



BUSINESS, MANAGEMENT & ENTREPRENEURSHIP

Marketing
Business, Management &
Administration
Finance
Hospitality & Tourism

ICON KEY



College Credit
Opportunity



Certification
Opportunity



Fine Arts
Credit

Watch for these symbols next to course descriptions throughout the catalog. They indicate that the course offers an opportunity to earn college credit, a professional certification, and/or meets the Burnsville High School Fine Arts requirement.

This page will help students find & choose courses that are related to a particular Pathway. Each column in the table represents a specific Pathway. Courses in that column build from introductory courses at the bottom, which might be taken in ninth grade, to more advanced courses at the top.

Grade	Marketing	Business, Management & Administration	Finance	Hospitality & Tourism
12		<ul style="list-style-type: none"> AP Macroeconomics 	<ul style="list-style-type: none"> AP Macroeconomics 	<ul style="list-style-type: none"> Chef III Hospitality Industry Internship
11, 12	<ul style="list-style-type: none"> Independent Study Marketing II 	<ul style="list-style-type: none"> Independent Study Marketing II 	<ul style="list-style-type: none"> Independent Study Marketing II 	<ul style="list-style-type: none"> Chef II Independent Study Marketing II
10, 11, 12	<ul style="list-style-type: none"> Hospitality & Tourism Management Marketing I Professional Sales & Marketing Sports & Entertainment Marketing Starting Your Own Business 	<ul style="list-style-type: none"> Accounting Hospitality & Tourism Management Marketing I Professional Sales & Marketing Sports & Entertainment Marketing Starting Your Own Business 	<ul style="list-style-type: none"> Accounting Hospitality & Tourism Management Marketing I Personal Money Management Starting Your Own Business 	<ul style="list-style-type: none"> Hospitality & Tourism Management Marketing I Starting Your Own Business
9, 10, 11, 12	<ul style="list-style-type: none"> Introduction to Business & Marketing 	<ul style="list-style-type: none"> Introduction to Business & Marketing 	<ul style="list-style-type: none"> Introduction to Business & Marketing 	<ul style="list-style-type: none"> Chef I Cooking in Motion Foundations of Food Global Foods Introduction to Business & Marketing

ACCOUNTING

Course Number: 7200

Grade Level: 10, 11, 12

Prerequisite: None

In this introductory course in accounting, you will study and apply the accounting cycle (debits and credits), journalizing, posting, trial balance, financial statements, and adjusting and closing the ledger for both a service-type business and a merchandising business. You will be introduced to computerized accounting.

CHEF I

Course Number: 8030

Grade Level: 9, 10, 11, 12

Prerequisite: Successful completion of Foundations of Food
The Chef I course prepares you for careers in the restaurant and beverage area of the hospitality industry. The course uses classroom food preparation experiences to provide you the foundation needed to prepare for employment in the restaurant industry. You will prepare cookies, meats, sauces, pasta, bread, baking and pastry items. Features include: A chopped competition, food truck projects and the designing of a five-course meal. The ServSafe Food Handler curriculum is introduced. This course is a prerequisite for Chef II. The preparation, tasting and sampling of food is an important aspect of this course.



Aspiring chefs, restaurateurs, and hospitality managers, will master several cooking techniques through working in our classroom and the school's industrial kitchen while focusing on menu planning, cost control, safety, and sanitation. Topics will include stocks, sauces, soups, fruits, vegetables, and grains. Students will have the opportunity to earn ServSafe certification during this course and work toward the National Restaurant Association's Certificate of Achievement. Students will be required to participate in two additional events during each semester. Optional college credits may be earned through articulated credit agreements with local colleges.

Note: Students must meet uniform and hygiene requirements in order to prepare and serve food for public consumption.

CHEF III: A & B

Course Number: 8033/8034

Grade Level: 11, 12

Prerequisite: Chef II

Chef III prepares students for careers in food service and the hospitality industry, Minnesota's second-largest employer. Aspiring chefs, restaurateurs, and hospitality managers will master several cooking techniques through working in our classroom and the school's industrial kitchen while focusing on career planning, event management, menu planning, cost control, safety, and sanitation. Cooking topics will focus on advanced baking techniques, food preservation, garde manger, and international cuisines. Students will be required to participate in three additional events during each semester. Optional college credits may be earned through articulated credit agreements with local colleges.

