplace etiquette and dress
- 3.4 Discuss how social skills are helpful in obtaining and maintaining a job
- 3.5 Identify professional organizations that support the marketing profession

### **\*4.0 ANALYZE FACTORS THAT INFLUENCE CONSUMER BEHAVIOR**

- 4.1 Describe how personal values influence choices and goals
- 4.2 Describe how diversity influences purchasing decisions made by consumers

### **\*5.0 PRACTICE COMMUNICATION SKILLS NEEDED IN A MARKETING ENVIRONMENT**

- 5.1 Interpret verbal and nonverbal communication
- 5.2 Identify barriers to effective communication
- 5.3 Practice client communication skills through role plays
- 5.4 Produce effective written communication in letters, reports and emails

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#### **Career Preparation**

Standards/Measurement Criteria

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## **\*6.0 PARTICIPATE IN LEADERSHIP ACTIVITIES SUCH AS THOSE SUPPORTED BY DECA**

- 6.1 Determine the roles and responsibilities that leaders and team members bring to a marketing workplace
- 6.2 Identify the differences between management and leadership
- 6.3 Describe characteristics of an effective team player
- 6.4 Discuss characteristics of effective teams
- 6.5 Practice techniques to involve each member of the team
- 6.6 Practice teamwork required for the marketing field
- 6.7 Practice effective meeting management
- 6.8 Examine the differences between consensus building and majority decision making
- 6.9 Participate in a marketing career development event
- 6.10 Practice the decision-making process

## **\*7.0 EXPLORE TECHNOLOGY TOOLS TO SUPPORT MARKETING OPERATIONS**

- 7.1 Use word processing software to prepare letters, memorandums, and reports
- 7.2 Use spreadsheet or presentation software to prepare effective tables and graphs to communicate numerical data for marketing
- 7.3 Use desktop publishing software to develop marketing collateral materials such as newsletters, brochures or advertisements
- 7.4 Import text and graphics from software programs

## **\*8.0 PRACTICE CRITICAL THINKING, PROBLEM SOLVING AND DECISION MAKING SKILLS APPLICABLE TO MARKETING**

- 8.1 Apply problem-solving processes
- 8.2 Describe methods of establishing priorities
- 8.3 Prepare a timeline or Gantt chart for completing a project
- 8.4 Explore and identify key performance indicators and success metrics
- 8.5 Explore the needs of internal and external customer communication

## **\*9.0 PRACTICE SAFE WORKING PROCEDURES FOR THE MARKETING PROFESSION**

- 9.1 Identify the responsibilities of marketing professionals to create/maintain a safe marketing work environment
- 9.2 Explain the need for common safety rules in a marketing workplace
- 9.3 Identify ergonomics and repetitive strain injuries commonly experienced within the marketing profession

## **\*10.0 EXPLORE THE LEGAL AND ETHICAL ENVIRONMENT OF THE MARKETING PROFESSION**

- 10.1 Explain the basic concepts involved in contract law, consumer law and consumer credit and protection
- 10.2 Examine the relationship between ethics and the law for the marketing profession
- 10.3 Identify workers' rights regarding workplace issues including safety, drug testing, harassment, discrimination, privacy, etc.
- 10.4 Practice ethical behavior in the completion of marketing projects
- 10.5 Discuss basic copyright principles

## **\*11.0 EXPLORE ECONOMIC PRINCIPLES RELATED TO MARKETING**

- 11.1 Define the five management functions: planning, organizing, directing, staffing and controlling
- 11.2 Describe methods a marketing organization can use to effectively manage its economic resources
- 11.3 Describe the roles of support staff, supervisors, managers, and technology in achieving financial goals

## **\*12.0 CREATE DIGITAL MEDIA PRODUCTS REQUIRED IN A MARKETING WORKPLACE**

- 12.1 Select and communicate information in an appropriate digital format
- 12.2 Select the appropriate productivity tool for solving a specific marketing problem
- 12.3 Produce a multi-page product for print and/or digital distribution

## **13.0 DEVELOP AN INDIVIDUAL CAREER PLAN FOR THE MARKETING PROFESSION**

- 13.1 Investigate marketing career options including entrepreneurship
- 13.2 Develop marketing career goals based on interests, aptitudes and research
- 13.3 Review/revise plan/goals on an annual basis
- 13.4 Manage personal and career goals
- 13.5 Describe factors that contribute to job satisfaction and success in the marketing field

