



**FOREST LAKE AREA SCHOOLS
FOREST LAKE, MN 55025**

December 6, 2012

AGENDA ITEM: 10.9

**TOPIC: FIRST READING TO DELETE BUSINESS COURSE:
ADVANCED MARKETING**

BACKGROUND: The secondary Business Department has engaged in conversation about ways to build a comprehensive 7-12 program. By providing students at the Jr. High setting the opportunity to sample courses that provide a glimpse into the business world, the department is working to develop four tracks within the Business Department starting at grade 9 and culminating at graduation. Developing these tracks requires some realignment of course work at various levels and the deletion of several courses to provide new and revised opportunities in management and leadership, computer programming, finance, and law.

PROCESS: Through discussion and the curriculum review process, the secondary Business Department has decided to update their management and leadership track by providing a new course that will allow students the opportunity to integrate sales and marketing skills in the operation of a community based non profit business. With the plan and design of this new course, the currently existing Advanced Marketing course is no longer needed to provide an advanced level experience for students. Department members feel that the new course will provide students a more integrated and real world experience into the world of business management.

RECOMMENDATION: First Reading to Delete Course: Advanced Marketing.