



Framework for Business Education in Montana

Crosswalk to the Business Professionals of America Workplace Skills Assessment Program (Secondary and Post-Secondary 2018-2019)

Framework for Business Education in Montana Crosswalk with Business Professionals of America																										
 Today's students. Tomorrow's business professionals.	Business Education Foundations					Business Management & Administration					Finance			Information Technology				Marketing								
	Keyboarding or Input Media	Computer Applications	Business Ethics	Communication	Career Development	Financial Literacy	Business Communication	Business Law	Business Management	Entrepreneurship	International Business	Accounting	Business Economics	Personal Finance	Computer Maintenance and Management	Database Management	Integrated Computer Applications	Multimedia Development	Network Systems	Programming and Application Development	Cooperative Work Experience	Hospitality and Tourism	Marketing	School-Based Enterprise	Sports and Entertainment	
COMPETITIVE EVENTS																										
Virtual																										
(V01) Virtual Multimedia and Promotion — Individual		X		X	X													X							X	
(V02) Virtual Multimedia and Promotion — Team		X		X	X													X							X	
(V03) Software Engineering Team		X		X	X											X	X		X							
(V04) Web Application Team		X		X	X										X	X	X		X					X		
(V05) Mobile Applications		X		X	X										X		X		X							
(V06) Promotional Photography		X		X	X										X		X							X		
(V08) Start-up Enterprise Team		X		X	X		X		X	X	X	X	X				X							X		
Finance																										
(100) Fundamental Accounting (S)					X	X		X	X		X	X														
(105) College Accounting (PS)					X	X		X	X		X	X														
(110) Advanced Accounting (S)					X	X		X	X		X	X														
(115) Advanced College Accounting (PS)					X	X		X	X		X	X														
(125) Payroll Accounting (S)					X	X		X	X		X	X														
(130) College Payroll Accounting (PS)					X	X		X	X		X	X														
(135) Managerial Accounting (PS)					X	X		X	X		X	X														
(140) Federal Income Tax Accounting (PS)					X	X		X	X		X	X														
(145) Banking & Finance					X	X					X	X	X													
(150) Financial Analyst Team					X	X		X			X	X	X													
(155) Economic Research Individual (S)	X	X		X	X	X				X	X	X	X				X							X		
(160) Economic Research Team (S)	X	X		X	X	X				X	X	X	X				X							X		
(165) Personal Financial Management Concepts					X	X					X	X	X													
(190) Financial Math & Analysis Concepts — Open Event					X	X		X			X	X	X													
Business Administration																										
(200) Fundamental Word Processing	X	X		X	X		X																			
(205) Intermediate Word Processing	X	X		X	X		X																			
(210) Advanced Word Processing	X	X		X	X		X																			
(215) Integrated Office Applications	X	X		X	X	X	X								X	X	X									
(220) Basic Office Systems & Procedures	X	X		X	X	X	X								X	X										
(225) Advanced Office Systems & Procedures	X	X		X	X	X	X								X	X										
(230) Fundamental Spreadsheet Applications	X	X		X	X				X		X	X	X													
(235) Advanced Spreadsheet Applications	X	X		X	X				X		X	X	X													
(240) Database Applications	X	X		X					X	X					X	X										
(245) Legal Office Procedures	X	X	X	X	X		X	X																		
(250) Medical Office Procedures	X	X	X	X	X		X																			
(255) Administrative Support Team	X	X		X	X	X	X				X	X	X				X	X	X							
(260) Administrative Support Research Project (S)	X	X	X	X	X		X	X		X							X							X		
(265) Business Law & Ethics — Pilot				X				X																		
(270) ICD-10 Diagnostic Coding (PS) — Pilot				X	X																					
(290) Administrative Support Concepts — Open Event		X	X	X	X	X	X		X			X		X	X	X										


