



Goodheart-Willcox Publisher

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Goodheart-Willcox Publisher Correlation of <i>Principles of Management</i> ©2020 to Indiana Department of Education Principles of Business Management		
STANDARD		G-W CORRELATING PAGES
Core Standard 1 Students apply concepts of management theory to increase organizational performance.		
PBM-1.1	Explore the evolution of management theory.	Instruction: Pg. 24–25 Management Theory Application: Pg. 33 Review Your Knowledge #2
PBM-1.2	Investigate roles, functions and strategies of management in different business situations.	Instruction: Pg. 8 Functions of Management Pg. 13–14 Managerial Roles Pg. 41–42 Types of Plans Application: Pg. 17 Apply Your Knowledge #4–5, 8 Pg. 53 Apply Your Knowledge #3–4
PBM-1.3	Assess leadership traits required for day-to-day operations of business in changing markets.	Instruction: Pg. 134 Leading Function, paragraph 2 Pg. 134 Figure 8-1 Traits of Effective Leaders Pg. 268 Soft Skills Application: Pg. 146 Internet Research: Leadership Traits and Famous Leaders
PBM-1.4	Analyze a strategic plan to meet the needs of business operations.	Instruction: Pg. 45–48 Strategic Planning Process Application: Pg. 53 Review Your Knowledge #6 Pg. 54 Internet Research: Strategic Planning Process
PBM-1.5	Assess role of government regulation in business.	Instruction: Pg. 229–233 US Laws Application: Pg. 233 Check Your Understanding #2–5 Pg. 239 Review Your Knowledge #6
PBM-1.6	Define and identify the functions of management and their role in business.	Instruction: Pg. 8 Functions of Management Pg. 13–14 Managerial Roles Application: Pg. 10 Build Your Vocabulary Pg. 17 Review Your Knowledge #2, 9

PBM-1.7	Differentiate between the legal forms of business ownership and organizational structures.	Instruction: Pg. 225–227 Business Organization Application: Pg. 239 Apply Your Knowledge #4
PBM-1.8	Describe the marketing mix/marketing concept.	Instruction: Pg. 316 Four Ps of Marketing, first column Application: Pg. 329 Apply Your Knowledge #3
PBM-1.9	Explain the impact of international trade on American business.	Instruction: Pg. 262–263 Exporting and Importing Pg. 263–264 Entering International Trade Pg. 269–271 Challenges in a Global Environment Application: Pg. 266 Check Your Understanding #1 Pg. 273 Review Your Knowledge #2–3, 9 Pg. 274 Teamwork
PBM-1.10	Describe the characteristics of the franchising Industry.	Instruction: Pg. 227 Franchise Pg. 264 Franchise Pg. 282 Buying a Franchise Application: Pg. 227 Build Your Vocabulary Pg. 282 Check Your Understanding #5
PBM-1.11	Evaluate classical, behavioral, and quantitative management theory, as well as identify and describe contemporary management perspectives.	Instruction: Pg. 25–27 Classical Management Pg. 27–28 Behavioral Management Pg. 29 Quantitative Approach Pg. 30–31 Contemporary Management Theory Application: Pg. 33 Review Your Knowledge #3–4, 6–7
PBM-1.12	Distinguish between the external, task, and internal environments of organizations.	Instruction: Pg. 47–48 Conduct a Situation Analysis Application: Pg. 53 Review Your Knowledge #6 Pg. 53 Apply Your Knowledge #7
PBM-1.13	Define international business and recognize different international management strategies.	Instruction: Pg. 267–268 Global Environment Pg. 268–269 Global Management Application: Pg. 271 Check Your Understanding #1 Pg. 273 Review Your Knowledge #6, 8 Pg. 273 Apply Your Knowledge #6–7

