Instructional Area: Business Law (BL)
Standard: Understands business’s responsibility to know, abide by, and enforce laws and regulations that affect business operations and transactions

Performance Element: Acquire foundational knowledge of the legal environment in which businesses operate to protect the company’s well-being.
Performance Indicators:
Describe factors affecting the settlement of legal matters (BL:159) (SP)
Describe the litigation process (BL:160) (SP)
Discuss the arbitration/mediation process (BL:161) (SP)

Instructional Area: Communication Skills (CO)
Standard: Understands the concepts, strategies, and systems used to obtain and convey ideas and information

Performance Element: Write internal and external business correspondence to convey and obtain information effectively.
Performance Indicators:
Write analytical reports (i.e., reports that examine a problem/issue and recommend an action) (CO:185) (SP)
Write research reports (CO:186) (SP)

Instructional Area: Emotional Intelligence (EI)
Standard: Understands techniques, strategies, and systems used to foster self-understanding and enhance relationships with others

Performance Element: Apply ethics to demonstrate trustworthiness to staff.
Performance Indicators:
Use ethics in staff supervision (EI:078) (SU)

Instructional Area: Financial Analysis (FI)
Standard: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources

Performance Element: Manage financial resources to ensure solvency.
Performance Indicators:
Interpret cash-flow statements (FI:541) (SP)
Monitor business's profitability (FI:542) (MN)
Instructional Area: Information Management (NF)

Standard: Understands tools, strategies, and systems needed to access, process, maintain, evaluate, and disseminate information to assist business decision-making

Performance Element: Utilize information-technology tools to manage and perform work responsibilities.
Performance Indicators:
Utilize project-management software (NF:130) (SP)

Performance Element: Utilize technology to support business strategies and operations.
Performance Indicators:
Adhere to data change best practices (NF:264) (SP)

Instructional Area: Operations (OP)

Standard: Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning

Performance Element: Understand operation's role and function in business to value its contribution to a company.
Performance Indicators:
Discuss legal considerations in operations (OP:339) (SP)

Performance Element: Comply with security rules, regulations, and codes (e.g., property, privacy, access, confidentiality) to protect customer and company information, reputation, and image.
Performance Indicators:
Comply with strategies for protecting business' digital assets (e.g., website, social media, email, etc.) (OP:517) (SP)
Comply with strategies to protect digital customer data (e.g., information about customers, customers' credit-card numbers, passwords, customer transactions) (OP:518) (SP)

Performance Element: Implement purchasing activities to obtain business supplies, equipment, resources, and services.
Performance Indicators:
Describe types of purchase orders (OP:250) (CS)
Discuss types of inventory (OP:336) (CS)

Performance Element: Determine technology security strategies needed to protect customer information and company image.
Performance Indicators:
Evaluate strategies for protecting business' digital assets (e.g., website, social media, email, etc.), customer data, and other protected information (OP:473) (MN)
Develop strategies to protect digital data (OP:105) (MN)
Performance Element: Develop an understanding of business analysis to improve business functions and activities.
Performance Indicators:
Discuss the nature of business analysis (OP:327) (SP)
Discuss business process thinking and its impact (OP:474) (SP)
Describe the factors that influence business process design (OP:475) (SP)
Explain the causes of business process changes (OP:476) (SP)

Performance Element: Understand supply chain management role to recognize its need in business.
Performance Indicators:
Explain the impact of supply chain on business performance (e.g., value, customer satisfaction, business design, sustainability) (OP:477) (SP)
Describe the impact of technology on supply chain management (OP:478) (SP)
Describe supply chain networks (OP:479) (SP)
Discuss global supply chain issues (OP:480) (SP)
Discuss the nature of supply chain management (OP:303) (SP)

Performance Element: Manage purchasing activities to obtain the best service/product at the least cost.
Performance Indicators:
Maintain vendor/supplier relationships (OP:241) (SP)
Negotiate terms with vendors in business (OP:337) (SP)

Instructional Area: Professional Development (PD)
Standard: Understands concepts, tools, and strategies used to explore, obtain, and develop in a business career

Performance Element: Participate in career planning to enhance job-success potential.
Performance Indicators:
Discuss employment opportunities in business management and administration (PD:297, LAP-PD-297) (CS)
Instructional Area: Strategic Management (SM)

Standard: Understands tools, techniques, and systems that affect a business's ability to plan, control, and organize an organization/department

Performance Element: Recognize management's role to understand its contribution to business success.

Performance Indicators:
- Discuss the nature of managerial planning (SM:063) (SP)
- Explain managerial considerations in organizing (SM:064, LAP-SM-064) (SP)
- Describe managerial considerations in staffing (SM:065, LAP-SM-065) (SP)
- Discuss managerial considerations in directing (SM:066, LAP-SM-066) (SP)
- Describe the nature of managerial control (control process, types of control, what is controlled) (SM:004, LAP-SM-400) (SP)
- Describe factors that influence management (SM:028) (MN)

Performance Element: Control an organization's/department's activities to encourage growth and development.

Performance Indicators:
- Set departmental policies (SM:092) (MN)
- Show the effect of departmental strategy on departmental goals/objectives (SM:093) (MN)

Performance Element: Adapt to and manage change within an organization to accomplish organizational objectives.

Performance Indicators:
- Describe relationship among innovation, learning, and change (SM:094) (CS)
- Explain the nature of change management (SM:095) (SP)
- Explain the change-management lifecycle (SM:096) (SP)

Instructional Area: Knowledge Management (KM)

Standard: Understands the systems, strategies, and techniques used to collect, organize, analyze, and share information known in an organization

Performance Element: Acquire a foundational understanding of knowledge management to understand its nature and scope.

Performance Indicators:
- Explain the nature of knowledge management (KM:001, LAP-KM-001) (SP)
- Discuss the role of ethics in knowledge management (KM:002, LAP-KM-002) (SP)
- Explain the use of technology in knowledge management (KM:003) (SP)
- Explain legal considerations for knowledge management (KM:004) (SP)
Performance Element: Use knowledge management strategies to improve the performance and competitive advantage of an organization.

Performance Indicators:
Identify techniques that can be used to capture and transfer knowledge in an organization (KM:005) (SP)
Apply knowledge management processes (KM:018) (SP)

Instructional Area: Project Management (PJ)
Standard: Understands tools, techniques, and systems that are used to plan, implement, monitor, and evaluate business projects

Performance Element: Utilize project management skills to start, run, and end projects.
Performance Indicators:
Initiate project (PJ:005) (SP)
Prepare work breakdown structure (WBS) (PJ:006) (SP)
Execute and control projects (PJ:009) (SP)
Manage project team (PJ:007) (SP)
Manage project schedule (PJ:010) (SP)
Close project (PJ:008) (SP)

Instructional Area: Quality Management (QM)
Standard: Understands the need for standards and the strategies and techniques used to implement, monitor, and evaluate them

Performance Element: Understand the role and function of quality management to obtain a foundational knowledge of its nature and scope.
Performance Indicators:
Explain the nature of quality management (QM:001, LAP-QM-001) (SP)
Describe the nature of quality management frameworks (e.g., Six Sigma, ITIL, CMMI) (QM:002) (SP)
Discuss the need for continuous improvement of the quality process (QM:003) (SP)
Instructional Area: Risk Management (RM)

Standard: Understands risk-management strategies and techniques used to minimize business loss

Performance Element: Acquire a foundational understanding of risk management to demonstrate knowledge of its nature and scope.
Performance Indicators:
- Explain the role of ethics in risk management (RM:041, LAP-RM-041) (SP)
- Describe the use of technology in risk management (RM:042) (SP)
- Discuss legal considerations affecting risk management (RM:043) (SP)
- Describe international considerations affecting risk management (RM:092) (SP)

Performance Element: Manage risks to protect a business's financial well-being.
Performance Indicators:
- Identify departmental business risks (RM:093) (MN)
- Assess business risks (RM:094) (MN)
- Assess task risks (RM:095) (MN)
Instructional Area: Communication Skills (CO)

Standard: Understands the concepts, strategies, and systems used to obtain and convey ideas and information

Performance Element: Facilitate internal/external office communications to support work activities.
Performance Indicators:
- Greet and direct visitors (CO:181) (CS)
- Take and relay messages (CO:182) (CS)
- Field telephone calls (CO:183) (CS)
- Arrange call-backs (CO:191) (CS)
- Screen telephone calls (CO:184) (CS)

Performance Element: Communicate with staff to clarify workplace objectives.
Performance Indicators:
- Adapt to communications styles (written, verbal, formal/informal) (CO:192) (CS)

Instructional Area: Emotional Intelligence (EI)

Standard: Understands techniques, strategies, and systems used to foster self-understanding and enhance relationships with others

Performance Element: Apply ethics to demonstrate trustworthiness.
Performance Indicators:
- Exercise confidentiality (EI:076) (CS)

