



**Regional School District #4**  
**Chester – Deep River – Essex – Region 4**  
**Joint Board of Education Sub-Committee Meeting**

**Date: January 29, 2019**

**Committee: JOINT BOE CURRICULUM COMMITTEE**

|                         |   |                     |   |                        |   |
|-------------------------|---|---------------------|---|------------------------|---|
| Trisha Brookhart (R4)   |   | *Tracy Dickson (DR) | X | Kristina Martineau     | X |
| Jane Cavanaugh (R4)     | X | Lenore Grunko (DR)  |   | Mike Barile, VRHS      | X |
| Robert Bibbiani (C)     | X | Judie McCann (E)    |   | Carolyn Gbunblee, VRHS |   |
| Charlene Fearon (C Alt) | X | Carolyn Rotella (E) |   | Maria Ehrhardt, VRHS   | X |
|                         |   |                     |   | David Fitzgibbons (C)  | X |

X = present

\* = Chair

**Items/Discussion:**

**1. IB Resources**

VRHS Principal Mike Barile and VRHS IB Coordinator/CTE Coordinator Maria Ehrhardt presented the following IB resources:

Kognity e-resources for *History of the Americas*, *Biology*, *Physics*, *Business Management*, *Math Applications and Interpretation*, *Math Analysis and Approaches*, and *Theory of Knowledge*.

Oxford University Press for *Spanish IB*, *Spanish Skills and Practice*, *French IB*, *French Skills and Practice*, and *Literature*

McGraw-Hill for: *World Music Traditions and Transformations*

The committee discussed and approved proposed IB resources. Presentation attached to minutes.

**2. Intro to Early Childhood Education**

VRHS Principal Mike Barile and CTE Coordinator Maria Erhardt presented a course proposal for *Introduction to Early Childhood Education*. Both the proposed course and resource (G-W Publisher, *Working with Young Children*) were discussed by the committee and approved. Course proposal attached to minutes.

**Meeting adjourned: 7:25 p.m.**

**Next Curriculum Committee Meeting on March 26, 2019**

**Future Agenda Items: TBD**

Submitted by Kristina Martineau, Ed.D.

# Valley Regional High School

## Kognity Resource Proposal



# INTRODUCTION

- Digital textbooks should be more than PDFs.
- Kognity's textbooks are much more than scanned copies of traditional textbooks
- They have taken textbooks to the next level by making them interactive by including:
  - digital text and video,
  - 3D models
  - engaging practice tests to make the content interesting
- Most importantly, the design of Kognity provides teachers and students with a platform that allows for enhanced and deeper learning.
- The combination of the Kognity platform of pedagogy and technology takes student learning to the next level.

# AVAILABLE COURSES

- History of the Americas (SL and HL)
- Biology (SL and HL)
- Physics (SL and HL)
- Business Management (SL and HL)
- Math Applications and Interpretation (SL and HL)
- Math Analysis and Approaches (SL and HL)
- Theory of Knowledge (TOK)

*All of these subjects for one low price of \$90*

# COST COMPARISON

|                        | History  | Science  | Business | Math     | TOK      | Annual Cost Per Student | 5 Year Cost |
|------------------------|----------|----------|----------|----------|----------|-------------------------|-------------|
| Kognity                | Included | Included | Included | Included | Included | \$90                    | \$450       |
| Tradition Text Company | \$100    | \$100    | \$100    | \$100    | \$100    | \$500                   | \$500       |

- Equivalent if not less than traditional textbooks
  - Purchase precisely what we need as opposed to overbuying
- No replacement costs for lost or damaged books
- Continuous updates to ensure current content
- Maximize use of Chromebooks
- A consistent interface and approach to content



# ACCOUNT PREVIEW

# INTERFACE

Home

Help

Manage school

ME Maria

ME

Welcome Maria Ehrhardt

Valley Regional High School

Your subjects

+ Add more subjects



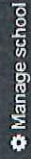


# COURSE DASHBOARD

Home > IBDP Business Management SL



Help



Manage school



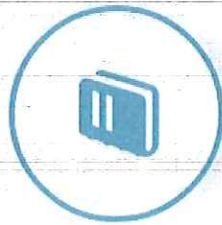
ME Maria



## IBDP Business Management SL

IB Diploma Business Management Standard Level FE2016

IBDP Business and management



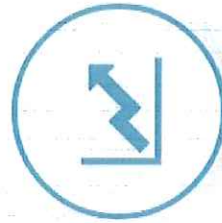
### > Textbook

Plan your lessons and see the material, examples, and exercises your students use.