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COMPETITIVE EVENTS																											
Management Information Systems																											
(300) Computer Network Technology					X																						
(305) PC Servicing & Troubleshooting					X										X												
(310) Network Administration Using Microsoft®					X										X	X				X	X						
(315) Systems Administration Using Cisco®					X										X	X				X	X						
(320) Computer Security					X										X					X	X						
(325) Network Design Team					X										X	X			X	X	X						
(330) Visual Basic/C# Programming					X																	X					
(335) C++ Programming					X																	X					
(340) Java Programming					X																	X					
(345) SQL Database Fundamentals					X											X						X					
(390) Computer Programming Concepts — Open Event				X	X																	X					
(391) Information Technology Concepts — Open Event		X	X		X										X	X	X	X	X	X							
Digital Communication & Design																											
(400) Fundamental Desktop Publishing		X	X		X	X		X										X								X	
(405) Fundamentals of Web Design			X	X	X	X		X			X							X	X	X						X	
(410) Graphic Design Promotion			X	X	X	X		X										X	X	X						X	
(415) Digital Publishing		X	X		X	X		X									X	X								X	
(420) Digital Media Production			X		X	X		X										X								X	
(425) Computer Modeling						X												X		X							
(430) Video Production Team			X		X	X		X										X		X						X	
(435) Web Site Design Team			X	X		X		X										X		X						X	
(440) Computer Animation Team (S)			X			X													X		X						
(445) Broadcast News Production Team (S)			X		X	X		X										X									
(490) Digital Communication & Design — Open Event (Pilot)		X	X		X	X		X							X	X	X	X	X	X		X	X				
Management, Marketing & Communication																											
(500) Global Marketing Team (S)		X	X	X	X	X	X	X		X	X	X	X					X	X			X	X	X	X	X	X
(505) Entrepreneurship		X	X	X	X	X	X	X	X	X	X	X	X					X	X			X	X	X	X	X	X
(510) Small Business Management Team		X	X	X	X	X	X	X	X	X	X	X	X					X	X			X	X	X	X	X	X
(515) Interview Skills		X	X	X	X	X		X										X				X				X	
(520) Advanced Interview Skills		X	X	X	X	X		X			X							X				X				X	
(525) Extemporaneous Speech (S)				X	X	X		X																			
(530) Contemporary Issues (PS)				X	X	X		X	X	X																	
(535) Human Resource Management				X	X	X		X	X	X												X	X	X	X	X	X
(540) Ethics & Professionalism (PS)				X	X	X		X	X	X		X	X	X								X	X	X	X	X	X
(545) Prepared Speech		X	X	X	X	X		X										X									
(550) Parliamentary Procedure Team (S)					X	X		X																			
(555) Presentation Management Individual			X		X	X		X										X	X							X	
(560) Presentation Management Team			X		X	X		X										X	X							X	
(590) Business Meeting Management Concepts — Open Event			X	X	X		X		X																X	X	X
(591) Management, Marketing & Human Resources Concepts — Open Event			X	X	X		X	X	X	X												X	X	X	X	X	X
(592) Parliamentary Procedures Concepts — Open Event				X	X		X																				
(593) Project Management Concepts — Open Event (PS)				X	X		X																		X	X	
(594) Digital Marketing Concepts — Open Event (Pilot)		X		X	X		X											X							X	X	


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COMPETITIVE EVENTS																									
Written Exams																									
Business Administration Core Exam			X	X			X	X	X	X		X		X										X	
Business Management and Administration Cluster Exam			X	X		X	X	X	X	X		X	X	X										X	X
Finance Cluster Exam			X	X		X	X	X	X	X		X	X	X											
Hospitality and Tourism Cluster Exam			X	X		X	X	X	X			X		X									X	X	X
Marketing Cluster Exam			X	X		X	X	X	X			X		X							X	X	X	X	X
Principles of Business Administration Events																									
PBM	X	X	X	X	X	X	X	X	X	X		X		X									X		X
Principles of Finance PFN			X	X	X	X	X	X	X			X	X	X	X									X	X
Principles of Hospitality and Tourism PHT			X	X	X	X	X	X	X	X		X		X									X	X	
Principles of Marketing PMK			X	X	X		X	X	X	X		X		X							X	X	X	X	X
Team Decision Making Events																									
Business Law and Ethics BLTDM			X	X	X	X	X	X	X	X	X	X	X										X	X	
Buying and Merchandising BTDM			X	X	X	X	X	X	X	X		X		X							X		X	X	
Entrepreneurship ETDM			X	X	X	X	X	X	X	X		X	X									X	X	X	X
Financial Services FTDM			X	X	X	X	X	X	X	X		X	X	X							X		X	X	X
Hospitality Services HTDM			X	X	X	X	X	X	X	X		X	X	X	X						X	X	X	X	X
Marketing Management MTDM			X	X	X	X	X	X	X	X		X	X	X							X	X	X	X	X
Sports and Entertainment Marketing STDM			X	X	X	X	X	X	X	X		X		X								X	X		X
Travel and Tourism TTDM			X	X	X	X	X	X	X	X		X		X							X	X	X		
Individual Series Events																									
Accounting Applications ACT			X	X	X	X	X	X	X	X		X	X										X	X	
Apparel and Accessories Marketing AAM			X	X	X	X	X	X	X	X		X	X								X	X	X	X	X
Automotive Services Marketing ASM			X	X	X	X	X	X	X	X		X									X	X	X		X
Business Finance BFS			X	X	X	X	X	X	X	X		X	X	X									X	X	
Business Services Marketing BSM			X	X	X	X	X	X	X	X		X									X	X	X	X	X
Entrepreneurship Series ENT			X	X	X	X	X	X	X	X		X	X	X							X	X	X	X	X
Food Marketing FMS			X	X	X	X	X	X	X	X		X									X	X	X	X	X
Hotel and Lodging Management HLM			X	X	X	X	X	X	X	X		X	X	X								X			
Human Resources Management HRM			X	X	X	X	X	X	X	X		X											X	X	
Marketing Management MMS			X	X	X	X	X	X	X	X		X											X	X	
Quick Serve Restaurant Management QSRM			X	X	X	X	X	X	X	X		X										X	X	X	
Restaurant and Food Service Management RFSM			X	X	X	X	X	X	X	X		X										X	X	X	
Retail Merchandising RMS			X	X	X	X	X	X	X	X		X											X	X	X
Sports and Entertainment Marketing SEM			X	X	X	X	X	X	X	X		X									X	X	X		X
Personal Finance Literacy Event																									
Personal Financial Literacy PFL			X		X	X	X				X	X		X											