## **14.0 PREPARE FOR EMPLOYMENT IN THE MARKETING FIELD**

- 14.1 Explain the steps in a job search for the marketing profession
- 14.2 Develop a résumé and digital portfolio of work and accomplishments
- 14.3 Research a marketing company as a potential employer
- 14.4 Complete the job application process
- 14.5 Demonstrate interviewing skills, including pre-interview preparation and post-interview follow-up

## **15.0 PARTICIPATE IN WORK-BASED LEARNING EXPERIENCES IN THE MARKETING FIELD**

- 15.1 Use technology appropriate for the marketing field
- 15.2 Demonstrate positive work behaviors
- 15.3 Demonstrate positive interpersonal behaviors
- 15.4 Demonstrate safe and healthy work behaviors
- 15.5 Adapt to changes in the marketing workplace

## **16.0 DEMONSTRATE ORAL COMMUNICATIONS SKILLS FOR THE MARKETING FIELD**

- 16.1 Conduct formal/informal research to collect appropriate topical information
- 16.2 Use questioning techniques to obtain needed information from an audience
- 16.3 Interpret oral and nonverbal communications of audience
- 16.4 Apply active listening skills
- 16.5 Demonstrate appropriate technologies for a formal presentation in marketing
- 16.6 Prepare and deliver presentations

## **17.0 DEMONSTRATE WRITTEN COMMUNICATIONS SKILLS FOR THE MARKETING FIELD**

- 17.1 Conduct formal/informal research to collect appropriate topical information
- 17.2 Organize information and develop an outline
- 17.3 Write business communication using appropriate format for the situation
- 17.4 Using appropriate technology, prepare a draft document using established rules for grammar, spelling and sentence construction

## **18.0 EVALUATE THE ROLE OF A MARKETING BUSINESS IN THE ECONOMY**

- 18.1 Compare/contrast sole proprietorships, partnerships and corporations in the marketing profession
- 18.2 Evaluate the role of marketing businesses on local, state, national and international economies
- 18.3 List the factors, including personal traits, which contribute to the success of a small marketing company
- 18.4 Analyze the relationship of customer service and customer satisfaction on the success of a marketing business

## **19.0 DEMONSTRATE BUSINESS AND FINANCIAL MANAGEMENT PRACTICES NEEDED FOR MARKETING ENTREPRENEURS**

- 19.1 Interpret financial information for decision making and planning
- 19.2 Monitor and adjust marketing business operations based on financial performance
- 19.3 Describe the impact of quality business communications on the success of a marketing organization
- 19.4 Examine customer relations

## **20.0 EVALUATE LEADERSHIP STYLES APPROPRIATE FOR THE MARKETING WORKPLACE**

- 20.1 Determine personal characteristics of effective leaders
- 20.2 Compare/contrast leadership and management styles
- 20.3 Describe how cultural/ethnic differences affect interpersonal interactions/ communications within a marketing group

## **21.0 PARTICIPATE IN LEADERSHIP ACTIVITIES SUCH AS THOSE SUPPORTED BY DECA**

- 21.1 Determine the roles and responsibilities that leaders and members bring to a marketing organization
- 21.2 Evaluate characteristics of an effective team player
- 21.3 Evaluate characteristics of effective marketing teams
- 21.4 Practice techniques to involve each member of the marketing team
- 21.5 Practice effective meeting management
- 21.6 Participate in marketing career development events
- 21.7 Develop and implement a personal and professional improvement plan
- 21.8 Demonstrate business etiquette
- 21.9 Practice decision-making process

## **22.0 EXPLAIN FUNDAMENTAL BUSINESS, MANAGEMENT AND ENTREPRENEURIAL CONCEPTS THAT AFFECT BUSINESS DECISION MAKING**

- 22.1 Describe marketing functions
- 22.2 Explain marketing and its importance in a global economy
- 22.3 Explain the role of business in society
- 22.4 Describe the concept of management
- 22.5 Discuss the role of management in achieving quality
- 22.6 Compare the types of marketing business ownership including sole proprietorship, partnership and corporations
- 22.7 Identify ways that technology impacts business
- 22.8 Analyze management strategies related to business risk
- 22.9 Evaluate the nature of leadership
- 22.10 Plan and organize work efforts of others
- 22.11 Write a sample business plan