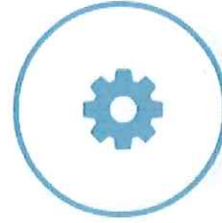
### > Assignments

Set an automatically graded quiz or homework.



### > Statistics

See how your students are progressing and performing.



### > Manage students

Ensure your students are in the right classes.



# TABLE OF CONTENTS

## IBDP Business Management SL

[View as student](#)

### Table of contents

- + 0. Introduction
- + 1. Business organisation and environment
- + 2. Human resource management
- + 3. Finance and Accounts
- + 4. Marketing
- + 5. Operations Management
- + 6. Internal assessment guide

# EXPANDED TABLE OF CONTENTS

## Table of contents

### — 0. Introduction

0.1 Concepts and case studies  
2 sections

### — 1. Business organisation and environment

1.1 Introduction to business management  
7 sections

1.2 Types of organisations  
7 sections

1.3 Organisational objectives  
7 sections

1.4 Stakeholders  
6 sections

1.5 External environment  
6 sections

1.6 Growth and evolution  
8 sections

 Exam style questions  
3 questions

### — 2. Human resource management

2.1 Functions and evolution of human resource management  
12 sections

2.2 Organisational structure





# SPECIFIC TOPIC



## Strategies and tactics

The word **strategy** is used to mean a variety of things in a variety of contexts. In this course, the word strategy will be employed to refer to the approach an organisation takes, or the plan it formulates, in order to reach a specific aim or objective. Returning to our example, if reducing quality defects to below 1% is an objective, one strategy for achieving that objective might be to develop a company-wide total quality management program (TQM). We will study TQM in [subtopic 5.3.4](#).

Business strategies usually refer to approaches that concern major decisions and involve senior management. A successful strategy can lead to the organisation's continued prosperity, while a failed strategy has the potential to jeopardise its future. We will study strategies that may be put in place in order to achieve the corporate aim of growth when we study the Ansoff matrix later in this subtopic in [section 1.3.5](#).



# DELIBERATE PLACEMENT OF TOK CONNECTIONS



Figure 2. Corporate sponsorship of local clubs can benefit both the community and the corporation.

## Theory of Knowledge

What might be the ways to research information on corporations' CSR policies and practices?

## The reasons why organisations set ethical objectives and the impact of implementing them

Corporations that set ethical objectives and develop significant CSR policies most often expect their businesses to improve as a result. Many of the connections between ethical objectives and financial performance are obvious, others are most subtle.



# EMBEDDED VIDEOS

supporting coffee growers, the company was able to improve the growers' well-being and limit environmental damage, but also ensure a sustainable supply of coffee beans for itself. Nestlé has created the video below to explain and promote shared value.



Another implication to the business of implementing ethical objectives is that it can be more expensive to be ethical and to have a CSR. For example, a plant that produces electricity would rather work without a filter to clean the gaseous exhaust, because it is expensive. But with a CSR, the company must buy a filter that costs about \$500,000. In general, it is more expensive for the company to become ethical and to start creating and implementing for better user practices in every field of the

# CREATING ASSIGNMENTS

Home » IBDP Business Management (SL) »

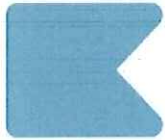
Assignments

Current assignments (0)

Help Manage school ME M

Create assignment

Select assignment type



**Reading assignment**

Select sections from the Kognity textbook for your students to complete.



**Question assignment**

Select questions from the Kognity question bank for your students to answer.

