

Alignment of Texas Pre-Admission Content Test (PACT) Business and Finance: Grades 6–12 (776) Framework with Texas Essential Knowledge and Skills

This alignment study identifies the Texas Essential Knowledge and Skills that are addressed in whole or in part by each competency of the exam framework. An indication of alignment does not necessarily imply complete congruence of the content of an exam competency with the relevant standard. The information in this document is subject to change if revisions are made to the exam framework. Any changes will fully supersede the information contained in this document.

Competencies		Texas Essential Knowledge and Skills
Field 776: TX PACT: Business and Finance: Grades 6–12		Texas Essential Knowledge and Skills for Career and Technical Education
<u>Content Domain I</u>		
BUSINESS MANAGEMENT, LAW, AND ETHICS		
001	Understand functions, principles, and methods of organizational management.	<p>Grades 6–12:</p> <p>130.134 c 8 The student analyzes the concepts of agency and employment.</p> <p>130.134 c 9 The student identifies the different types of business organization.</p> <p>130.139 c 2 The student demonstrates an understanding of the management concept.</p> <p>130.139 c 3 The student recognizes the importance of planning in an organization.</p> <p>130.139 c 4 The student recognizes the importance of organizations.</p> <p>130.139 c 5 The student explains the role of staffing within an organization.</p> <p>130.141 c 9 The student demonstrates project-management skills to improve workflow and minimize costs.</p> <p>130.186 c 9 The student maintains, monitors, controls, and plans the use of financial resources to enhance banking performance.</p> <p>130.187 c 13 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.188 c 4 The student discusses and performs accounting functions in a financial statement analysis.</p> <p>130.188 c 5 The student describes and employs managerial accounting concepts.</p> <p>130.188 c 6 The student maintains, monitors, controls, and plans the use of financial resources to ensure business stability.</p>

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		<p>130.188 c 8 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.189 c 4 The student explores the use of financial resources. The student is expected to describe tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources.</p> <p>130.189 c 5 The student analyzes financial resources to ensure business solvency.</p> <p>130.189 c 6 The student calculates business ratios to evaluate company performance.</p> <p>130.189 c 7 The student analyzes a financial statement.</p> <p>130.189 c 8 The student examines the nature and scope of risk management in finance.</p> <p>130.189 c 9 The student develops an understanding and working knowledge of annual reports.</p> <p>130.189 c 11 The student employs critical-thinking skills independently and in teams to solve problems and make decisions.</p> <p>130.189 c 12 The student performs a case study analysis of a specific company to apply the concepts learned in the course and present the findings.</p> <p>130.190 c 4 The student understands and demonstrates the use of statistics in business areas, including accounting, economics, finance, management, and marketing.</p> <p>130.190 c 6 The student evaluates risk-management strategies and techniques in corporate finance to maximize profit and minimize loss.</p> <p>130.190 c 7 The student evaluates financial information using statistical analysis to assist business decision making using appropriate software.</p>
002	Understand principles of human resources management.	<p>Grades 6–12:</p> <p>130.142 c 2 The student demonstrates an understanding of the traditional human resources functions.</p> <p>130.142 c 3 The student understands and explains how to meet human resources requirements.</p>

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	<p>130.139 c 5 The student explains the role of staffing within an organization.</p> <p>130.139 c 6 The student demonstrates the qualities of leadership.</p> <p>130.142 c 4 The student demonstrates the proper methods and sources of recruitment.</p> <p>130.142 c 5 The student demonstrates the proper methods of employee selection.</p> <p>130.142 c 6 The student describes the need for training.</p> <p>130.142 c 7 The student describes the need to develop and evaluate employees.</p> <p>130.142 c 8 The student describes how to implement a compensation program.</p> <p>130.142 c 9 The student masters the intricacies of creating and implementing a benefits plan.</p> <p>130.142 c 10 The student discusses the importance of workplace safety and health rules and regulations.</p> <p>130.142 c 11 The student discusses employee-management relations.</p> <p>130.142 c 12 The student analyzes the future global considerations impacting human resources.</p> <p>130.142 c 13 The student knows self-development techniques and interpersonal skills to accomplish human resources objectives.</p> <p>130.180 c 3 The student applies mathematical process standards to demonstrate an understanding of employment earnings.</p> <p>130.180 c 11 The student applies mathematical process standards to demonstrate an understanding of retirement plans.</p> <p>130.180 c 12 The student applies mathematical process standards to demonstrate an understanding of a fixed pension, a variable pension, social security, and an annuity. The student is expected to identify an annuity and calculate and display graphically the future value of an annuity.</p> <p>130.189 c 11 The student employs critical-thinking skills independently and in teams to solve problems and make decisions.</p>