Performance Element: Manage internal and external business relationships to foster positive interactions.
Performance Indicators:
- Act as the office “gatekeeper” (EI:094) (CS)
- Initiate and facilitate social interactions in a business environment (EI:096) (SP)
- Handle the social and protocol aspects of business (EI:097) (SP)
- Maintain contact with key clients/customers (EI:098) (SP)
- Entertain customers at the office (EI:099) (SP)
- Act as the liaison between departments (EI:100) (SP)
- Manage office atmosphere (EI:101) (MN)
- Represent employer at meetings (EI:102) (MN)
Instructional Area: Financial Analysis (FI)

Standard: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources

Performance Element: Implement accounting procedures to track money flow and to determine financial status.
Performance Indicators:
- Track expenses (FI:604) (SP)
- Track client billing (FI:605) (MN)
- Perform payroll duties (i.e., compile hours, write payroll checks, distribute checks) (FI:606) (MN)
- Determine the impact of types of transactions on company finances (FI:607) (MN)

Performance Element: Maintain cash controls to track cash flow.
Performance Indicators:
- Explain cash control procedures (e.g., signature cards, deposit slips, internal/external controls, cash clearing, etc.) (FI:113) (CS)
- Maintain petty-cash fund (FI:310) (SP)
- Arrange advance travel cash (FI:603) (SP)
- Manage purchasing cards (FI:778) (SP)

Performance Element: Acquire fundamental knowledge of investment analysis and selection to make prudent investment decisions.
Performance Indicators:
- Describe information that can be obtained from annual reports (FI:277) (SP)

Instructional Area: Human Resources Management (HR)

Standard: Understands the tools, techniques, and systems that businesses use to plan, staff, lead, and organize its human resources

Performance Element: Implement organizational skills to facilitate others' work efforts.
Performance Indicators:
- Handle logistics for expats (HR:505) (MN)

Performance Element: Assist with staff growth and development to increase productivity and employee satisfaction.
Performance Indicators:
- Train staff on system usage (HR:430) (SU)
Instructional Area: Information Management (NF)

Standard: Understands tools, strategies, and systems needed to access, process, maintain, evaluate, and disseminate information to assist business decision-making

Performance Element: Utilize information-technology tools to manage and perform work responsibilities.
Performance Indicators:
- Prepare expense report tools (NF:197) (SP)
- Demonstrate advanced web-search skills (NF:121) (SP)
- Demonstrate advanced word-processing skills (NF:122) (SP)
- Demonstrate advanced presentation applications (NF:123) (SP)
- Demonstrate advanced database applications (NF:124) (SP)
- Mine databases for information (NF:125) (SP)
- Demonstrate advanced spreadsheet applications (NF:126) (SP)
- Create a web page for business applications (NF:127) (SP)
- Manage website's content (NF:198) (SP)
- Prepare for cyber- and video-conferencing (NF:199) (SP)
- Capture text using OCR (optical character reader) software (NF:128) (SP)
- Use voice recognition technology to prepare documents (NF:129) (SP)
- Utilize imaging software (NF:131) (SP)
- Use accounting software (NF:200) (SP)

Performance Element: Perform scheduling functions to facilitate on-time, prompt completion of work activities.
Performance Indicators:
- Create calendar/schedule (NF:164) (CS)
- Maintain appointment calendar (NF:165) (CS)
- Verify appointments (NF:166) (CS)
- Schedule appointments (NF:188) (SP)
- Prepare itinerary (NF:189) (SP)
- Arrange accommodations and entertainment for visitors (NF:190) (SP)
- Make travel arrangements (NF:167) (SP)
- Make meeting arrangements (NF:168) (SP)
**Performance Element:** Prepare documentation to communicate with internal/external clients.

**Performance Indicators:**
- Proofread documents (NF:180) (CS)
- Prepare company correspondence (NF:192) (CS)
- Prepare agendas (NF:194) (CS)
- Prepare materials for presentations (NF:195) (CS)
- Prepare reports (NF:181) (CS)
- Edit documents (NF:196) (SP)
- Prepare financial data (NF:182) (SP)
- Prepare RFPs (Request for Proposal) (NF:183) (MN)

**Performance Element:** Manage business records to maintain needed documentation.

**Performance Indicators:**
- Process customer orders (NF:169) (CS)
- Route orders (NF:170) (CS)
- File records electronically/manualy (NF:171) (CS)
- Organize and maintain files (NF:172) (CS)
- Collect documentation needed to compile reports (NF:173) (CS)
- Track shipping practices (NF:174) (CS)
- Complete boss's expense reports after trips (NF:191) (SP)
- Set up filing system appropriate for media/documents being stored (NF:175) (SP)
- Control incoming/outgoing documentation process (NF:176) (SP)
- Develop retention system appropriate for media/documents being stored (NF:177) (SP)
- Archive information according to retention procedures (NF:178) (SP)
- Audit records periodically (NF:179) (MN)

**Instructional Area:** Operations (OP)

**Standard:** Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning

**Performance Element:** Utilize organizational skills to support business operations.

**Performance Indicators:**
- Organize and track project resources (OP:357) (SP)
- Plan meetings (OP:233) (SP)
- Plan events (OP:358) (MN)
- Set up and coordinate conference (OP:359) (MN)

**Performance Element:** Implement purchasing activities to obtain business supplies, equipment, resources, and services.

**Performance Indicators:**
- Re-order/purchase office supplies (OP:360) (CS)
- Purchase office furniture/equipment (OP:361) (MN)
Performance Element: Implement quality-control processes to minimize errors and to expedite workflow.

Performance Indicators:
Implement process improvement techniques (OP:362) (SP)

Performance Element: Maintain work flow to enhance productivity.

Performance Indicators:
Assist with overflow work (OP:231) (CS)
Support staff with assigned project-based work (OP:351) (CS)
Chunk and sequence tasks for timely completion of job responsibilities (OP:352) (CS)
Solve information flow problems (OP:353) (SP)
Coordinate submission of proposals (OP:232) (SP)
Manage work from multiple bosses (OP:356) (SP)

Performance Element: Utilize office equipment to accomplish job assignments.

Performance Indicators:
Operate calculator (OP:197) (PQ)
Operate copier (OP:198) (PQ)
Operate printer (OP:199) (PQ)
Operate fax machines (OP:200) (PQ)
Operate postage meter (OP:201) (CS)
Operate scanner (OP:202) (CS)

Performance Element: Perform routine/daily office assignments to support others and/or to maintain smooth office operations.

Performance Indicators:
Code and enter data (OP:347) (CS)
Open and distribute office mail/parcels (OP:348) (CS)
Update mail/telephone directories (OP:349) (CS)
Coordinate direct mailings (OP:350) (SP)

Performance Element: Troubleshoot problems with office equipment to make repairs and/or to obtain technical support.

Performance Indicators:
Isolate and identify source of technical problem (OP:203) (CS)
Follow manufacturer's written procedures to fix technical problem (OP:204) (CS)
Obtain technical support services (OP:205) (CS)
Performance Element: Abide by risk-management policies and procedures for technology to minimize loss.

Performance Indicators:
Adhere to technology safety and security policies (e.g., acceptable use policy, web page policies) (OP:206) (CS)
Apply ergonomic techniques to technology tasks (OP:207) (CS)
Adhere to laws pertaining to computer crime, fraud, and abuse (OP:208) (CS)
Follow procedures used to restart and recover from situations (e.g., system failure, virus infection) (OP:209) (CS)
Follow policies to prevent loss of data integrity (OP:210) (CS)
Adhere to organization's policies for technology use (OP:211) (CS)

Instructional Area: Professional Development (PD)

Standard: Understands concepts, tools, and strategies used to explore, obtain, and develop in a business career

Performance Element: Acquire self-development skills to enhance relationships and improve efficiency in the work environment.

Performance Indicators:
Explain professional responsibilities in administrative services (PD:178) (CS)
Exhibit a professional image (PD:280) (CS)
Demonstrate effective organizational skills (PD:281) (CS)
Use advanced memory/recall methods (PD:282) (SP)

Performance Element: Utilize critical-thinking skills to determine best options/outcomes.

Performance Indicators:
Anticipate boss's needs (PD:283) (SP)
Confront difficult situations (PD:284) (SP)

Performance Element: Participate in career planning to enhance job-success potential.

Performance Indicators:
Explain career opportunities in administrative services (PD:183) (CS)
Describe certifications in administrative services (PD:184) (CS)

Instructional Area: Knowledge Management (KM)

Standard: Understands the systems, strategies, and techniques used to collect, organize, analyze, and share information known in an organization

Performance Element: Use knowledge management strategies to improve the performance and competitive advantage of an organization.

Performance Indicators:
Take minutes of meetings (KM:008) (SP)
Create and maintain a work station/procedures manual (KM:009) (MN)
Instructional Area: Financial Analysis (FI)

Standard: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources

Performance Element: Implement suitable internal accounting controls to ensure the proper recording of financial transactions.

Performance Indicators:
Explain the purpose of internal accounting controls (FI:343, LAP-FI-343) (SP)

Instructional Area: Information Management (NF)

Standard: Understands tools, strategies, and systems needed to access, process, maintain, evaluate, and disseminate information to assist business decision-making

Performance Element: Facilitate computer system operations to enhance usability.

