**Montgomery Co R-2 High School**

**Course Power Standards**

Course Name: Sports Business Management/Falloon

Mark which semester the Power Standard is taught in. In the “Mastery Level” column, please place the expected mastery level for the Power Standard. This should be a well thought out % and evaluated annually when your data analysis has been completed.

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| **Semester** | **Power Standard** | **Partially**  **Mastered** | **Mastery**  **Level** |
| All Year | **Understand the concepts, strategies, and systems used to obtain and convey ideas and information** | 70% | 80% |
| All Year | **Integrates sociological knowledge of group behavior to understand customer decision-making** | 70% | 80% |
| All Year | **Understands the economic principles and concepts fundamental to business operations** | 70% | 80% |
| All Year | **Understands the concepts and strategies utilized to determine and target marketing strategies to a select audience** | 70% | 80% |
| All Year | **Understands the concepts and strategies needed to communicate information about products, services, images, and/or ideas to achieve a desired outcome** | 70% | 80% |
| All Year | **Understands the concepts, strategies, and systems used to obtain and convey ideas and information** | 70% | 80% |
| All Year | **Understands the techniques and strategies used to foster positive, ongoing relationships with customers** | 70% | 80% |
| All Year | **Understand the concepts and actions needed to determine client needs and wants and respond through planned, personalized communication that influences purchase decisions and enhances future business opportunities** | 70% | 80% |
| All Year | **Understands concepts and strategies utilized in determining and adjusting prices to maximize return and meet customers’ perceptions of value** | 70% | 80% |
| All Year | **Understands the concepts and processed needed to obtain, develop, maintain, and improve a product or service mix in response to market opportunities** | 70% | 80% |
| All Year | **Use Communication Skills** | 70% | 90% |
| 2nd | **Understand concepts, tools, and strategies used to explore, obtain, and develop a business career** | 70% | 80% |