Cancel



# SELECT ASSIGNMENTS

Home » IBDP Business Management SL » Assignments » Create assignment

Help Manage school

ME Ma

Assignment saved

1. [Select sections](#) » 2. [Arrange sections](#) » 3. [Set assignment details](#)

No sections selected

Select sections

## Topics

0. Introduction

1. Business organisation and environm...

2. Human resource management

3. Finance and Accounts

4. Marketing

4.1 The role of marketing

4.2 Marketing planning

4.4 Market research

4.5 The four P's (product, price, pro...

## 4. Marketing

Add Section

☐ 4.1.0 The big picture

☐ 4.1.1 Relationship with other business functions

☐ 4.1.2 The market

☐ 4.1.3 Market orientation vs. product orientation

☐ 4.1.4 Social marketing

☐ 4.1.5 Market share and market leadership

☐ 4.1.6 Marketing objectives

☐ 4.1.7 Evolution of marketing strategies

Subtopic Link to textbook

4.1 Open subtopic

4.1 Open subtopic

4.1 Open subtopic

4.1 Open subtopic

4.1 Open subtopic

4.1 Open subtopic

4.1 Open subtopic

4.1 Open subtopic

# ARRANGE ASSIGNMENTS

< Step 1

Assignment saved

1. Select sections » 2. Arrange sections » 3. Set assignment details

3 sections selected

Step 3 >

## Arrange your 3 sections

Drag the sections up and down to reorder them.

| # | Section                                          | Remove from assignment |
|---|--------------------------------------------------|------------------------|
| 1 | 4.1.6 Marketing objectives                       | X                      |
| 2 | 4.1.1 Relationship with other business functions | X                      |
| 3 | 4.2.2 The four Ps of the marketing mix           | X                      |



# SET ASSIGNMENTS

## Set assignment details and send

### Recipients

Mike Barile in class 2019 Business Management SL.

[Change recipients](#)

### Name

Unit 4 Reinforcement Reading

### Email message

Please review the sections assigned to prepare for tomorrow's quiz.

### Set deadline

 2019-01-30 09:02

 Set deadline tomorrow  Set deadline in a week

 Save for later

☒ Confirm and review

# VIEW OF CREATED ASSIGNMENTS

## Assignments

Create assignment

| Current assignments (2)      |      | Past assignments (1)        |           |                  |
|------------------------------|------|-----------------------------|-----------|------------------|
| Assignment name              | Type | Subject Class               | Sent      | Deadline         |
| Assignment Draft 2019-01-29  |      | 2019 Business Management SL | Just sent | 2019-01-30 09:08 |
| Unit 4 Reinforcement Reading |      | 2019 Business Management SL |           | 2019-01-30 09:02 |

Showing 1 - 2 of 2 assignments



# PROGRESS - CLASS

Class Overview

Subject Overview

## Class Overview

IBDP Business Management SL 2019 Business Management SL (1 students)

Student name

Mike Barile

Last active

2 hours ago

Last 5 sections

1.6.2

4.1.0

1.1.0

6.1.1

3.1.0

Last 5 assignments



# PROGRESS - STUDENT

IBDP Business Management SL 2019 Business Management SL (1 students)

| Syllabus                                   | Sections completed | Students taking questions |
|--------------------------------------------|--------------------|---------------------------|
| + 0. Introduction                          | 0 / 2              | 0 / 1                     |
| - 1. Business organisation and environment | 0 / 41             | 1 / 1                     |
| + 1.1 Introduction to business management  | 0 / 7              | 1 / 1                     |
| + 1.2 Types of organisations               | 0 / 7              | 0 / 1                     |
| + 1.3 Organisational objectives            | 0 / 7              | 1 / 1                     |
| + 1.4 Stakeholders                         | 0 / 6              | 1 / 1                     |
| + 1.5 External environment                 | 0 / 6              | 1 / 1                     |
| + 1.6 Growth and evolution                 | 0 / 8              | 0 / 1                     |