Performance Indicators:
Explain issues involved in designing systems for different environments (NF:136) (SP)
Explain usability engineering methods (NF:137) (SP)
Support and maintain a multimedia website (NF:138) (SP)

Performance Element: Create and access databases to acquire information for business decision-making.

Performance Indicators:
Build data in a data warehouse (NF:142) (SP)
Create a meaningful data set (NF:143) (SP)
Manipulate data in the database management system (NF:144) (SP)
Analyze company's data requirements (NF:145) (SP)
Design a database to meet business requirements (NF:146) (SP)
Identify database trends (NF:147) (SP)

Performance Element: Apply data mining methods to acquire pertinent information for business decision-making.

Performance Indicators:
Demonstrate advanced data mining techniques (NF:245) (SP)
Discuss challenges associated with data mining (NF:246) (SP)
Explain factors used to select the appropriate data mining technique (NF:247) (SP)
Explain factors used to establish data mining rules (NF:248) (SP)
Discuss the nature of mining unstructured data (NF:249) (SP)
Integrate data mining (analytics) into business operations (NF:250) (MN)
Performance Element: Utilize computer's operating system to manage and perform work responsibilities.
Performance Indicators:
Move files in the computer operating system (NF:153) (CS)
Create directories (NF:154) (CS)
Maintain data files in appropriate format (i.e., preserve, convert, or migrate) (NF:251) (CS)
Utilize cloud computing applications (NF:252) (CS)
Implement version control (NF:253) (SP)
Explain the use of computer systems in problem solving (e.g., computer programs, scripts, algorithms, data structure) (NF:254) (SP)
Explain how programming techniques are used to solve problems (e.g., paradigms, languages, attribute definition) (NF:255) (SP)
Explain methods of constructing programs (NF:256) (SP)

Performance Element: Utilize technology to support business strategies and operations.
Performance Indicators:
Explain methods used to develop the technological infrastructure (NF:155) (SP)
Explain the nature of enterprise-resource systems (NF:262) (SP)
Identify management information requirements (NF:156) (SP)
Evaluate data structures (NF:263) (SP)
Discuss the nature of enterprise architecture (NF:157) (MN)
Align technology with business needs (NF:158) (MN)

Performance Element: Apply statistical data analysis methods to aid in business data interpretation.
Performance Indicators:
Select confidence levels (NF:228) (SP)
Test data for definitive relationships (NF:229) (SP)
Test data for definitive associations (NF:230) (SP)
Test data for meaningful differences (NF:231) (SP)
Use statistical data inferences to draw preliminary conclusions (NF:232) (SP)
Identify types of data analysis modeling techniques (NF:233) (SP)
Apply mathematical data analysis modeling techniques (NF:234) (SP)
Use data analysis software (NF:235) (SP)

Performance Element: Interpret research data into information for business decision-making.
Performance Indicators:
Explain the use of descriptive statistics in business decision making (NF:236) (SP)
Interpret descriptive statistics for business decision making (NF:237) (SP)
Interpret business data correlations (NF:238) (SP)
Draw conclusions on the research question/issue (NF:239) (SP)
Performance Element: Acquire data to facilitate issue identification and analysis.
Performance Indicators:
Describe methods of securely transmitting data (NF:243) (CS)
Formulate data validation strategies and methods (e.g., system edits, reports, audits) (NF:244) (CS)

Performance Element: Develop code to aid in data interpretation.
Performance Indicators:
Identify the scope of data (e.g., structured, unstructured, data types) (NF:257) (SP)
Explain Boolean logic (NF:258) (SP)
Write code that performs data analysis (e.g., mathematical operations, string operations, truth tables, operators, control structures, call functions) (NF:259) (SP)
Write code to access data repositories (NF:260) (SP)
Write code to create information categories for analysis (NF:261) (SP)

Instructional Area: Operations (OP)
Standard: Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning

Performance Element: Develop an understanding of business analysis to improve business functions and activities.
Performance Indicators:
Discuss the connection between business analysis and business process management (OP:328) (SP)
Explain types of requirements (e.g., business, system, functional, nonfunctional) (OP:329) (SP)

Performance Element: Analyze business processes to improve business performance.
Performance Indicators:
Document business processes (OP:457) (SP)
Identify the business process problem/issue (OP:458) (SP)
Define data needs and limitations (e.g., data fields, constraints, assumptions, variations expectations) (OP:459) (SP)
Identify data acquisition strategies (OP:460) (SP)
Plan the requirements for data analysis (OP:330) (SP)
Analyze business processes (e.g., measure efficiency, benchmark metrics) (OP:461) (SP)
Recommend improvements to business processes (OP:462) (SP)

Performance Element: Implement suitable operational controls to achieve goals and minimize risk.
Performance Indicators:
Explain the purpose of operational controls (OP:463) (SP)
Determine the components of operational control procedures for a business (OP:464) (MN)
Maintain operational controls (OP:465) (MN)
Instructional Area: Professional Development (PD)

Standard: Understands concepts, tools, and strategies used to explore, obtain, and develop in a business career.

Performance Element: Acquire self-development skills to enhance relationships and improve efficiency in the work environment.
Performance Indicators:
- Explain professional responsibilities in business information management (PD:180) (SP)
- Discuss the role and responsibilities of project managers (PD:181) (SP)
- Describe the role and responsibilities of business analysts (PD:182) (SP)

Performance Element: Participate in career planning to enhance job-success potential.
Performance Indicators:
- Explain career opportunities in business information management (PD:185) (SP)
- Describe certifications in business information management (PD:186) (SP)
- Identify continuing education courses or program available to enhance business information management skills (PD:343) (SP)
- Identify professional association opportunities in business information management (PD:344) (SP)

Instructional Area: Strategic Management (SM)

Standard: Understands tools, techniques, and systems that affect a business's ability to plan, control, and organize an organization/department.

Performance Element: Coordinate information management and business management to aid in business planning.
Performance Indicators:
- Explain the strategic role of information systems/information communication technology within an organization (SM:037) (SP)
- Describe requirements for aligning information technology and business strategy to leverage data as a strategic asset (SM:079) (SP)
- Determine risks and rewards of developing a strategic role for information systems/information communication technology (SM:038) (MN)
- Integrate information systems planning with business planning (SM:039) (MN)
Instructional Area: Knowledge Management (KM)

Standard: Understands the systems, strategies, and techniques used to collect, organize, analyze, and share information known in an organization

Performance Element: Use knowledge management strategies to improve the performance and competitive advantage of an organization.

Performance Indicators:
- Establish uniform definitions of data (KM:010) (SP)
- Create a reference tool (data dictionary) (KM:011) (SP)
- Explain enterprise search design principles (KM:012) (SP)
- Analyze content management structures (e.g., taxonomies, metadata, retention) (KM:013) (SP)
- Maintain knowledge management systems (KM:015) (SP)
- Update knowledge management systems (KM:016) (SP)
- Develop knowledge management strategies (KM:014) (MN)

Instructional Area: Quality Management (QM)

Standard: Understands the need for standards and the strategies and techniques used to implement, monitor, and evaluate them

Performance Element: Manage quality to achieve organizational objectives.

Performance Indicators:
- Discuss the implications of quality costs (QM:010) (SP)
- Test product/service for quality (QM:004) (SP)
- Calculate quality costs (e.g., prevention, appraisal, failure) (QM:011) (MN)
- Develop a plan/program for quality achievement (QM:005) (MN)
- Determine reliability factors impacting the quality of a product/service (QM:006) (MN)
- Develop continuous-improvement strategies (QM:007) (MN)

Instructional Area: Risk Management (RM)

Standard: Understands risk-management strategies and techniques used to minimize business loss

Performance Element: Manage risk to protect a business's well-being.

Performance Indicators:
- Discuss the nature of enterprise risk management (ERM) (RM:062) (SP)
- Discuss the nature of credit risk management (RM:064) (MN)
- Discuss reasons to integrate risk management into business operations (RM:055) (MN)
- Integrate risk management into business operations (RM:057) (MN)
Instructional Area: Business Law (BL)

Standard: Understands business’s responsibility to know, abide by, and enforce laws and regulations that affect business operations and transactions

Performance Element: Apply knowledge of business contracts to establish business relationships.

Performance Indicators:
Discuss the nature of contract suspensions (BL:084) (SP)
Explain the nature of contract terminations (BL:085) (SP)
Issue a service/goods contract (BL:087) (MN)

Performance Element: Adhere to regulations for business expansion to meet government requirements and industry standards.

Performance Indicators:
Follow domestic laws governing business expansion (BL:123) (MN)
Follow laws governing global expansion (BL:124) (MN)

Performance Element: Understand government/legal activities that affect global trade to make business decisions.

Performance Indicators:
Explain regulations restricting customer trade (e.g., OFAC, FCPA, anti-bribery) (BL:156) (SP)
Comply with export licensing regulations (BL:127) (SP)
Obtain releases and clearances to export products (BL:128) (SP)
Explain the nature of legal recourse in resolving global business disputes (BL:129) (MN)

Performance Element: Develop a compliance program to protect the company wellbeing.

