


Framework for Business Education in Montana

Crosswalk to the Business Professionals of America Workplace Skills Assessment Program


(Secondary and Post-Secondary 2017-2018)

| 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 | | |
| (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 | | | X | | | | | | | | |
| (235) Advanced Spreadsheet Applications | X | 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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|  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 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Management Information Systems | | | | | | | | | | | | | | | | | | | | | | | | | |
| (300) Computer Network Technology | | | | | | X | | | | | | | | | X | | | | X | X | | | | | |
| (305) PC Servicing & Troubleshooting | | | | | | X | | | | | | | | | X | | | | 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 | |
| (410) Graphic Design Promotion | | | 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 | |
| (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 | | | | | | | |
| 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 |
| (505) Entrepreneurship | | 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 |
| (515) Interview Skills | | X | 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 | | | | | | | | | | 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 |
| (540) Ethics & Professionalism(PS) | | | | 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 |
| (591) Management, Marketing & Human Resources Concepts — Open Event | | | | 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 | |


Framework for Business Education in Montana

Crosswalk to the DECA Competitive Events Program (2017-2018)

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| Crosswalk with DECA: An Association of Marketing Students | | | | | | | | | | | | | | | | | | | | | | | | | |
|  An Association of Marketing Students | Business Education Foundations | | | | | Business Management and | | | | | 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 | | | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | 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 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Administration-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 | 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-BLTD | | | 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 | |
| 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 | |
| Marketing Communications-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 |
| Entrepreneurship - ETDM | | | X | 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 |
| 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 | 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 | |
| Entrepreneurship Series - ENT | | | X | X | X | X | 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 | | |
| Business Management & Entrepreneurship Events | | | | | | | | | | | | | | | | | | | | | | | | | |
| Entrepreneurship Innovation Plan–ENI | | X | | X | X | X | X | | X | X | | X | X | | | X | | | | | X | X | X | X | X |
| Business–ENPI | | X | | X | X | X | X | | X | X | | X | X | X | | X | | | | | X | X | X | X | X |
| Business–ENPF | | X | | X | X | X | X | | X | X | | X | X | X | | X | | | | | X | X | X | X | X |
| Entrepreneurship Written–ENW | | X | | X | X | X | X | | X | X | | X | X | X | | X | | | | | X | X | X | X | X |
| Entrepreneurship–Growing Your Business–ENGB | | 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 |
| Marketing Representative Events | | | | | | | | | | | | | | | | | | | | | | | | | |
| Advertising Campaign–ADC | | X | X | X | X | X | X | X | X | X | | | X | | | X | X | X | X | X | X | X | X | X | X |
| Fashion Merchandising Promotion Plan–FMP | | X | X | X | X | X | X | X | X | X | | X | X | | | X | | | | | X | X | X | X | |
| Sports and Entertainment Promotion Plan–SEPP | | 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–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–VB CSP | | X | X | | X | X | X | | X | X | | | X | | | X | | | | | X | X | X | X | X |
| H&R Dollars & Sense Challenge–DSC | | X | | | X | X | X | | X | X | X | | X | X | | X | | | | | X | | X | X | |