


*Ballston Spa High School
CTE Approved Programs*

Business & Technology Education



Ballston Spa

CENTRAL SCHOOL DISTRICT



The focus is on
what students are
graduating **TO...**

Rather than on what they are
graduating **FROM.**

BENEFITS - Students:

- ✓ Are **College and Career Ready** (Technical Endorsement)
- ✓ Have **Real-life Connections** with careers/workplace
- ✓ Are provided the **Opportunity for College Credit, Tuition Reduction, etc.**
- ✓ Are receiving instruction from a **High Quality CTE Program**
- ✓ Are eligible to participate in the **CTE (4+1) Graduation Pathway**
- ✓ Have a **Competitive Advantage**

Every Student Succeeds Act: **College, Career, and Civic Readiness** (Measures with a **weighting of 2**)

- Regents Diploma with Advanced Designation
- Regents Diploma with Seal of Biliteracy
- Regents Diploma & score of 3 or higher on AP exam
- Regents Diploma & score of 4 or higher on IB exam
- Regents/Local Diploma **with CTE Endorsement**

6 Components of CTE Approved Programs...

Meaningful Learning Strand of CTE Courses



Connections to Academic Content



Work-Based Learning Opportunities



Post-Secondary Agreement



3-Part Technical Assessment



CTE Certified Teachers

4 Steps to NYSED Approval

Self-Study



External Review



Board of Education Approval



October 21, 2020

NYS Education Department Review

SELF-STUDY: Review · Plan · Complete Applications

- **Projected Enrollment**
- **Log of meetings and work sessions**
- **Courses and Crosswalks with Standards**
- **Work-based Learning Opportunities**
- **Employability Profile**
- **3-Part Technical Assessment**
- **Post-Secondary Agreement**
- **CTE Certified Teachers**

BSHS CTE Programs of Study

Business (Submitting - 11/1/20)	Technology (Approved - 08/20)
Business Management/ Entrepreneurship	Building Sciences
Marketing	Pre-Engineering

Building Sciences

Technology Education Content-Specific Courses	Units	Other Required Courses	Units
*Basic Principles of Construction	1.0	Financial Literacy (CFM)	.5
*Cabinetry and Finish Carpentry	1.0		
*Carpentry and Masonry	1.0		
Total:	3.0	Total:	.5
Total Units in this Program of Study 3.5**			

*Students who successfully complete **Basic Principles of Construction, Cabinetry and Finish Carpentry, and Carpentry and Masonry** may earn 3 Articulation credits for **CNST 130: Principles and Practices of Light Construction** from HVCC

** There are no integrated or specialized courses from which students will earn academic credit in this Program of Study

TECHNICAL ASSESSMENT:

Part	Assessment Code	Title Assessment
Part I: Written	Precision Exams 510	Construction Trades Foundation
Part II: Performance	Precision Exams 510	Construction Trades Foundation
Part III: Project	Building Sciences Portfolio (including student work from each of the courses in the program of study, Career Plan, Employability Profile, and Documentation of 54 WBL hours) +	

Pre-Engineering

Technology Education Content-Specific Courses	Units	Other Required Courses	Units
*Design and Drawing for Production (DDP)	1.0	Financial Literacy (CFM)	.5
*Computer Integrated Manufacturing Systems (CIMS)	1.0		
*Civil Engineering & Architecture	1.0		
Workplace Experience: Pre-Engineering (CEIP)	.5		
Total:	3.5	Total:	.5
Total Units in this Program of Study 4.0**			

*Students who successfully complete **Design and Drawing for Production**, **Computer Integrated Manufacturing Systems**, and **Civil Engineering and Architecture** may earn 4 College in the HS (transcript) credits for each course from RIT.