Performance Indicators:
Explain the nature of a compliance program (BL:162) (SP)
Develop policies/procedures to comply with regulatory requirements and self-regulatory guidelines (BL:150) (MN)
Develop a compliance program (BL:132) (MN)

Performance Element: Resolve legal/regulatory issues to protect the company’s well-being.

Performance Indicators:
Mediate disputes (BL:157) (MN)
Negotiate settlement of legal and regulatory matters (BL:158) (MN)
Instructional Area: Communication Skills (CO)

Standard: Understands the concepts, strategies, and systems used to obtain and convey ideas and information

Performance Element: Write internal and external business correspondence to convey and obtain information effectively.
Performance Indicators:
Repurpose content for social media (CO:210) (SP)

Performance Element: Manage communications efforts to protect brand viability.
Performance Indicators:
Explain the nature of communications plans (CO:195) (SP)
Implement a communications plan (CO:196) (SP)
Monitor communications plan (CO:197) (SP)
Develop communications plan (CO:198) (SP)
Adjust communications plan (CO:199) (SP)
Develop a crisis management plan (CO:200) (MN)

Instructional Area: Customer Relations (CR)

Standard: Understands the techniques and strategies used to foster positive, ongoing relationships with customers

Performance Element: Foster positive relationships with customers to enhance sales.
Performance Indicators:
Develop social media strategy for customer service (CR:036) (MN)
Determine customer acquisition and retention strategy (CR:037) (MN)

Instructional Area: Emotional Intelligence (EI)

Standard: Understands techniques, strategies, and systems used to foster self-understanding and enhance relationships with others

Performance Element: Apply ethics to demonstrate trustworthiness to staff.
Performance Indicators:
Explain the nature of managerial ethics (EI:079) (MN)
Performance Element: Manage internal and external business relationships to foster positive interactions.

Performance Indicators:
- Explain the impact of business customs and practices on global trade (EI:082) (SP)
- Describe the nature of business customs and practices in the North American market (EI:083) (SP)
- Explain the nature of business customs and practices in Western Europe (EI:084) (SP)
- Explain the nature of business customs and practices in Eastern Europe (EI:117) (SP)
- Explain the nature of business customs and practices in Latin America (EI:085) (SP)
- Describe the nature of business customs and practices in the Pacific Rim (EI:086) (SP)
- Discuss the nature of business customs and practices in the Middle East (EI:087) (SP)
- Explain the nature of business customs and practices in South Asia (EI:118) (SP)
- Describe the nature of business customs and practices in Northern Africa (EI:119) (SP)
- Discuss the nature of business customs and practices in Sub-Saharan Africa (EI:120) (SP)

Instructional Area: Financial Analysis (FI)

Standard: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources

Performance Element: Understand the fundamentals of managerial accounting to aid in financial decision-making.

Performance Indicators:
- Describe types of costs used in managerial accounting (e.g., direct cost, indirect cost, sunk cost, differential cost) (FI:658) (SP)
- Describe marginal analysis techniques and applications (FI:659) (SP)
- Explain the nature of managerial accounting (FI:660) (SP)
- Discuss the use of variance analysis in managerial accounting (FI:661) (SP)

Performance Element: Manage financial risks to protect a business’s financial well-being.

Performance Indicators:
- Assess accounting risks (FI:371) (MN)
- Assess fraud risk (FI:777) (MN)
**Instructional Area: Human Resources Management (HR)**

**Standard:** Understands the tools, techniques, and systems that businesses use to plan, staff, lead, and organize its human resources

**Performance Element:** Determine staffing needs to minimize costs while maximizing business contribution.

**Performance Indicators:**
- Describe the nature of human-resources planning (HR:490) (SU)
- Explain approaches to the identification of human resources in foreign markets (HR:491) (SU)
- Determine causes of staff turnover (HR:492) (MN)

**Performance Element:** Perform talent-development activities.

**Performance Indicators:**
- Assist with leadership development of individuals (HR:509) (MN)
- Facilitate career development planning (HR:510) (MN)
- Participate in succession planning (HR:511) (MN)

**Performance Element:** Control human resources management activities to maintain workforce standards.

**Performance Indicators:**
- Manage employee turnover (HR:512) (MN)

**Performance Element:** Build employer-employee relationships to foster productivity.

**Performance Indicators:**
- Mentor an employee (HR:514) (MN)

**Performance Element:** Understand staff issues/problems to enhance productivity and improve employee relationships.

**Performance Indicators:**
- Explain labor-relations issues (HR:452) (SP)
- Discuss issues associated with workplace diversity (e.g., ethnic, generational, religious, gender) (HR:515) (SP)

**Instructional Area: Operations (OP)**

**Standard:** Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning

**Performance Element:** Manage facilities to reduce costs and minimize social impact.

**Performance Indicators:**
- Explain the nature of facilities management (OP:466) (SP)
- Design sustainability strategies (OP:467) (MN)
- Develop a real estate master plan (OP:468) (MN)
Performance Element: Manage operational risks to protect a business’s financial well-being.

Performance Indicators:
Identify the factors that contribute to operational risk (e.g., insufficient training, lack of supervision, inadequate security, poor system design, poor HR policies) (OP:447) (SP)
Discuss the nature of operational risk management (OP:448) (SP)
Assess legal risks (OP:469) (MN)
Evaluate speculative business risks (OP:470) (MN)
Assess business's potential to expand into new markets (OP:471) (MN)

Instructional Area: Professional Development (PD)

Standard: Understands concepts, tools, and strategies used to explore, obtain, and develop in a business career

Performance Element: Explore professional development opportunities to enhance management skills.

Performance Indicators:
Identify continuing education courses or programs available to enhance management skills (PD:258) (SP)
Describe certifications for management professionals (e.g., American Management Association [AMA], American National Standards Institute [ANSI]) (PD:259) (SP)
Identify professional association opportunities for management professionals (e.g., educational opportunities, networking, conferences, newsletters, publications) (PD:260) (SP)

Performance Element: Adhere to a professional code of ethics to guide business decisions.

Performance Indicators:
Discuss factors to consider in developing a managerial code of ethics (PD:261) (MN)
Utilize an established professional code of ethics (PD:262) (MN)

Instructional Area: Strategic Management (SM)

Standard: Understands tools, techniques, and systems that affect a business's ability to plan, control, and organize an organization/department

Performance Element: Recognize management's role to understand its contribution to business success.

Performance Indicators:
Discuss the nature of global management (SM:029) (MN)
Explain management theories and their applications (SM:030) (MN)
Explain motivation theories and their applications (SM:080) (MN)
Explain expectation-setting processes and their application (SM:081) (MN)
Performance Element: Implement corporate social responsibility to achieve business objectives.
Performance Indicators:
- Explain the nature of corporate social responsibility (SM:082) (SP)
- Monitor compliance with corporate social responsibility policies (SM:083) (SP)
- Measure corporate social responsibility impact (SM:084) (SP)
- Develop corporate social responsibility policies (SM:085) (MN)
- Develop corporate social responsibility strategy (SM:086) (MN)

Performance Element: Plan organization's/department's activities to guide and support decision-making and to ensure that staff focuses on the right priorities.
Performance Indicators:
- Describe the strategic planning process in an organization (SM:040) (MN)
- Identify and set benchmarks for key performance indicators (SM:041) (MN)
- Develop strategies for achieving company vision (SM:042) (MN)
- Develop processes that can be used to improve business results (SM:045) (MN)
- Analyze exit plan options (SM:046) (ON)
- Develop company vision (SM:047) (ON)
- Determine business's overall global strategy (SM:048) (ON)
- Develop company's management plan (SM:049) (ON)

Performance Element: Design organizational structure to facilitate business activities.
Performance Indicators:
- Describe organizational structures for managing foreign business activities (SM:031) (MN)
- Develop an organizational plan for human resources (SM:032) (MN)
- Develop an organizational strategy for foreign businesses (SM:033) (MN)

Performance Element: Control organization's/department's activities to monitor business activities and to make business decisions.
Performance Indicators:
- Discuss the importance of the coordinating/controlling role in the business environment (SM:055) (MN)
- Evaluate individual department's contribution to organizational effectiveness (SM:056) (MN)
- Apply benchmarking techniques (SM:057) (MN)
- Interpret internal information for strategic planning (e.g., financial/accounting, marketing, operations, human resources, information technology, and individual employee data) (SM:058) (MN)
- Assess company's strategic-planning processes (SM:059) (MN)
Performance Element: Adapt to and manage change within an organization to accomplish organizational objectives.
Performance Indicators:
- Explain the impact of organizational change on organizational development (SM:087) (SP)
- Describe strategies and approaches for leading change (SM:088) (SP)
- Assess change readiness (SM:089) (MN)
- Develop change management strategy (SM:090) (MN)
- Design change management programs (SM:091) (MN)

Instructional Area: Knowledge Management (KM)

Standard: Understands the systems, strategies, and techniques used to collect, organize, analyze, and share information known in an organization

Performance Element: Use knowledge management strategies to improve the performance and competitive advantage of an organization.
Performance Indicators:
- Identify ways to use crowdsourcing in business (KM:017) (SP)

Instructional Area: Quality Management (QM)

Standard: Understands the need for standards and the strategies and techniques used to implement, monitor, and evaluate them