Note: Students must meet uniform and hygiene requirements in order to prepare and serve food for public consumption.



CHEF II: A & B

Course Number: 8031/8032

Grade Level: 10, 11, 12

Prerequisite: Chef I (or Instructor Approval)

Chef II prepares students for careers in food service and the hospitality industry, Minnesota's second-largest employer.



ADVANCED PLACEMENT/COLLEGE IN THE SCHOOLS MACROECONOMICS

Course Number: 1593

Grade Level: 12

Prerequisite: Successful completion of AP Microeconomics AP Macroeconomics is designed to give students an understanding of unemployment/inflation, measures of national income, macro models, fiscal policy/problems. Poverty and income distribution. International trade and exchange rates. Economic growth/development. You will be expected to critically assess sources, write clear and well-evidenced essays, and complete the work volume and academic expectations of a college freshman.

COOKING IN MOTION

Course Number: 8040

Grade Level: 9, 10, 11, 12

Prerequisite: None

Is eating healthy important to you? This fun course helps you develop wholesome nutrition practices while preparing easy and fresh foods that improve physical and mental wellness. Cooking in Motion explores today's food and eating trends, studies the relationship of food to health, and helps you eat to maximize your potential. Units include eating healthy meals and snacks without sacrificing flavor, specialty diets, sources of nutrients, and careers in nutrition and wellness. Labs include: smoothies, protein-rich snacks, easy breakfasts, low-carb choices, recipe makeovers, one week's meal design, food as fuel and a chili contest. The preparation, sampling and tasting of foods is an important part of this class.

FOUNDATIONS OF FOOD

Course Number: 8041

Grade Level: 9, 10, 11, 12

Prerequisite: None

Foundations of Food is the first in a sequence of courses that will provide students a foundation for continuing in all career areas related to food, hospitality, nutrition, and wellness. This course is a class that is for the serious cook, so if you have an interest in building your culinary and hospitality knowledge and skills, this course is for you. Examine your own career goals while experiencing culinary industry practices and building basic skills. Students will learn about basic kitchen math and food safety and sanitation practices. Food preparation labs include a cupcake contest, basic meal preparation, plating, garnishing, measuring, and cooking methods. This course meets the prerequisite for Chef I. The preparation, sampling, and tasting of food is an important aspect of this class.



GLOBAL FOODS

Course Number: 8080

Grade Level: 9, 10, 11, 12

Prerequisite: None

Discover the world through food. Explore how recipes and their ingredients link cultures. Global Foods takes you on a journey focused on food customs, habits, and preparation of regional and world food. What we eat and cook highlights your individual food stories and experiences, and students in this class are challenged to think about their own food stories and the interaction between food and culture. The preparation, sampling, and tasting of food is an important aspect of this course.



HOSPITALITY INDUSTRY

INTERNSHIP

Course Number: 8094

Grade Level: 12

Prerequisite: Chef III

Hospitality Industry Internship is a hybrid course with the majority of learning happening in the workplace environment. The student, in consultation with the advisor, will choose one or more local hospitality businesses to complete a 200-400 hour internship through, either paid or volunteer. Potential internships could include a restaurant, hotel, deli, or catering kitchen, hotel front desk, or event planning firm. Students will complete coursework online, finalize and polish their pathway portfolio, and build on-the-job skills. Students will meet with the teacher directly at least three times during the semester and with other student interns six times during the semester (a calendar of these meeting times will be provided at the beginning of the semester). This internship will take place largely outside of the school day during evenings, weekends, and breaks. Note: students may need to meet uniform and hygiene requirements in order to prepare and serve food at local businesses.



BHS Signature Pathway Information:

Students who successfully complete the following course work: Chef II, Chef III, and Hospitality Industry Internship, AND pass the national test for each course will graduate with the National Restaurant Association's Prostart National Certificate of Achievement. The Certificate of Achievement opens opportunities for local and national scholarships and allows students to apply credits from BHS coursework at more than sixty of the country's leading hospitality/culinary arts colleges and universities.