Core Standard 2 Students apply and adapt a staffing process to maintain a working environment.		
PBM-2.1	Identify cycle of recruitment, hiring, evaluation, training, and dismissal of employees.	Instruction: Pg. 96–98 Recruitment Pg. 98–99 Training and Development Pg. 106–107 Termination of Employees Application: Review Your Knowledge #3–4, 10
PBM-2.2	Appraise the benefits of life-long learning.	Instruction: Pg. 99 Training and Development, first column Pg. 347 Lifelong Learning Application: Pg. 101 Check Your Understanding #4 Pg. 353 Review Your Knowledge #7
PBM-2.3	List and describe the human resource functions in business.	Instruction: Pg. 94–100 Section 6.1 Human Resources Application: Pg. 101 Check Your Understanding #1–5 Pg. 109 Review Your Knowledge #1–5
PBM-2.4	Discuss communication and its effect on the business environment.	Instruction: Pg. 150–155 Section 9.1 Communication Basics Application: Pg. 155 Check Your Understanding #1–5 Pg. 163 Review Your Knowledge #1–5 Pg. 163 Apply Your Knowledge #1
PBM-2.5	Explore career opportunities in business.	Instruction: Exploring Careers pgs. 4, 20, 38, 56, 74, 92, 112, 132, 148, 166, 182, 200, 220, 242, 260, 278, 296, 312, 334, 356, 378 Pg. 341–343 Finding Career Information Application: Pg. 354 Internet Research: Employment Opportunities
PBM-2.6	Discuss the nature of work specialization, departmentalization, and the span of management.	Instruction: Pg. 77 Specialization Pg. 78 Departmentalization Pg. 81–82 Span of Control Application: Pg. 82 Check Your Understanding #2, 5 Pg. 89 Review Your Knowledge #2–3, 6
PBM-2.7	Discuss various forms of scheduling.	Instruction: Pg. 50 Schedules Pg. 50 Figure 3-7 Gantt Chart Pg. 204 Scheduling

		Application: Pg. 53 Apply Your Knowledge #8
PBM-2.8	Assess the nature of motivation and describe motivational techniques and programs.	Instruction: Pg. 137–138 Theories of Motivation Application: Pg. 145 Review Your Knowledge #5 Pg. 145 Apply Your Knowledge #7
PBM-2.9	Identify and describe contemporary perspectives on leadership and discuss political behavior and politics.	Instruction: Pg. 140–141 Leadership Style Pg. 168 Soft Skills Application: Pg. 145 Review Your Knowledge #7
PBM-2.10	Recognize and understand cultural and individual differences.	Instruction: Pg. 159 Cultural Sensitivity Pg. 160–161 Communicating in a Diverse Workplace Pg. 269–270 Culture Pg. 270 Employability Skills: Cultural Competency Application: Pg. 163 Review Your Knowledge #10 Pg. 163–164 Apply Your Knowledge #8, 10 Pg. 273 Review Your Knowledge #10
Core Standard 3 Students apply concepts of controlling a business's finances to make operational decisions.		
PBM-3.1	Construct and interpret financial documents.	Instruction: Pg. 191–194 Financial Controls Pg. 192 Figure 11-3 Balance Sheet Pg. 293 Figure 11-4 Income Statement Application: Pg. 198 Internet Research: Analyzing Data
PBM-3.2	Formulate the price of goods at break-even profit level.	Instruction: Pg. 316–317 Price Application: Pg. 363 You Do the Math: Connections: Break-Even Point
PBM-3.3	Apply concepts of financial analysis.	Instruction: Pg. 191 Financial Controls, paragraph 2 Pg. 193–194 Budget Analysis Application: Pg. 195 Check Your Understanding #3 Pg. 198 Internet Research: Analyzing Data
PBM-3.4	Evaluate inventory to meet customer needs.	Instruction: Pg. 205–207 Inventory Management