Performance Element: Manage quality to achieve organizational objectives.
Performance Indicators:
- Describe product standards' issues associated with global business (QM:008) (SP)
- Develop a plan/program for quality achievement (QM:005) (MN)
- Develop continuous-improvement strategies (QM:007) (MN)

Instructional Area: Risk Management (RM)

Standard: Understands risk-management strategies and techniques used to minimize business loss

Performance Element: Manage risk to protect a business’s well-being.
Performance Indicators:
- Discuss the nature of global risk (RM:065) (SP)
- Describe types of indicators used to manage business risk (e.g., key risk indicators, key performance indicators, key process indicators) (RM:088) (SP)
- Assess enterprise risk (RM:067) (MN)
- Develop risk-management plan (RM:090) (MN)
- Evaluate risk-management plan (RM:091) (MN)
- Select risk-management strategies (RM:089) (MN)
Instructional Area: Business Law (BL)
Standard: Understands business's responsibility to know, abide by, and enforce laws and regulations that affect business operations and transactions

Performance Element: Implement human-resources laws and regulations to ensure equitable treatment of employees and to meet government requirements.
Performance Indicators:
- Explain unfair labor practices (BL:119) (SP)
- Comply with compensation and benefit laws (BL:120) (SP)
- Determine human resources management's legal responsibility in maintaining labor relations (BL:121) (MN)
- Participate in collective-bargaining process (BL:122) (MN)

Instructional Area: Communication Skills (CO)
Standard: Understands the concepts, strategies, and systems used to obtain and convey ideas and information

Performance Element: Write internal and external business correspondence to convey and obtain information effectively.
Performance Indicators:
- Repurpose content for social media (CO:210) (SP)

Performance Element: Communicate with staff to clarify workplace expectations and benefits.
Performance Indicators:
- Maintain confidentiality in dealing with personnel (CO:187) (SP)
- Describe elements of a human resources management’s communications program (CO:188) (SP)
- Communicate human resource strategies, plans, and policies to the workforce (CO:189) (MN)

Instructional Area: Emotional Intelligence (EI)
Standard: Understands techniques, strategies, and systems used to foster self-understanding and enhance relationships with others

Performance Element: Use communication skills to influence others.
Performance Indicators:
- Negotiate benefit plan administration and improvements (e.g., reduced costs, better benefits) with carriers (EI:081) (MN)
Instructional Area: Financial Analysis (FI)

Standard: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources

Performance Element: Manage financial resources to maintain and evaluate human-resources expenses.
Performance Indicators:
Prepare and maintain human-resources development budget (FI:558) (MN)
Conduct cost-benefit analysis of human-resources development program (FI:779) (MN)
Determine HR's liabilities (FI:780) (MN)

Instructional Area: Human Resources Management (HR)

Standard: Understands the tools, techniques, and systems that businesses use to plan, staff, lead, and organize its human resources

Performance Element: Understand human resources management models to demonstrate knowledge of their nature and scope.
Performance Indicators:
Explain human resources management functions (HR:413) (SP)
Discuss factors that impact human resources management (e.g., availability of qualified employees, alternative staffing methods, employment laws/regulations, company policies/procedures, compensation and benefit programs, staff diversity, etc.) (HR:415) (SP)
Explain factors to consider when hiring different categories of employees (e.g., interns, independent contractors, people with disabilities, seniors, non-US citizens) (HR:516) (MN)
Performance Element: Plan talent-acquisition activities to guide human resources management decision-making.

Performance Indicators:
Describe planning techniques used in the hiring process (e.g., succession planning, forecasting, etc.) (HR:416) (SP)
Evaluate the use of alternative staffing methods (e.g., outsourcing, telecommuting, etc.) (HR:417) (MN)
Develop/tailor job application forms/blanks (HR:517) (MN)
Develop job descriptions and profiles (HR:518) (MN)
Assess availability of qualified applicants (HR:418) (MN)
Classify jobs (HR:419) (MN)
Establish salary ranges (HR:519) (MN)
Choose employment tests to administer to job applicants (HR:520) (MN)
Establish employee-selection procedures (HR:420) (MN)
Develop hiring policies and procedures (HR:429) (MN)
Develop strategies to market the organization to potential employees (HR:421) (MN)
Write and post job announcements (HR:521) (MN)
Develop a staffing plan (HR:422) (MN)

Performance Element: Implement talent-acquisition activities to obtain qualified staff.

Performance Indicators:
Explain assessment methods used in the hiring process (HR:522) (SP)
Explain contingency factors affecting job offer (e.g., background checks, drug tests, physical results, etc.) (HR:426) (SP)
Track job applicants (HR:523) (SP)
Administer and interpret employee selection tests (HR:423) (SP)
Recruit new employees (HR:498) (SU)
Investigate applicant’s background (HR:524) (SU)
Assess employees' potential for growth and development in the organization (HR:424) (MN)
Make job offer (HR:425) (MN)
Create a job offer/denial letter (HR:525) (MN)

Performance Element: Control talent-acquisition activities to improve efficiencies of human resources selection.

Performance Indicators:
Evaluate the effectiveness of recruitment sources (HR:427) (MN)
Use staffing metrics to assess effectiveness of hiring decisions (e.g., cost benefit analysis, costs-per-hire, selection ratios, adverse impact, etc.) (HR:428) (MN)
Develop employee retention management plan (HR:526) (MN)
Performance Element: Conduct on-boarding activities to facilitate employee start-up.
Performance Indicators:
Perform post-employment offer activities (HR:431) (SP)
Explain the use of employment contracts (HR:432) (SP)
Explain standard relocation practices (HR:433) (SP)
Assist with employee relocation (HR:434) (SP)
Describe expatriation and repatriation issues and practices (HR:435) (SP)

Performance Element: Determine employee-development needs to foster staff’s growth and professional development.
Performance Indicators:
Assess employee skills (HR:438) (SP)
Conduct task/process analysis (HR:439) (SP)
Conduct gap and/or needs analysis to identify human-resources development needs (HR:443) (SP)
Assess company's learning needs (HR:440) (SP)

Performance Element: Perform talent-development activities.
Performance Indicators:
Determine learning objectives (HR:527) (SP)
Choose learning methods (HR:528) (SP)
Write training activities (HR:441) (SP)
Prepare a training plan (HR:529) (SP)
Design a learning module (HR:530) (SP)
Select experts for employee development (HR:442) (SP)
Facilitate employee learning (HR:531) (SP)
Evaluate learning (HR:532) (SP)
Determine issues impacting human-resources development (e.g., organizational culture and policies, societal norms, etc.) (HR:444) (SP)
Apply human-resources development theories (HR:445) (SP)
Implement employee-development program (HR:446) (SP)
Assist with leadership development of individuals (HR:509) (MN)
Facilitate career development planning (HR:510) (MN)
Develop training program (HR:447) (MN)
Assist with development of a succession management system (HR:534) (MN)
Performance Element: Control human resources management activities to maintain workforce standards.
Performance Indicators:
Assist with establishment of work rules (HR:460) (SP)
Implement informal performance appraisals (HR:461) (MN)
Assist supervisors with performance appraisal tools (HR:462) (MN)
Manage employee turnover (HR:512) (MN)
Identify and implement HR best practices (HR:535) (MN)
Develop informal performance management procedures (HR:463) (MN)
Develop performance management system (HR:536) (MN)
Establish a performance improvement plan (HR:537) (MN)
Develop an employee handbook (HR:538) (MN)
Develop human-resources management policy/procedure manual (HR:464) (MN)

Performance Element: Assess human resources management activities to improve their effectiveness.
Performance Indicators:
Evaluate impact of leadership development (HR:539) (MN)
Evaluate effectiveness of new-employee orientation (HR:436) (MN)
Assess effectiveness of training (HR:437) (MN)
Assess human-resources development program effectiveness (HR:448) (MN)
Conduct HR audit (HR:540) (MN)

Performance Element: Build employer-employee relationships to foster productivity.
Performance Indicators:
Mentor an employee (HR:514) (MN)
Develop employee-relations programs (HR:451) (MN)
Administer employee-retention plans (HR:541) (MN)

Performance Element: Assess employer-employee relationships to foster productivity.
Performance Indicators:
Assess effectiveness of employee-relations activities (HR:450) (SP)
Evaluate employee engagement and commitment (HR:542) (MN)

Performance Element: Understand staff issues/problems to enhance productivity and improve employee relationships.
Performance Indicators:
Explain labor-relations issues (HR:452) (SP)
Describe talent management issues associated with organizational changes (e.g., right-sizing, downsizing, talent relocation, organizational restructuring or redesign) (HR:543) (SP)
Discuss issues associated with workplace diversity (e.g., ethnic, generational, religious, gender) (HR:515) (SP)
Describe out-placement procedures and activities used in layoffs (HR:453) (SP)
Performance Element: Resolve staff issues/problems to enhance productivity and improve employee relationships.