# OTHER RESOURCES

## **Oxford IB Diploma Programme Resources**

- **Spanish**
- **French**
- **Language A (English)**

## **Cambridge University Press**

- **Visual Arts**
- **Creativity, Activity, Service (CAS)**

## **McGraw Hill**

- **Music**

## NEW COURSE PROPOSAL

School: Valley Regional High School

Prepared By: Jennifer Taliercio

Department: Career and Technical Education

Date: 10/2/2018

|                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                         |
|---------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Proposed course title &amp; level:</b>                                 | Intro to Early Childhood Education (Level 2)                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Length of course (semester or year long):</b>                          | Semester                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Why is the course needed?</b>                                          | The course would offer an excellent learning opportunity for students interested in the field of education. Students have a shared interest in working with young people and course would offer related knowledge and hands-on experience.                                                                                                                                                                              |
| <b>Possible impact on other courses:</b>                                  | This course will alternate with Textiles & Design, therefore each course being offered every other year.                                                                                                                                                                                                                                                                                                                |
| <b>Description as it may appear in course of studies:</b>                 | This is an introductory course to the field of early childhood education. Emphasis on historical perspectives and theories, understanding important milestones, health and safety issues as well as curriculum development and practice. Students will have a hands-on experience observing and working with young children and their families. Focus on birth to kindergarten following NAEYC standards and practices. |
| <b>Pre-requisites (if any):</b>                                           | NONE                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Tentative number of students and grade:</b>                            | 15, all grades.                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Proposed text (if known, textbook review process must be followed)</b> | Working with Young Children, 8th Edition                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Publisher:</b>                                                         | Goodheart-Willcox (GW)                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>Copyright:</b>                                                         | 2016                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Estimated Cost:</b>                                                    | N/A - Requesting from LEARN (Perkins Grant)                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Price per book: \$            x            # books</b>                 | --                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Students support materials: \$            x            # students</b>  | --                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Teacher support materials:</b>                                         | --                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Technology available to support text:</b>                              | --                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                         |



|                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                     |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Shipping costs:</b>                                                                                                                                                                                                                                                                                          | --                                                                                                                                                  |
| <b>ESTIMATED TOTAL TEXT COST:</b>                                                                                                                                                                                                                                                                               | LEARN (Perkins)                                                                                                                                     |
| <b>Additional staff needed:</b>                                                                                                                                                                                                                                                                                 |                                                                                                                                                     |
| <b>Additional supplies needed:</b>                                                                                                                                                                                                                                                                              | Nasco Ready or Not Tot (Infant Simulators)                                                                                                          |
| <b>Curriculum development that would be needed to implement this course:</b><br><u>Guidelines</u><br>Development of a new course – 2 people minimum, 15 hrs each<br>Revision to a course – 2 people minimum, 10 hrs each<br>Implementation of a new text into an existing course – 1 person minimum, 5 hrs each | Taliercio<br>15 hours                                                                                                                               |
| <b>Technology (hardware and software other than what's listed in textbook section) needed to implement this course (include approximate cost):</b>                                                                                                                                                              | Infant Simulators mentioned above<br>10 @ about \$280 = \$ 2,800<br>Request from LEARN                                                              |
| <b>Other:</b>                                                                                                                                                                                                                                                                                                   |                                                                                                                                                     |
|                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                     |
| <b>Total estimated cost to implement this new course</b>                                                                                                                                                                                                                                                        | Requesting all resources from LEARN ( Perkins Grant)<br>Any other costs for resources will be absorbed from allocated annual budget to FCS program. |
| <b>Texts:</b>                                                                                                                                                                                                                                                                                                   | Requesting through LEARN (Perkins)                                                                                                                  |
| <b>Supplies:</b>                                                                                                                                                                                                                                                                                                | N/A                                                                                                                                                 |
| <b>Curriculum:</b>                                                                                                                                                                                                                                                                                              | 15 hours @ \$35/hourly                                                                                                                              |
| <b>Technology:</b>                                                                                                                                                                                                                                                                                              | N/A                                                                                                                                                 |
| <b>Other:</b>                                                                                                                                                                                                                                                                                                   | N/A                                                                                                                                                 |
| <b>TOTAL COST TO IMPLEMENT COURSE</b>                                                                                                                                                                                                                                                                           | <b>\$ 525</b>                                                                                                                                       |

Please Return to School Principal by: \_\_\_\_\_

Principal's Signature: \_\_\_\_\_