HOSPITALITY & TOURISM MANAGEMENT

Course Number: 7183

Grade Level: 10, 11, 12

Prerequisite: Successful completion of Introduction to Business & Marketing

The hospitality and tourism industry will be the focus of this course, including an overview of the different sectors of the institution. Students will learn about the skills needed to manage the operations, human resources and guest experiences of hospitality and tourism business. You will work on a large project throughout the course with opportunities to develop your presentation skills. You are encouraged to participate in DECA, an internationally recognized organization, to enhance



course content. Concurrent credit can be earned with Normandale Community College.

INTRODUCTION TO BUSINESS AND MARKETING



Course Number: 7151
Grade Level: 9, 10, 11, 12
Prerequisite: None

In this introductory course, you will examine the foundations and functions of business, including marketing, finance, hospitality, and management. You will learn how to successfully market both yourself and the companies you will one day own or work for. This course will provide you the foundation of knowledge and skills necessary for other business courses you may take in high school and college. You are encouraged to participate in DECA, an internationally recognized organization, as a way to enrich course content and experiences.

MARKETING I



Course Number: 7171
Grade Level: 10, 11, 12

Prerequisite: Introduction to Business & Marketing
 This course builds on the Introduction to Business and Marketing course to provide you with the opportunity to develop skills and competencies needed for careers in marketing and sales, merchandising, hospitality, and management. You will learn and apply marketing research methodology and gain a deeper understanding of marketing principles in a real world context by working with a team to develop a large project and presentation. This course is for you, whether you plan on continuing your education in business at the college level or enter the job market upon completion of high school. You are encouraged to participate in DECA, an internationally recognized organization, as a way to enrich course content and experiences.

MARKETING II



Course Number: 7161
Grade Level: 11, 12

Prerequisite: Marketing I
 Marketing II is an intermediate course that further details marketing functions including promotion, pricing, channel management, product planning and management, entrepreneurship, and selling. Students will create written projects and presentations to demonstrate the understanding of marketing concepts both individually and in teams. Students are encouraged to participate in DECA, an internationally recognized organization, to enhance course content.

PERSONAL MONEY MANAGEMENT

Course Number: 7130
Grade Level: 10, 11, 12

Prerequisite: None
 The management of your personal finances is an important skill as you become independent. This course is designed to provide you with knowledge and skills in the areas of budgeting, banking, buying/renting property, preparing personal income-tax forms, investing, and more. The skills learned in this course, including the use of computer software, will have lifelong benefits for you personally, and may interest you to explore a career in finance.

SPORTS & ENTERTAINMENT MARKETING



Course Number: 7160
Grade Level: 10, 11, 12

Prerequisite: None
 This course is designed to introduce you to the fundamentals of marketing through the sports and entertainment industries. You will learn these fundamentals through understanding

and using current marketing strategies, listening to speakers currently working in the industry, and completing projects, both individually and with teams. You will be exposed to many careers within the sports and entertainment industry in this fun and fast-paced class and learn strategies to help obtain your dream job. You are encouraged to participate in DECA, an internationally recognized organization, as a way to enrich course content and experiences.

STARTING YOUR OWN BUSINESS

Course Number: 7180
Grade Level: 10, 11, 12

Prerequisite: None
 This course will allow you to think like an entrepreneur and be involved in the fastest growing segment of the job market today, running your own business. You will be introduced to important elements and steps involved in starting a small business and have the opportunity to form your own company and run your own small business. Throughout the course, you will be learning through speakers, individual and group projects, multimedia, simulation software and conducting your own research.




MY PATHWAY

EMMA HOVDE

BUSINESS
CLASS OF 2020

“TO DISCOVER IF A CAREER IS REALLY FOR ME, I NEEDED TO EXPERIENCE WHAT THE WORK WOULD BE LIKE. I’VE BEEN ABLE TO DO THAT THROUGH SOME INCREDIBLE OPPORTUNITIES.”