Performance Indicators:
- Document employee issues (e.g., reasonable suspicion, harassment, attendance) and recommend solutions (HR:454) (SP)
- Manage employee issues (e.g., attendance, workplace harassment, workplace violence) (HR:544) (SU)
- Resolve disputes internally (HR:545) (MN)
- Participate in dispute resolution (HR:456) (MN)
- Discipline employees (HR:455) (MN)
- Determine the strategic importance of employee exit (HR:457) (MN)
- Adhere to employment-at-will regulations (HR:458) (MN)
- Downsize staff due to layoffs (HR:459) (MN)
- Facilitate career transitions of employees (HR:546) (MN)

Performance Element: Understand total reward strategies.

Performance Indicators:
- Explain the nature of benefit plans (e.g., health insurance, life insurance, educational assistance, health club membership, etc.) (HR:475) (SP)
- Explain the nature of fitness/wellness programs offered by businesses (HR:482) (SP)
- Explain the nature of retirement plans (HR:476) (SP)
- Explain components of total rewards system (HR:467) (SP)
- Discuss the nature of executive compensation (HR:469) (SP)
- Explain payroll functions (HR:465) (SP)

Performance Element: Administer total reward strategies.

Performance Indicators:
- Manage flexible work arrangements (HR:547) (SP)
- Administer leave management procedures (HR:548) (SP)
- Administer employee fitness/wellness programs (HR:549) (SP)
- Arrange pension/retirement benefits for employees (HR:550) (SP)
- Determine overtime eligibility and pay (HR:551) (MN)

Performance Element: Design total rewards strategies to match management’s goals and attract employees.

Performance Indicators:
- Identify pay structures (HR:470) (MN)
- Determine pay grade of job (HR:471) (MN)
- Determine components of total rewards system (HR:468) (MN)
- Design a retirement plan (HR:478) (MN)
- Establish a benefits plan (HR:479) (MN)
- Create a market-based pay system (HR:466) (MN)
Performance Element: Analyze total rewards strategies to meet employee expectations and to remain competitive with other employers.
Performance Indicators:
- Identify emerging compensation issues (HR:472) (SP)
- Explain methods that can be used to analyze total rewards programs (HR:480) (SP)
- Benchmark total rewards practices by successful organizations (HR:552) (SP)
- Conduct benefits need assessment (HR:477) (SP)
- Assess company's employee fitness/wellness program (HR:483) (SP)
- Evaluate benefits plan (HR:481) (MN)
- Analyze pay rates (HR:473) (MN)
- Analyze pay equity (HR:553) (MN)

Performance Element: Develop and assess company's health and safety programs to ensure compliance and protect employees.
Performance Indicators:
- Evaluate effectiveness of company's injury/occupational illness prevention programs (HR:485) (SP)
- Set up company's safety training program (HR:554) (MN)
- Set up company's injury/occupational illness prevention programs (HR:486) (MN)

Performance Element: Contribute to organizational development to change the beliefs, attitudes, values, and structure of organizations so that they can better adapt to new technologies, markets, and challenges.
Performance Indicators:
- Explain the nature of organizational development (HR:487) (SP)
- Apply organizational-development theories (HR:488) (MN)
- Leverage workplace diversity and inclusion to achieve organizational objectives (HR:555) (MN)
- Evaluate human resources management's contribution to organizational effectiveness (HR:489) (MN)
- Handle HR requirements for a merger or acquisition (HR:556) (MN)

Instructional Area: Information Management (NF)
Standard: Understands tools, strategies, and systems needed to access, process, maintain, evaluate, and disseminate information to assist business decision-making

Performance Element: Maintain business records to facilitate business operations.
Performance Indicators:
- Verify new hire's employment eligibility (NF:269) (SP)
- Process immigration-related records (NF:270) (SP)
- Administer worker's compensation claim (NF:271) (SP)
- Process OSHA documentation (NF:272) (SP)
- Complete new hire documentation and reporting (NF:273) (SP)
- Build a chain of evidence to demonstrate value of human resource management (NF:274) (MN)
Performance Element: Acquire information to guide business decision-making.
Performance Indicators:
- Explain trends in human resources management (NF:275) (SP)
- Determine turnover rate and its causes (NF:276) (SP)
- Identify and report factors negatively impacting productivity (NF:277) (SP)

Performance Element: Utilize a human resource information system to increase organizational efficiency.
Performance Indicators:
- Explain the nature of a human resource information system (HRIS) (NF:159) (SP)
- Capture and store data in a human resource information system (HRIS) (NF:160) (SP)
- Mine data in human resource information system (NF:161) (SP)
- Identify trends in human resource information systems (HRIS) (NF:162) (MN)
- Institute policies/procedures to protect the privacy of human-resources information (NF:163) (MN)

Performance Element: Utilize a learning management system to increase organizational efficiency.
Performance Indicators:
- Explain the nature of a learning management system (LMS) (NF:265) (SP)
- Capture and store data in a learning management system (LMS) (NF:266) (SP)
- Mine data in learning management systems (NF:267) (SP)
- Identify trends in learning management systems (NF:268) (MN)

Instructional Area: Operations (OP)

Standard: Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning

Performance Element: Understand health and safety issues to support a safe work environment.
Performance Indicators:
- Describe general health and safety practices monitored and assessed by human resources management (OP:212) (SP)
- Discuss the nature of incident and emergency response plans (OP:213) (SP)
- Describe the nature of employee-assistance programs (OP:214) (SP)
Performance Element: Troubleshoot health and safety problems to foster a safe work environment.
Performance Indicators:
Conduct an accident investigation (OP:481) (SP)
Identify potential workplace violence conditions (OP:223) (SP)
Monitor drug and alcohol testing (OP:482) (SP)
Protect business's security when terminating employees (OP:224) (MN)
Implement workplace injury/occupational illness procedures (e.g., worker's compensation, OSHA) (OP:225) (MN)
Ensure compliance with all applicable workplace health and safety laws and regulations (OP:226) (MN)
Facilitate investigation procedures of workplace safety, health, and security enforcement agencies (OP:227) (MN)

Performance Element: Develop and analyze human-resources programs, practices, and services that promote the physical and mental well-being of individuals in the workplace to protect individuals and the workplace.
Performance Indicators:
Identify opportunities to “green” the workplace (OP:483) (SP)
Recommend an emergency response plan (OP:317) (SP)
Recommend an incidence response plan (OP:318) (SP)
Recommend a security plan for a business (OP:320) (SP)
Evaluate incident and emergency response plans (e.g., natural disasters, workplace safety threats, evacuations, etc.) (OP:319) (MN)
Evaluate security plans to protect the company from liability (OP:321) (MN)
Set up an employee-assistance program (OP:324) (MN)
Evaluate effectiveness of safety training and incentive programs (OP:326) (MN)
Recommend a business recovery plan (OP:484) (MN)

Instructional Area: Professional Development (PD)
Standard: Understands concepts, tools, and strategies used to explore, obtain, and develop in a business career

Performance Element: Participate in career planning to enhance job-success potential.
Performance Indicators:
Explain career opportunities in human resources management (PD:187) (SP)
Describe certifications for human resources-management professionals (e.g., Professional in Human Resources [PHR], Senior Professional in Human Resources [SPHR], Global Professional in Human Resources [GPHR], etc.) (PD:188) (SP)
Performance Element: Explore professional development opportunities to enhance skills needed in human resources management.

Performance Indicators:
Identify continuing education courses or programs available to enhance human resources management skills (PD:263) (SP)
Identify professional association opportunities for human resources management professionals (e.g., educational opportunities, networking, conferences, newsletters, publications) (PD:264) (SP)

Instructional Area: Strategic Management (SM)

Standard: Understands tools, techniques, and systems that affect a business's ability to plan, control, and organize an organization/department

Performance Element: Implement strategic-planning processes to guide human-resources-management decision-making.

Performance Indicators:
Explain how human resources management participates in a company's strategic planning process (SM:050) (SP)
Describe the impact of organizational factors on human-resource management strategies (e.g., global business strategy, organizational structure, organizational culture) (SM:097) (SP)
Develop organizational change-management program (SM:052) (MN)
Facilitate activities to enable strategic management process implementation (SM:053) (MN)
Evaluate human resources management's contribution to organizational effectiveness (SM:054) (MN)

Performance Element: Evaluate organization's strategic planning and policy-making processes to guide decision-making.

Performance Indicators:
Apply environmental scanning techniques to assess strategic-planning processes (SM:060) (MN)
Apply results of environmental scan to business goals/objectives (SM:061) (MN)
Evaluate organizational change-management program (SM:062) (MN)
Align workforce strategies with organization's objectives (SM:098) (MN)

Instructional Area: Knowledge Management (KM)

Standard: Understands the systems, strategies, and techniques used to collect, organize, analyze, and share information known in an organization

Performance Element: Use knowledge management strategies to improve the performance and competitive advantage of an organization.

