



# Micro-Enterprise Curriculum



Teacher  
Edition

## High School Module 1: Finance

In the final module, students understand the financials behind business. The goal is to link math and business, showing students that even entrepreneurs need to have basic math skills in order to run a successful business. This is achieved by explaining a company's start-up costs, income, revenue, expenses, budgeting, forecasting, and profits modules.

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## General High School Standards – Addressed in all modules

Conversation / Speaking / Presenting	CC.11-12.L.1, CC.9-10.L.1, CC.9-10.SL.4, CC.9-10.SL.5, CC.9-10.SL.6
Writing, Speaking, Reading or Listening:	CC.11-12.SL.4, CC.11-12.SL.5, CC.11-12.SL.6
Reading:	CC.K-12.L.R.3,
Writing:	CC.K-12.L.R.2, CC.K-12.R.R.1, CC.K-12.R.R.2, CC.K-12.W.R.1, CC.11-12.W.1, CC.11-12.W.1.e, CC.11-12.W.2, CC.11-12.W.2.a, CC.11-12.W.2.b, CC.11-12.W.2.e, CC.11-12.W.3, CC.9-10.L.2, CC.9-10.L.2.c, CC.11-12.L.5.a, CC.9-10.L.5.a, CC.9-10.W.1, CC.9-10.W.1.d, CC.9-10.W.1.e, CC.9-10.W.2, CC.9-10.W.2.a, CC.9-10.W.2.b, CC.9-10.W.2.c, CC.9-10.W.2.d, CC.9-10.W.2.e, CC.9-10.W.2.f, CC.9-10.W.3, CC.9-10.W.3.b, CC.9-10.W.3.c, CC.9-10.W.3.e, CC.9-10.W.5
Comprehension:	CC.K-12.SL.1, CC.K-12.SL.2, CC.K-12.SL.3, CC.11-12.SL.1, CC.11-12.SL.1.c, CC.11-12.SL.1.d, CC.11-12.SL.2, CC.11-12.SL.3, CC.9-10.SL.1, CC.9-10.SL.1.a, CC.9-10.SL.1.b, CC.9-10.SL.1.c, CC.9-10.SL.1.d, CC.9-10.SL.2, CC.9-10.SL.3

### **High School – Module 5**

#### **Module Title: Finance**

General Description: The financials behind business. Link math and business necessary to run a successful business. This is achieved by explaining a company's start-up costs, income, revenue, expenses, budgeting, forecasting, and profits modules.

#### *Topics Covered*

1. Business Finance
2. Budgeting
3. Cash Flow
4. Income / Expenses
5. Creating a Business Ledger
6. Cost per Unit
7. Markup Percentages
8. Startup Costs / Research

#### *Standards Addressed*

Finance:	CC.9-12.S.MD.1, CC.9-12.S.MD.2, CC.9-12.S.MD.3, CC.9-12.S.MD.4, CC.9-12.S.MD.5, CC.9-12.S.MD.5a, CC.9-12.S.MD.5b, CC.9-12.S.MD.6, CC.9-12.S.MD.7
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## Module 5: Finance

In the final module, students understand the financials behind business. The goal is to link math and business, showing students that even entrepreneurs need to have basic math skills in order to run a successful business. This is achieved by explaining a company's start-up costs, income, revenue, expenses, budgeting, forecasting, and profits modules.

### Student Goals:

- > Understand various financial aspects of owning a business
- > Determine their personal income and learn how to budget.
- > Create a cash flow statement
- > Create a business ledger of expenses

### Sections:

- I. Understanding business finances
- II. Basics of budgeting
- III. Keeping Track of Cash Flow
- IV. Tracking income and expenses

### Worksheets:

1. Determining My Personal Expenses
2. Budgeting for My Family
3. Creating my budget
4. Create a business ledger

### Definitions: 8

### Classroom Discussions: 1

## Understanding Business Finances

As the overall goal of having a business is to make money, learning how to use it wisely is VERY important! If you cannot manage money well, your business will definitely fail.

### **DEFINITION:**

Startup costs:

Initial expenses/costs incurred to begin a business.

### **DISCUSSION:**

What are your startup costs? Where will you get the funds? Which costs / expenses are mandatory to start, and which ones can wait until the business has opened? Is it important to have everything perfect before the doors are opened, or can you start little by little and expand as you start to make money? Which idea is smarter?

*Assignment option:*

Have the students do the research and find all prices for the products and services that will be sold through their Micro-enterprise.

### **DEFINITION:**

Cost per unit:

The total cost of production, (how much it costs the business owner to create the product or service) and adding your markup percentage.

*Assignment option:*

Determine the cost per unit for your micro-enterprise. How did you create this number? Provide documentation.

### **DEFINITION:**

Income:

Total amount earned from a purchase

*Assignment option:*

How is income determined? Create an income statement for your micro-enterprise.

### **DEFINITION:**

Profit:

Money made after expenses are paid in a business.

How is profit determined?

Profit is determined by taking the total revenue and subtracting the actual cost of the product or service, business expenses and taxes

Income - cost per unit = profit

**DEFINITION:**

Business Expenses:

Any expenses incurred by business on a regular basis.

These include: Rent, taxes, insurance, utilities, etc.

*Assignment option:*

What will your business expenses be?

Rent, taxes, health insurance, car insurance, car payment, liability insurance, utilities, etc.

How will you determine the amounts? Provide backup documentation. (Internet printouts, quotes, etc.)



## Basics of Budgeting

**DEFINITION:**

Budgeting:

An overall view and/or average of all expenses, income and revenue together.

**WORKSHEET:** Determining My Personal Expenses

Complete the worksheet

**WORKSHEET:** Budgeting for My Family

Complete the worksheet

**WORKSHEET:** Creating My Budget

Complete the worksheet



## Keeping Track of Cash Flow

### **DEFINITION:**

#### Cash Flow

The total amount of money being transferred into and out of a business.

#### Cash Flow Statement

A financial statement that shows a business's changes in balance based on amount of cash in and cash out. This is a vital piece of financial record-keeping detailing of all payments.



## Tracking Income and Expenses

### **DEFINITION:**

#### Business Ledger

A document that tracks the credit (income) and debit (expenses) of an account.

### **WORKSHEET:** Create a Basic Business Ledger

Complete the worksheet



# Micro-Enterprise Curriculum



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