** There are no integrated or specialized courses from which students will earn academic credit in this Program of Study

TECHNICAL ASSESSMENT:

Part	Assessment Code	Title Assessment
Part I: Written	Precision Exams 601	Engineering Principles I
Part II: Performance	Precision Exams 663	CAD Mechanical Design III
Part III: Project	Pre-Engineering Portfolio (including student work from each of the courses in the program of study, Career Plan, Employability Profile, and Documentation of 54 WBL hours) +	

Business Management/Entrepreneurship

Business Education Content-Specific Courses	Units	Other Required Courses	Units
Required Courses:		Financial Literacy (CFM)	.5
Business Essentials	.5		
*Introduction to Business	1.0		
Business and Personal Law	.5		
Professional Career Internship (CPI) (CEIP)	.5		
Choose One of the 3 Courses Below:			
Accounting	1.0		
*CHS Business Math	1.0		
*CHS Principles of Business Marketing	1.0		
Total:	3.5	Total:	.5
Total Units in this Program of Study 4.0**			

TECHNICAL ASSESSMENT:

Part	Assessment Vendor and Exam Code	Title Assessment
Part I: Written	Precision Exam 230	Business Management
Part II: Performance	Precision Exam 230	Business Management
Part III: Project	Business Management/Entrepreneurship Portfolio (including student work from each of the courses in the program of study, Career Plan, Employability Profile, and Documentation of 54 WBL hours) †	

Marketing

Business Education Content-Specific Courses	Units	Other Required Courses	Units
Business Essentials	.5	Financial Literacy	.5
*CHS Principles of Business Marketing	1.0		
Sports and Entertainment Marketing <u>or</u> The Fashion Industry	.5		
Business and Personal Law	.5		
Professional Career Internship (CPI) (CEIP)	.5		
Total:	3.0	Total:	.5
Total Units in this Program of Study 3.5**			

TECHNICAL ASSESSMENT:

Part	Assessment Vendor and Exam Code	Title Assessment
Part I: Written	Precision Exam 401	Marketing I
Part II: Performance	Precision Exam 401	Marketing I
Part III: Project	Business Management/Administration Portfolio (including student work from each of the courses in the program of study, Career Plan, Employability Profile, and Documentation of 54 WBL hours) +	

Ballston Spa

CENTRAL SCHOOL DISTRICT

Self-Study: Employability Profile

Employability Skills:

- Attendance
- Punctuality
- Workplace Appearance
- Takes Initiative
- Quality of Work
- Response to Supervision
- Cooperates with Others

CTE Content Area: Business Education

Program of Study: Marketing

Student's Name: _____

School Year: _____ Grade: 9 10 11 12 Anticipated Year of Graduation: _____

Rating Scale:

- 4•Outstanding:** Consistently demonstrates knowledge/skill required for entry-level position; often exceeds expectations; emerged as a leader.
- 3•Proficient:** Demonstrates knowledge/skill required for entry level position with rare exceptions; shows initiative in improving skills.
- 2•Developing:** Demonstrates some (or inconsistently demonstrates) knowledge/skill required for entry level position; further development needed.
- 1•Needs Improvement:** Rarely demonstrates knowledge/skill required for entry level position; a plan for improvement is needed.
- N/O•Not Observed:** Has yet to demonstrate (or has not yet been taught) knowledge/skill required for entry level position.

EMPLOYABILITY SKILLS (NYSED Employability Profile <http://www.p12.nysed.gov/specialed/publications/CDOScredential-att4.pdf>)

	9	10	11	12
Attendance:				
Understands & adheres work expectations for attendance.				
Notifies supervisor in advance in case of absence.				
Punctuality:				
Understands work expectations for punctuality.				
Arrives on time for work.				
Takes and returns from breaks on time.				
Calls supervisor prior to being late.				
Workplace Appearance:				
Dresses appropriately for the position and duties.				
Practices personal hygiene appropriate for position and duties.				
Takes Initiative:				
Participates fully in task/project from initiation to completion.				
Initiates interactions with supervisor for next task upon completion of previous one.				
Quality of Work:				
Gives best effort.				
Evaluates own work.				
Utilizes feedback to improve work performance.				
Strives to meet quality standards; provides optimal customer service.				
Response to Supervision:				
Accepts direction, feedback, & constructive criticism with positive attitude.				
Uses information to improve work performance.				
Demonstrates flexibility when nature of work changes.				
Communication Skills:				
Gives full attention to what other people are saying.				
Asks questions as appropriate.				
Understands what was heard.				
Communicates concerns clearly; asks for assistance when needed.				
Solves Problems and Makes Decisions:				
Identifies the nature of the problem.				
Evaluates various ways of solving the problem.				
Selects the best alternative to solve the problem.				
Acts on decision.				