Performance Indicators:
Identify ways to use crowdsourcing in business (KM:017) (SP)
Instructional Area: Business Law (BL)

Standard: Understands business's responsibility to know, abide by, and enforce laws and regulations that affect business operations and transactions

Performance Element: Apply knowledge of business contracts to establish business relationships.
Performance Indicators:
Discuss the nature of contract suspensions (BL:084) (SP)
Explain the nature of contract terminations (BL:085) (SP)
Issue a service/goods contract (BL:087) (MN)

Performance Element: Understand laws regulating the vendor/supplier bidding process to facilitate business operations.
Performance Indicators:
Discuss regulations that affect the vendor/supplier bidding process (BL:125) (SP)

Performance Element: Develop a compliance program to protect the company wellbeing.
Performance Indicators:
Explain the nature of a compliance program (BL:162) (SP)
Develop policies/procedures to comply with regulatory requirements and self-regulatory guidelines (BL:150) (MN)

Instructional Area: Communication Skills (CO)

Standard: Understands the concepts, strategies, and systems used to obtain and convey ideas and information

Performance Element: Write internal and external business correspondence to convey and obtain information effectively.
Performance Indicators:
Repurpose content for social media (CO:210) (SP)

Instructional Area: Customer Relations (CR)

Standard: Understands the techniques and strategies used to foster positive, ongoing relationships with customers

Performance Element: Foster positive relationships with customers to enhance sales.
Performance Indicators:
Use digital media to enhance customer post-sales experience (CR:028) (SP)
Explain the relationship between customer services and sales (CR:027) (CS)
Process customer returns (CR:022) (CS)
Instructional Area: Emotional Intelligence (EI)

Standard: Understands techniques, strategies, and systems used to foster self-understanding and enhance relationships with others

Performance Element: Manage internal and external business relationships to foster positive interactions.

Performance Indicators:
- Explain the impact of business customs and practices on global trade (EI:082) (SP)
- Describe the nature of business customs and practices in the North American market (EI:083) (SP)
- Explain the nature of business customs and practices in Western Europe (EI:084) (SP)
- Explain the nature of business customs and practices in Eastern Europe (EI:117) (SP)
- Explain the nature of business customs and practices in Latin America (EI:085) (SP)
- Describe the nature of business customs and practices in the Pacific Rim (EI:086) (SP)
- Discuss the nature of business customs and practices in the Middle East (EI:087) (SP)
- Explain the nature of business customs and practices in South Asia (EI:118) (SP)
- Describe the nature of business customs and practices in Northern Africa (EI:119) (SP)
- Discuss the nature of business customs and practices in Sub-Saharan Africa (EI:120) (SP)

Instructional Area: Financial Analysis (FI)

Standard: Understands tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources

Performance Element: Understand the fundamentals of managerial accounting to aid in financial decision-making.

Performance Indicators:
- Describe types of costs used in managerial accounting (e.g., direct cost, indirect cost, sunk cost, differential cost, etc.) (FI:658) (SP)
- Describe marginal analysis techniques and applications (FI:659) (SP)
- Explain the nature of managerial accounting (FI:660) (SP)
- Discuss the use of variance analysis in managerial accounting (FI:661) (SP)

Performance Element: Implement suitable internal accounting controls to ensure the proper recording of financial transactions.

Performance Indicators:
- Explain the purpose of internal accounting controls (FI:343, LAP-FI-343) (SP)
- Determine the components of internal accounting control procedures for a business (FI:479) (SP)
- Maintain internal accounting controls (FI:480) (SP)
Performance Element: Utilize cost accounting methods to guide business decision-making.
Performance Indicators:
Discuss the relationship between operations management and accounting (FI:416) (SP)
Describe the nature of cost accounting decision making (FI:417) (SP)
Explain the nature of job costing (FI:418) (SP)
Describe the nature of activity-based costing (FI:419) (SP)
Perform job costing (FI:421) (MN)
Conduct cost/benefit analysis on planned acquisitions (FI:423) (MN)

Performance Element: Manage financial risks to protect a business’s financial well-being.
Performance Indicators:
Assess accounting risks (FI:371) (MN)
Assess fraud risk (FI:777) (MN)

Instructional Area: Information Management (NF)
Standard: Understands tools, strategies, and systems needed to access, process, maintain, evaluate, and disseminate information to assist business decision-making

Performance Element: Acquire information to guide business decision-making.
Performance Indicators:
Use analytical software (e.g., SPSS, SAS, Excel, etc.) (NF:214) (SP)

Performance Element: Explain the role of technology to process and track customer orders.
Performance Indicators:
Describe the impact of technology on order processing (NF:118) (CS)
Explain the nature of universal product code (UPC) barcoding (NF:119) (SP)
Explain the nature of radio frequency identification (RFID) tags (NF:120) (SP)

Performance Element: Manage business records to maintain needed documentation.
Performance Indicators:
Process customer orders (NF:169) (CS)

Instructional Area: Operations (OP)
Standard: Understands the processes and systems implemented to monitor, plan, and control the day-to-day activities required for continued business functioning

Performance Element: Develop an understanding of business analysis to improve business functions and activities.
Performance Indicators:
Discuss the connection between business analysis and business process management (OP:328) (SP)
Explain types of requirements (e.g., business, system, functional, nonfunctional) (OP:329) (SP)
Performance Element: Acquire foundational knowledge of distribution to understand its role and function.

**Performance Indicators:**
- Explain the nature and scope of distribution (OP:522) (CS)
- Explain the relationship between customer service and distribution (OP:523) (CS)
- Describe the use of technology in distribution (OP:524) (SP)
- Explain legal considerations in distribution (OP:525) (SP)
- Describe ethical considerations in distribution (OP:526) (SP)

Performance Element: Maintain property and equipment to facilitate ongoing business activities.

**Performance Indicators:**
- Identify routine activities for maintaining business facilities and equipment (OP:032) (SP)
- Conduct safety inspections (OP:490) (SP)
- Monitor and evaluate maintenance program (OP:491) (SP)
- Plan maintenance program (OP:033) (MN)
- Improve maintenance program (OP:492) (MN)

Performance Element: Understand purchasing activities to obtain business materials and services.

**Performance Indicators:**
- Describe the role of solicitations used in the purchasing process (OP:244) (SP)
- Discuss the impact of vendor competition on purchasing (OP:245) (SP)
- Discuss the nature of purchasing methods (OP:248) (SP)
- Describe business objectives/strategies that influence purchasing (OP:249) (SP)
- Describe the relationship between purchasing and operations management activities (e.g., strategic sourcing, sustainability, supply chain management) (OP:486) (SP)

Performance Element: Manage purchasing activities to obtain the best service/product at the least cost.

**Performance Indicators:**
- Coordinate corporate purchasing activities (OP:487) (SP)
- Develop purchasing guidelines (OP:488) (MN)

Performance Element: Acquire knowledge of organizational requirements to properly handle purchase activity.

**Performance Indicators:**
- Discuss organizational requirements for purchase authorizations (OP:251) (SP)
- Discuss priority procedures used by businesses for purchases (OP:252) (SP)
- Explain budgetary procedures for purchase activity (OP:253) (MN)
Performance Element: Plan the production of a product/service to facilitate business operations.

Performance Indicators:
- Explain the factors impacting a master production schedule (OP:255) (MN)
- Create a master production schedule (OP:256) (MN)
- Evaluate the effectiveness and efficiency of a production schedule (OP:257) (MN)
- Develop an operational contingency plan (OP:493) (MN)

Performance Element: Conduct supply chain management activities to coordinate the movement of materials, information, and funds into an organization and the movement of finished products/services out of an organization.

Performance Indicators:
- Explain the nature of order cycle time (OP:299) (SP)
- Describe the nature of inter-organizational supply chains (OP:301) (SP)
- Describe the relationship between supply chain management and operations management (OP:304) (SP)
- Describe supply-chain management strategies (OP:305) (SP)
- Use supply chain measures to evaluate achievement of goals (OP:498) (SP)
- Evaluate risk factors and trends affecting supply chain systems (e.g., sustainability, political volatility) (OP:499) (SP)
- Identify supply chain process improvement opportunities (OP:500) (SP)
- Evaluate supplier performance and compliance (OP:501) (SP)
- Implement supply chain management strategies (OP:306) (SP)

Performance Element: Adjust the work capacity of an organization to meet predicted demands.

Performance Indicators:
- Discuss the nature of capacity planning (OP:313) (SP)
- Describe factors impacting demand (OP:314) (SP)
- Explain types of capacity planning (e.g., lead strategy, lag strategy, match strategy) (OP:315) (MN)
- Plan work capacity (OP:316) (MN)

Performance Element: Utilize order-fulfillment processes to move product through the supply chain.

Performance Indicators:
- Use an information system for order fulfillment (OP:380) (CS)
- Fulfill orders (OP:381) (CS)
- Analyze capabilities of electronic business systems to facilitate order fulfillment (OP:382) (MN)
- Assess order fulfillment processes (OP:383) (MN)
Performance Element: Implement receiving processes to ensure accuracy and quality of incoming shipments.

Performance Indicators:
- Explain the receiving process (OP:384) (CS)
- Explain stock-handling techniques used in receiving deliveries (OP:385) (CS)
- Process incoming merchandise (OP:386) (CS)
- Resolve problems with incoming shipments (OP:387) (CS)
- Establish receiving schedules (OP:388) (MN)

Performance Element: Utilize stock-handling procedures to process incoming inventory.

