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**Course Syllabus**  
**Marketing Principles 2024-2025 School Year**  
**Instructor: Mrs. Lindsey Leman**

**Course Description:**

This course is a 1 credit semester long course that offers a comprehensive overview of the field of marketing from a domestic and international viewpoint. Marketing analysis and segmentation, market research, types of consumers, 4Ps of marketing, advertising, selling, and careers in marketing are among the wide range of topics that will be discussed. Students will be required to “think critically” and draw conclusions based on different marketing situations.

**Course Objectives:**

Upon successful completion of this course, students will have an understanding of various concepts in Marketing. Students will also individually choose a product that they are a fan of and complete a marketing project on that product and how it relates to an aspect of marketing.

**Credentialing:**

Students will have the opportunity to obtain either a Microsoft Office Specialist credential in PowerPoint, Word, Access, and/or Excel OR a Guest Services Certification.

**Accommodations:**

Requests for accommodations for this course or any school event are welcomed from students and parents.

**Classroom Management Plan**

**Classroom Management Plan:**

- Verbal reprimand
- Conference with student with parent contact
- Withdrawal of privilege(s) with parent contact
- Other consequences determined to be reasonable and appropriate by the school administration.

**Cell Phones**

Cell phones and earbuds/headphones will not be allowed to be used during classroom instruction time. Phones and earbuds/headphones will be put away in a location designated by the teacher and placed in silent mode. In secondary schools, students will have access to their phones and earbuds/headphones outside of classroom instruction time such as between classes and lunch. Failure to follow these procedures will follow the classroom management plan.

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**Concerning Laptop Utilization:**

Student laptops should not be hard-wired to the network or have print capabilities. Use of discs, flash drives, jump drives, or other USB devices will not be allowed on Madison City computers. Neither the teacher nor the school is responsible for broken, stolen, or lost laptops. Laptops and other electronic devices will be used at the individual discretion of the teacher.



**Grading Policy:**

Test grades will account for 70% of the 9-weeks grade, with the remaining 30% being determined by quiz/daily grades. The grading scale is as follows: A (90-100%), B (80-89), C (70-79), D (65-69), and F (below 65). Grades will be a reflection of mastery of the standards. Make sure all absences are excused as class work can be made up and graded for excused absences only. The final exam counts for 20% of the final grade.

**Make-Up Work Policy:**

If you are absent, it is your responsibility to see what you have missed. All work missed on the day(s) of the excused absence(s) must be made up within three school days after returning to school. It is your (the student) responsibility to turn this work into me by the third day. If you do not turn in the work within 3 days then it will become a zero. If you miss a test or quiz, we will schedule a time together to make-up the test or quiz.

**Embedded Numeracy, Literacy, & Science**

Opportunities for numeracy and literacy in the CTE class are critical and help support the goals of CTE in preparing students for college and/or career. Example anchor activities for mathematics include performing creating a graph of various prices of items that are being marketed. Example anchor activities for literacy include: reading and applying knowledge of marketing concept. Example anchor activities for science include: how the nutritional facts of items that are marketed to consumers.

**Technical Writing:**

Students will learn to select use appropriate language and layout for technical documents and write documents that are clear, accurate, and grammatically correct.

**CTSO**

**FBLA**

Future Business Leaders of America (FBLA) is a co-curricular component of the Business/Marketing program. Although FBLA membership is completely voluntary, it enhances classroom instruction, develops leadership skills, and provides opportunities for professional growth and service. Meetings and service projects will be announced and conducted during Refuel. FBLA membership is \$25.

**Course Materials:**

Access to Schoology/General School Supplies (paper, pencil/pen, calculator)



**Course Syllabus**  
**MARKETING PRINCIPLES- 2024-2025 School Year**  
**Instructor: Mrs. Lindsey Leman**

<b>18 - WEEK PLAN*</b>	
<b>WEEK 1</b>	<b>Class Introduction, Gmetrix/ICEV Account Creations, Begin Unit 1</b>
<b>WEEK 2</b>	<b>Continue Unit 1, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 3</b>	<b>Finish Unit 1, Begin Unit 2, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 4</b>	<b>Continue Unit 2, Begin Unit 3, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 5</b>	<b>Continue Unit 3, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 6</b>	<b>Begin Unit 4, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 7</b>	<b>Continue Unit 4, Begin Unit 5, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 8</b>	<b>Continue Unit 5, Begin Unit 6, Gmetrix (MOS Practice), ICEV</b>
<b>WEEK 9</b>	<b>Continue Unit 6, Begin Unit 7, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 10</b>	<b>Continue Unit 7, Begin Unit 8, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 11</b>	<b>Continue Unit 8, Begin Unit 9, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 12</b>	<b>Continue Unit 9, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 13</b>	<b>Continue Unit 9, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 14</b>	<b>Begin Unit 10, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 15</b>	<b>Begin Unit 11, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 16</b>	<b>Begin Unit 12, Gmetrix (MOS Practice, Certify), ICEV</b>
<b>WEEK 17</b>	<b>Finish Unit 12, Certification, Gmetrix (MOS Practice, Certify), ICEV Semester Exam Review</b>
<b>WEEK 18</b>	<b>Semester Exam Review, Gmetrix (MOS Practice, Certify), ICEV Semester Exam</b>

\* This syllabus serves as a guide for both the teacher and student; however, during the term it may become necessary to make additions, deletions, and/or substitutions.

**James Clemens High  
School**

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Extension: 95250

Email:

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Dear Parent/Guardian,

I look forward to having a great year! I feel fortunate to have your son/daughter in my class this semester and hope that you will contact me should you have any concerns about the progress of your son/daughter or any aspect of the instruction. With your son/daughter, please read the attached policies, then fill out the online form with the link provided below. Please provide a current email address and phone number at which I can contact you should the need arise. Please contact me at school with any concerns.

Thank you,  
~Mrs. Leman

**Instead of printing out a page saying you have received and read the syllabus, please fill out this online form with your contact information!**

**<https://forms.gle/ygZKLbuS55HLkZsp8>**