	9	10	11	12
Cooperates with Others:				
Interacts & communicates with others in a friendly and courteous way.				
Shows respect for others' ideas, opinions, racial & cultural diversity.				
Effectively works as a member of a team.				
Resolves Conflict:				
Identifies the source of conflict.				
Suggests options to resolve the conflict.				
Helps parties reach a mutually satisfactory agreement.				
Observes Critically:				
Carefully attends to visual sources of information.				
Evaluates the information for accuracy, bias and usefulness.				
Develops a clear understanding of the information.				
Takes Responsibility for Learning:				
Identifies one's strengths and weaknesses.				
Sets goals for learning.				
Identifies and pursues opportunities for learning.				
Monitors one's progress toward achieving goals.				
Reads with Understanding:				
Reads print materials in a variety of formats (signs, books, instruction sheets, forms, charts, etc.) to locate, understand, apply and manage information they contain.				
Solve Problems Using Math:				
Works with mathematical information (numbers, symbols, etc.), procedures, and tools.				
Applies mathematical skills to answer a question, solve a problem, verify the reasonableness of results, make a prediction, or carry out a task that has mathematical dimensions.				
Health and Safety:				
Complies with health & safety rules for specific workplace.				
Technology:				
Uses job-related tools, technologies, & materials appropriately.				
Knowledge of Workplace:				
Demonstrates understanding of workplace policy and ethics.				

CTE Graduation Pathway*

1. Minimum diploma requirement of **22** credits
2. **Four** NYS Regents Examinations



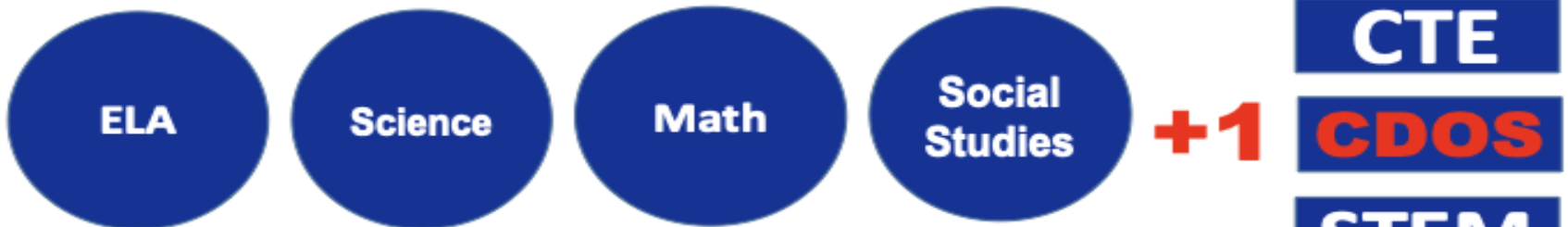
3. **“+1”** = NYSED-Approved 3-part Industry-Based National **Technical Assessment**
4. Complete a **CTE Approved Program** (that includes the technical assessment)



**Students exit school with a Regents diploma and a Technical Endorsement*

CDOS Graduation Pathway*

1. Minimum diploma requirement of **22** credits
2. **4** Required NYS Regents Examinations



3. **" +1 "** complete the requirements for the CDOS Credential in **Option 1 or 2**

**Students exit school with a Regents diploma and the CDOS Credential*

*Thank you for your time.
Questions?*

