



<ul style="list-style-type: none"><li>• Chapter 20 Attracting and Retaining Customers</li></ul> <p><b>Projects ideas:</b></p>	
<p>2<sup>nd</sup> Semester</p> <p>Unit 5</p> <ul style="list-style-type: none"><li>• Chapter 21 – Channels of Distribution</li><li>• Chapter 22.3 – Human Resources</li><li>• Chapter 23- Determining Operating Activities</li><li>• Chapter 24 – Establishing External Partnership</li><li>• Chapter 25 – Legal Structures</li></ul> <p>Unit 6</p> <ul style="list-style-type: none"><li>• Chapter 26 – The cost of Doing Business</li><li>• Chapter 27 – Expense Management</li><li>• Chapter 28- Revenue Streams and Sales Projections</li><li>• Chapter 29 – Financing your Business)</li><li>• Chapter 30 – Financial Analysis</li></ul> <p>Unit 7</p> <ul style="list-style-type: none"><li>• Chapter 31 – Managing the Business</li><li>• Chapter 32- Government Regulations</li><li>• Chapter 33/34- Record Keeping/Accounting Systems</li><li>• Chapter 35- Taxes and your Business</li></ul> <p>Unit 8</p> <ul style="list-style-type: none"><li>• Chapter 36- Planning for business Growth</li><li>• Chapter 37- Growing Operations</li><li>• Chapter 38- Recruiting and Training Staff</li><li>• Chapter 39- Franchising and Licensing</li><li>• Chapter 40 – Exit Strategy</li></ul>	<p>3<sup>rd</sup> grading pd</p> <p>4<sup>th</sup> grading pd</p>

Primary Instructional Materials:

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