## **23.0 CULTIVATE CONCEPTS AND STRATEGIES NEEDED TO INTERACT EFFECTIVELY WITH OTHERS**

- 23.1 Practice the fundamentals of communication
- 23.2 Foster positive working relationships
- 23.3 Explore the nature of staff communication
- 23.4 Analyze group-working relationships
- 23.5 Determine strategies related to customer relations
- 23.6 Participate as a team member

## **24.0 ANALYZE ECONOMIC PRINCIPLES AND CONCEPTS FUNDAMENTAL TO MARKETING**

- 24.1 Describe the nature of economics and economic activities
- 24.2 Explain the principles of supply and demand
- 24.3 Discuss the concept of competition
- 24.4 Compare forms of business competition (pure competition, monopoly, oligopoly, etc.)
- 24.5 Explain the concept of private enterprise
- 24.6 Explain the concept of productivity
- 24.7 Describe economic indicators and trends (Gross Domestic Product, Consumer Price Index, etc.)
- 24.8 Relate the impact of business cycles on business activities
- 24.9 Explain international trade
- 24.10 Determine influences on a nation's ability to trade
- 24.11 Identify the impact of cultural and social environments on world trade

## **25.0 APPLY CONCEPTS AND STRATEGIES NEEDED FOR CAREER EXPLORATION, DEVELOPMENT, AND GROWTH**

- 25.1 Demonstrate ethical and professional work behavior
- 25.2 Identify desirable personality traits important to a marketing business
- 25.3 Investigate career options in Professional Sales and Marketing
- 25.4 Investigate career options in Entertainment Marketing
- 25.5 Investigate career options in E-Commerce Marketing
- 25.6 Investigate career options for Entrepreneurship

## **26.0 EXPLAIN THE CONCEPTS AND PROCESSES ASSOCIATED WITH DISTRIBUTION**

- 26.1 Explain the nature and scope of distribution
- 26.2 Explain channels of distribution
- 26.3 Explore information systems for order fulfillment
- 26.4 Explain the shipping process
- 26.5 Explain the receiving process
- 26.6 Evaluate the warehouse and stock handling techniques of business
- 26.7 Explore distribution management
- 26.8 Evaluate the types of inventory control systems

## **27.0 ANALYZE THE FINANCIAL CONCEPTS USED IN BUSINESS DECISIONS**

- 27.1 Explain the nature and scope of financing
- 27.2 Explain the purpose and importance of credit
- 27.3 Describe how to obtain business credit
- 27.4 Determine financing needed to start a business
- 27.5 Describe sources of financing for businesses
- 27.6 Forecast financial growth based upon organization's future plans

## **28.0 EXAMINE CONCEPTS, SYSTEMS AND TOOLS NEEDED TO MANAGE MARKETING INFORMATION**

- 28.1 Explore the nature and scope of marketing information management
- 28.2 Describe strategies of marketing information gathering
- 28.3 Identify technology used in gathering marketing information
- 28.4 Use information analysis techniques
- 28.5 Explain the importance of sales forecasting
- 28.6 Use problem-solving strategies
- 28.7 Explain the importance of marketing plans

## **29.0 DETERMINE PRICING STRATEGIES TO MAXIMIZE RETURN AND MEET CUSTOMER PERCEPTIONS OF VALUE**

- 29.1 Explore the nature and scope of pricing
- 29.2 Explain legal considerations for pricing
- 29.3 Select approach for setting a base price
- 29.4 Determine cost of product (ROI, markup, price, etc.)
- 29.5 Explain factors affecting pricing decisions
- 29.6 Identify strategies for pricing new products

## **30.0 EXPLAIN THE MANAGEMENT OF A PRODUCT/SERVICE MIX IN RESPONSE TO MARKET TRENDS AND OPPORTUNITIES**

- 30.1 Explore the nature and scope of product/service management
- 30.2 Explain the impact of product life cycles on marketing decisions
- 30.3 Describe warranties and guarantees
- 30.4 Explain quality assurance and consumer protection
- 30.5 Explain the concept of a product mix
- 30.6 Describe factors related to positioning and branding
- 30.7 Explore retail product considerations