		Application: Pg. 215 Review Your Knowledge #4 Pg. 215 Apply Your Knowledge #5
PBM-3.5	Examine the principles of short- and long-range financial planning.	Instruction: Pg. 40–41 Establish Goals Pg. 46–47 Establish Organizational Goals Application: Pg. 53 Review Your Knowledge #2
PBM-3.6	Explain the importance of purchasing and production and their impact on the success of an organization.	Instruction: Pg. 202 Operations Management, second column, <i>production process</i> Pg. 204 Resources Pg. 209 Continuous Improvement Application: Pg. 215 Apply Your Knowledge #7
PBM-3.7	Identify and describe the major purposes for and types of forecasting techniques.	Instruction: Pg. 62–63 Sales Budget Application: Pg. 63 Check Your Understanding #5 Pg. 69 Apply Your Knowledge #5
Core Standard 4 Students design strategic plans to provide guide for business decisions.		
PBM-4.1	Develop a vision, mission statement, and goals for strategic plans within a business.	Instruction: Pg. 40–41 Establish Goals Pg. 45–46 Review Organizational Mission and Vision Statements Pg. 46–47 Establish Organizational Goals Application: Pg. 53 Apply Your Knowledge #2
PBM-4.2	Explore opportunities for business development based on trends in the marketplace.	Instruction: Pg. 263–264 Entering International Trade Application: Pg. 273 Review Your Knowledge # 3
PBM-4.3	Apply the decision-making process to a business situation.	Instruction: Pg. 65–66 Systematic Decision-Making Pg. 66 Figure 4-4 Decision-Making Process Application: Pg. 69 Apply Your Knowledge #8
PBM-4.4	Outline specific ways in which a company can help its community.	Instruction: Pg. 83 Social Corporate Responsibility Pg. 235–237 Social Responsibility of Business Application: Pg. 239 Apply Your Knowledge #8

PBM-4.5	Explain the importance of computer on the success of the organization.	Instruction: Pg. 58–60 Management Information for Planning Purposes Pg. 194–195 Information Technology Control Application: Pg. 68 Review Your Knowledge #2, 4 Pg. 197 Review Your Knowledge #10 Pg. 197 Apply Your Knowledge #9–10
PBM-4.6	Describe the roles of goals and goal setting in the planning process and identify barriers that may interfere with goal setting.	Instruction: Pg. 40–41 Establish Goals Pg. 46–47 Establish Organizational Goals Application: Pg. 53 Review Your Knowledge #2
PBM-4.7	Explain the strategic planning process and the process of strategy implementation.	Instruction: Pg. 45–48 Strategic Planning Process Application: Pg. 53 Review Your Knowledge #6 Pg. 54 Internet Research: Strategic Planning Process
PBM-4.8	List, describe, and apply the steps in the decision making process.	Instruction: Pg. 65–66 Systematic Decision-Making Application: Pg. 68 Review Your Knowledge #8 Pg. 69 Apply Your Knowledge #8
PBM-4.9	Discuss how organizational activities are coordinated and describe the management of organizational conflict.	Instruction: Pg. 76 Organizational Structure Pg. 77 Organizational Design Pg. 78 Departmentalization Pg. 142–143 Conflict Resolution Application: Pg. 89 Review Your Knowledge #1, 3 Pg. 145 Review Your Knowledge #10 Pg. 146 Apply Your Knowledge #10
Core Standard 5 Students analyze the role of ethics to operate a business in a socially responsible manner.		
PBM-5.1	Examine a business code of ethics to prevent unethical behavior.	Instruction: Pg. 85 Code of Ethics Application: Pg. 89 Apply Your Knowledge #8 Pg. 90 Internet Research: Ethical Workplace Behavior
PBM-5.2	Illustrate the impact of ethical practices on business performance.	Instruction: Pg. 84–86 Creating an Ethical Culture

		Application: Pg. 90 Internet Research: Ethical Workplace Behavior and Contemporary Ethics Cases
PBM-5.3	Identify the social, legal, and economic challenges of the business environment.	Instruction: Pg. 244–245 Economic Environment Pg. 267 Legal Environment Pg. 267–268 Sociocultural Environment Application: Pg. 257 Review Your Knowledge #1 Pg. 273 Review Your Knowledge #6
PBM-5.4	Discuss social responsibility, the meaning of ethics in the business setting, and the social audit.	Instruction: Pg. 83 Social Corporate Responsibility Pg. 84–86 Creating an Ethical Culture Pg. 235–237 Social Responsibility of Business Pg. 235 Social Responsibility of Business, paragraph 4 Application: Pg. 89 Apply Your Knowledge #8 Pg. 90 Internet Research: Ethical Workplace Behavior and Contemporary Ethics Cases Pg. 129 Event Prep: Ethics Pg. 237 Check Your Understanding #3