Performance Indicators:
- Attach source and anti-theft tags (OP:389) (CS)
- Maintain evidence of material sources (OP:485) (CS)
- Process returned/damaged product (OP:396) (CS)
- Transfer stock to/from branches (OP:397) (SP)

Performance Element: Utilize warehousing procedures to store inventory until needed.

Performance Indicators:
- Explain storing considerations (OP:400) (CS)
- Explain the nature of warehousing (OP:401) (CS)
- Store inventory (OP:402) (CS)
- Select appropriate storage equipment (OP:403) (MN)
- Plan storage space (OP:404) (MN)

Performance Element: Understand transportation processes to move products through the supply chain.

Performance Indicators:
- Explain shipping processes (OP:405) (CS)
- Identify factors considered when selecting best shipping method (OP:406) (SP)

Performance Element: Utilize inventory-control methods to minimize costs and to meet customer demand.

Performance Indicators:
- Describe inventory control systems (OP:413) (CS)
- Explain types of unit inventory-control systems (OP:414) (SP)
- Describe strategies to minimize the cost of maintaining inventory (OP:489) (SP)
- Determine inventory shrinkage (OP:415) (SP)
- Maintain inventory-control systems (OP:416) (SP)
- Develop inventory-control systems (OP:419) (MN)
Performance Element: Manage facilities to reduce costs and minimize social impact.

Performance Indicators:
- Explain the nature of facilities management (OP:466) (SP)
- Identify waste management opportunities (OP:494) (SP)
- Identify sustainability opportunities (OP:495) (SP)
- Design sustainability strategies (OP:467) (MN)
- Evaluate real estate options (OP:496) (MN)
- Develop a real estate master plan (OP:468) (MN)
- Manage renovation projects (OP:497) (MN)

Performance Element: Manage operational risks to protect a business’s financial well-being.

Performance Indicators:
- Identify the factors that contribute to operational risk (e.g., insufficient training, lack of supervision, inadequate security, poor system design, poor HR policies) (OP:447) (SP)
- Discuss the nature of operational risk management (OP:448) (SP)

Performance Element: Analyze business processes to improve business performance.

Performance Indicators:
- Document business processes (OP:457) (SP)
- Identify the business process problem/issue (OP:458) (SP)
- Define data needs and limitations (e.g., data fields, constraints, assumptions, variations expectations) (OP:459) (SP)
- Identify data acquisition strategies (OP:460) (SP)
- Plan the requirements for data analysis (OP:330) (SP)
- Analyze business processes (e.g., measure efficiency, benchmark metrics) (OP:461) (SP)
- Recommend improvements to business processes (OP:462) (SP)

Performance Element: Implement suitable operational controls to achieve goals and minimize risk.

Performance Indicators:
- Explain the purpose of operational controls (OP:463) (SP)
- Determine the components of operational control procedures for a business (OP:464) (MN)
- Maintain operational controls (OP:465) (MN)

Performance Element: Assess product packaging to improve supply chain

Performance Indicators:
- Assess the impact of product packaging requirements on logistics (OP:502) (SP)
- Review product packaging to improve supply chain efficiency (OP:503) (SP)
- Align product packaging with organizational objectives (OP:504) (MN)
Performance Element: Evaluate transportation strategies to improve the performance and competitive advantage of the organization.

Performance Indicators:
- Describe the transportation modes (OP:505) (SP)
- Explain the scope of domestic and global transport systems (OP:506) (SP)
- Explain the impact of transportation costs on business performance (e.g., cost elements) (OP:507) (SP)
- Describe trends in international distribution systems (OP:508) (SP)
- Describe the nature of channel intermediaries for foreign markets (e.g., distributors, agents) (OP:509) (SP)
- Explain international transportation and delivery system elements (OP:510) (SP)
- Develop transportation plans (OP:511) (SP)
- Assess transportation processes (OP:512) (SP)
- Describe the nature and scope of reverse logistics (OP:513) (SP)
- Explain the impact of import and export requirements on supply chain design (e.g., documentation requirements, handling requirements) (OP:514) (SP)
- Manage transportation plans (OP:515) (MN)
- Improve transportation processes (OP:516) (MN)

Instructional Area: Professional Development (PD)

Standard: Understands concepts, tools, and strategies used to explore, obtain, and develop in a business career

Performance Element: Participate in career planning to enhance job-success potential.

Performance Indicators:
- Explain career opportunities in operations and supply chain management (PD:189) (SP)
- Describe certifications for operations-management professionals (PD:190) (SP)
- Describe certifications for supply chain management professionals (PD:345) (SP)

Performance Element: Explore professional development opportunities to enhance operations-management skills.

Performance Indicators:
- Identify continuing education courses or programs available to enhance operations- and supply chain management skills (PD:266) (SP)
- Identify professional association opportunities for operations- and supply chain management professionals (e.g., educational opportunities, networking, conferences, newsletters, publications) (PD:267) (SP)
- Utilize operations- and supply chain management publications (e.g., books, periodicals, newsletters) to update skills (PD:268) (SP)
Instructional Area: Knowledge Management (KM)

Standard: Understands the systems, strategies, and techniques used to collect, organize, analyze, and share information known in an organization

Performance Element: Use knowledge management strategies to improve the performance and competitive advantage of an organization.

Performance Indicators:
- Identify ways to use crowdsourcing in business (KM:017) (SP)
- Develop knowledge management processes (KM:023) (MN)
- Assess knowledge management strategies and processes (KM:024) (MN)
- Develop knowledge management strategies (KM:014) (MN)

Performance Element: Evaluate knowledge management strategies to improve the performance and competitive advantage of the organization.

Performance Indicators:
- Describe the relationship among knowledge management, innovation, and talent development (KM:020) (SP)
- Discuss the nature of records management (KM:021) (SP)
- Explain the role of organizational culture in knowledge management implementation (KM:019) (MN)
- Assess knowledge-management strategies (KM:022) (MN)

Instructional Area: Innovation Management (VM)

Standard: Understand the strategies and techniques used in marketplace innovation.

Performance Element: Understand the use of innovation to gain competitive advantage in the marketplace.

Performance Indicators:
- Discuss the nature of product development (VM:001) (SP)
- Describe the relationship between innovation and product development (VM:002) (SP)
- Explain ways to align product-development plans with business strategy (VM:003) (MN)

Performance Element: Acquire a foundational knowledge of product design and development to understand its nature and scope.

Performance Indicators:
- Describe methods for recognizing opportunities for innovation (VM:004) (SP)
- Identify the impact of product life cycles on operating decisions (VM:006) (SP)
- Describe the use of technology in product-development management (VM:007) (SP)
- Explain business ethics in product-development management (VM:008) (SP)
Performance Element: Use innovation to contribute to ongoing business success.

Performance Indicators:
Identify opportunities for innovation (VM:009) (SP)
Determine feasibility of innovation (VM:010) (MN)
Develop proof of concept (VM:011) (MN)
Identify champion to push innovation through to fruition (VM:012) (MN)
Create environment to foster ongoing innovation (VM:013) (MN)
Manage innovation strategies and processes (e.g., product development, change management, project management) (VM:005) (MN)

Instructional Area: Quality Management (QM)

Standard: Understands the need for standards and the strategies and techniques used to implement, monitor, and evaluate them

Performance Element: Manage quality to achieve organizational objectives.

Performance Indicators:
Describe product standards' issues associated with global business (QM:008) (SP)
Discuss the implications of quality costs (QM:010) (SP)
Analyze materials and products to achieve quality goals (QM:009) (SP)
Test product/service for quality (QM:004) (SP)
Calculate quality costs (e.g., prevention, appraisal, failure) (QM:011) (MN)
Develop a plan/program for quality achievement (QM:005) (MN)
Determine reliability factors impacting the quality of a product/service (QM:006) (MN)
Develop continuous-improvement strategies (QM:007) (MN)

Instructional Area: Risk Management (RM)

Standard: Understands risk-management strategies and techniques used to minimize business loss

Performance Element: Administer contracts to achieve organizational goals and minimize risk.

Performance Indicators:
Monitor for breach of contract of non-performance related terms and conditions (RM:078) (SP)
Identify operational risk factors associated with business contracts (RM:096) (SP)
Develop monitoring programs for restrictive contract requirements (RM:082) (SP)
Comply with contract termination provisions (RM:084) (MN)
Develop plan to resolve breach of contract (e.g., renegotiation of terms, settlement, litigation) (RM:085) (MN)
Performance Element: Manage risk to protect a business's well-being.
Performance Indicators:
Discuss the nature of global risk (RM:065) (SP)
Describe types of indicators used to manage business risk (e.g., key risk indicators, key performance indicators, key process indicators) (RM:088) (SP)
Monitor third-party relationships for potential risk (RM:066) (SP)
Discuss the nature of enterprise risk management (ERM) (RM:062) (SP)
Discuss the nature of credit risk management (RM:064) (MN)
Discuss reasons to integrate risk management into business operations (RM:055) (MN)
Assess enterprise risk (RM:067) (MN)
Integrate risk management into business operations (RM:057) (MN)
Coordinate contingency planning (RM:068) (MN)
Evaluate contingency planning (RM:069) (MN)