## **31.0 SELECT ADVERTISING AND PROMOTION STRATEGIES TO COMMUNICATE INFORMATION**

- 31.1 Explain the role of promotion
- 31.2 Discuss the components of a promotional mix
- 31.3 Compare the types of advertising media
- 31.4 Analyze the components of advertisements
- 31.5 Evaluate costs/benefits of participation in community activities
- 31.6 Explain the role of merchandising and visual merchandising
- 31.7 Explain the roles of the various departments of an advertising agency

## **32.0 CRITIQUE SELLING CONCEPTS**

- 32.1 Discuss the nature and scope of selling
- 32.2 Determine key factors in building a clientele
- 32.3 Analyze product information to identify product features and benefits
- 32.4 Assess customer/client needs
- 32.5 Identify buying motives
- 32.6 Make a sales presentation using the selling process
- 32.7 Analyze support activities needed for selling
- 32.8 Analyze technology for use in sales functions

## **33.C SURVEY SPORTS MARKETING**

- 33.1c Describe the nature of sports marketing
- 33.2c Distinguish between collegiate athletics, amateur sports, professional sports and sports camps
- 33.3c Compare and contrast sponsorships and endorsements
- 33.4c Describe the legal issues of contracts, unions and licensing
- 33.5c Define the roles of agents, scouts, managers and ethics
- 33.6c Describe public relations efforts related to fans and publishing and speaking engagements
- 33.7c Select strategies for maintaining fan support
- 33.8c Explain the use of branding in sports marketing
- 33.9c Explain logo ownership rights
- 33.10c Explain factors affecting attendance at an event
- 33.11c Describe the services provided by sports marketing firms
- 33.12c Describe the various careers and employment opportunities in the sports marketing industry
- 33.13c Analyze the sports marketing plan for a professional team
- 33.14c Explain the economic impact of sports and entertainment events on a community/area

## **34.C SURVEY MEDIA MARKETING**

- 34.1c Define media marketing
- 34.2c Compare and contrast customized media to media for the masses
- 34.3c Describe the necessary components of Internet entertainment
- 34.4c Analyze the marketing plan for a music company, a movie and a theatrical performance

## **35.C SURVEY TRAVEL AND TOURISM MARKETING**

- 35.1c Describe the nature of the travel and tourism industry
- 35.2c Explore the various travel and tourism businesses
- 35.3c Explain factors that motivate people to travel
- 35.4c Investigate train, cruise, airline and tour bookings
- 35.5c Describe destination marketing services (government agencies, tourist centers, convention and visitor's bureau and chambers of commerce)
- 35.6c Identify popular local, regional, state, national and international destinations
- 35.7c Design advertisements for tour operators
- 35.8c Describe the concept of promotion in the travel and tourism industry
- 35.9c Describe factors affecting the prices of travel and tourism products
- 35.10c Describe geographic and topographic factors which impact travel and tourism
- 35.11c Explain the economic impact of travel and tourism on a community or an area
- 35.12c Describe the role of government in the travel and tourism industry

## **36.C SURVEY HOSPITALITY MARKETING**

- 36.1c Describe the nature of the hospitality industry
- 36.2c Describe the various careers and employment opportunities in the hospitality industry
- 36.3c Explain types of lodging accommodations in the hospitality industry
- 36.4c Describe the nature of the divisions of a hotel's organizational structure (rooms division, food and beverage division, marketing and sales division and security division)
- 36.5c Analyze the marketing plan for a resort
- 36.6c Explain the concept of product in the hospitality industry
- 36.7c Describe services offered by the hospitality industry
- 36.8c Evaluate hotel properties
- 36.9c Explain the affect of housekeeping standards on repeat business
- 36.10c Identify standards for purchasing of menu items
- 36.11c Determine potential lodging markets
- 36.12c Explain the nature of regulations affecting the hospitality industry
- 36.13c Establish staffing and service ratios for group events
- 36.14c Develop policies and procedures for responsible alcohol service and intervention

## **37.C DEVELOP AN ENTERTAINMENT MARKETING PLAN**

- 37.1c Research an aspect of entertainment marketing (sports, media, travel and tourism, hospitality)
- 37.2c Determine market research methods
- 37.3c Research pricing based on demand, competition and costs
- 37.4c Determine promotional strategies
- 37.5c Prepare a multi-media promotion based on research
- 37.6c Present marketing plan