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COMPETITIVE EVENTS																									
Business Operations Research Events																									
Business Services BOR		X		X	X	X	X		X	X		X	X	X								X	X	X	X
Buying and Merchandising BMOR		X	X	X	X	X	X		X	X	X	X	X								X	X	X	X	X
Finance FOR				X	X	X	X		X	X		X	X	X								X	X	X	X
Hospitality and Tourism HTOR				X	X	X	X		X	X		X										X	X	X	X
Sports and Entertainment SEOR				X	X	X	X		X	X		X										X	X	X	X
Chapter Team Events																									
Community Service Project CSP		X	X	X	X	X	X		X	X						X					X		X		
Creative Marketing Project CMP		X	X	X	X	X	X		X	X						X					X		X		
Entrepreneurship Promotion Project EPP		X	X	X	X	X	X		X	X						X					X		X		
Financial Literacy Promotion Project FLPP		X	X	X	X	X	X		X	X		X	X			X					X		X		
Learn and Earn Project LEP		X	X	X	X	X	X		X	X						X					X		X		
Public Relations Project PRP		X	X	X	X	X	X		X	X						X					X		X		
Entrepreneurship Events																									
Innovation Plan EIP		X		X	X	X	X		X	X		X	X			X					X	X	X	X	X
Start-Up Business Plan ESB		X		X	X	X	X		X	X		X	X	X		X					X	X	X	X	X
Independent Business EIB		X		X	X	X	X		X	X		X	X	X		X					X	X	X	X	X
International Business Plan IBP		X		X	X	X	X		X	X	X	X	X			X					X	X	X	X	X
Business Growth EBG		X		X	X	X	X		X	X		X	X	X		X					X	X	X	X	X
Franchising Business EFB		X		X	X	X	X		X	X		X	X	X		X					X	X	X	X	X
Integrated Marketing Campaign Events																									
Integrated Marketing Campaign-Event IMCE		X	X	X	X	X	X	X	X	X		X	X			X					X	X	X	X	X
Integrated Marketing Campaign-Product IMCP		X	X	X	X	X	X	X	X	X		X	X			X					X	X	X	X	
Integrated Marketing Campaign-Service IMCS		X	X	X	X	X	X	X	X	X		X			X	X	X	X	X	X	X	X	X	X	X
Professional Selling Events																									
Financial Consulting FCE			X	X	X	X	X	X	X	X		X	X										X		
Hospitality and Tourism Professional Selling HTPS			X	X	X	X	X	X	X	X		X										X	X	X	X
Professional Selling Event PSE			X	X	X	X	X	X	X	X		X										X	X	X	X
Online Events																									
Stock Market Game SMG		X	X		X	X	X	X	X	X	X	X	X	X		X					X			X	
Virtual Business Challenge-Accounting VBCAC		X			X	X	X		X	X	X		X	X		X					X		X	X	
Virtual Business Challenge-Fashion VBCFA		X	X		X	X	X		X	X		X				X					X		X	X	
Virtual Business Challenge-Hotel Management VBCHM		X	X		X	X	X		X	X		X				X					X	X	X	X	
Virtual Business Challenge-Personal Finance VBCPF		X	X	X	X	X	X		X	X		X	X			X					X			X	
Virtual Business Challenge-Restaurant VBCRS		X	X		X	X	X		X	X		X				X					X	X	X	X	
Virtual Business Challenge-Retail VBCRT		X	X		X	X	X		X	X		X				X					X	X	X	X	
Virtual Business Challenge-Sports VBCSP		X	X		X	X	X		X	X		X				X					X	X	X	X	X