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003	Understand business law and issues related to ethics and social responsibility in business.	<p>Grades 6–12:</p> <p>130.132 c 1; 130.133 c 1; 130.134 c 1; 130.137 c 1; 130.138 c 1; 130.139 c 1; 130.140 c1; 130.141 c 1; 130.142 c 1; 130.143 c 1 The student demonstrates professional standards/employability skills required by business and industry.</p> <p>130.132 c 3; 130.134 c 2 The student defines ethics in business.</p> <p>130.133 c 8 The student develops the technology and social skills necessary to work in an office environment.</p> <p>130.134 c 3 The student identifies the different types of law, courts, and regulations in the judicial system.</p> <p>130.134 c 4 The student identifies the principles of contracts in business.</p> <p>130.134 c 6 The student identifies the concept of sales in the context of business law.</p> <p>130.134 c 8 The student analyzes the concepts of agency and employment.</p> <p>130.134 c 11 The student describes the legal contexts of real property.</p> <p>130.135 c 4 The student exchanges information via telecommunications such as email, images, social media, and other online information services with appropriate supervision.</p> <p>130.135 c 6 The student develops communication skills necessary to address a changing business environment.</p> <p>130.139 c 2 The student demonstrates an understanding of the management concept.</p> <p>130.139 c 5 The student explains the role of staffing within an organization.</p> <p>130.140 c 7 The student analyzes the implications of politics and laws that control and regulate global business.</p> <p>130.142 c 8 The student describes how to implement a compensation program.</p> <p>130.144 c 5 The student understands the professional, ethical, and legal responsibilities in business management.</p>

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		<p>130.184 c 2 The student describes laws and regulations in order to manage personal and business operations and transactions in the securities and investments industry.</p> <p>130.185 c 4 The student examines regulations that ensure compliance adherence to insurance industry regulations.</p> <p>130.185 c 5 The student explains legal concepts pertinent to the insurance industry.</p> <p>130.185 c 7 The student has an understanding of insurance fraud.</p> <p>130.186 c 7 The student describes laws and regulations used to manage business operations and transactions in the banking services industry.</p> <p>130.187 c 12; 130.188 c 7 The student describes laws and regulations in order to manage business operations and transactions in accounting.</p> <p>130.189 c 10 The student explores the role of ethics in finance.</p> <p>130.190 c 5 The student understands and demonstrates the ethical and responsible use of statistics in business. The student is expected to evaluate how statistics are used in accounting, economics, finance, management, and marketing.</p>
<u>Content Domain II</u>		
ACCOUNTING, PERSONAL FINANCIAL MANAGEMENT, AND QUANTITATIVE ANALYSIS		
004	Understand business accounting.	<p>Grades 6–12:</p> <p>130.132 c 8 The student analyzes cost and profit relationships in finance.</p> <p>130.132 c 9 The student understands the fundamental principles of money.</p> <p>130.132 c 10 The student demonstrates an understanding of personal financial management.</p> <p>130.132 c 14 The student identifies career opportunities within the Business Management and Administration career cluster, the Finance career cluster, and the Marketing career cluster and formulates a career plan.</p>

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		<p>130.182 c 7 The student discusses economic indicators impacting personal financial decision making.</p> <p>130.184 c 7 The student understands investments and their relationships to the economy.</p> <p>130.186 c 2 The student evaluates the role of banking in the modern economy.</p> <p>130.190 c 4 The student understands and demonstrates the use of statistics in business areas, including accounting, economics, finance, management, and marketing.</p>
009	Understand international business, marketing, and trade.	<p>Grades 6–12:</p> <p>130.132 c 5 The student relates to the impact of international business on the U.S. economy.</p> <p>130.139 c 7 The student understands the necessity of the control process.</p> <p>130.140 c 2 The student analyzes the theories of global trade and investments.</p> <p>130.140 c 3 The student analyzes the role of the international monetary system in the economy.</p> <p>130.140 c 4 The student identifies the importance of international financial markets.</p> <p>130.140 c 5 The student examines various levels of economic integration among foreign countries.</p> <p>130.140 c 7 The student analyzes the implications of politics and laws that control and regulate global business.</p> <p>130.140 c 11 The student identifies different strategies for exporting in the global market.</p> <p>130.140 c 12 The student identifies the functional changes in process with global human resource management.</p> <p>130.142 c 11 The student discusses employee-management relations.</p> <p>130.142 c 12 The student analyzes the future global considerations impacting human resources.</p>

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		<p>130.182 c 8 The student analyzes the impact of international activities on personal financial decision making.</p> <p>130.184 c 7 The student understands investments and their relationships to the economy.</p> <p>130.186 c 2 The student evaluates the role of banking in the modern economy.</p>
<u>Content Domain IV</u>		
MARKETING, E-COMMERCE, and ENTREPRENEURSHIP		
010	Understand basic principles of marketing, marketing research, and product/service planning and placement.	<p>Grades 6–12:</p> <p>130.132 c 7 The student classifies types of businesses that market goods and services.</p> <p>130.132 c 11 The student explains the importance of marketing as well as the functions of marketing.</p> <p>130.132 c 12 The student understands the scope of market identification.</p> <p>130.132 c 13 The student understands the importance of an effective marketing mix.</p> <p>130.132 c 14 The student identifies career opportunities within the Business Management and Administration career cluster, the Finance career cluster, and the Marketing career cluster and formulates a career plan.</p> <p>130.186 c 5 The student determines client needs and wants and responds through planned, personalized communication to influence purchase decisions and enhance future business opportunities in banking services.</p> <p>130.186 c 8 The student investigates ways to create and maintain positive, ongoing relationships with banking customers in order to enhance the organization's image.</p> <p>130.190 c 4 The student understands and demonstrates the use of statistics in business areas, including accounting, economics, finance, management, and marketing.</p> <p>130.190 c 7 The student evaluates financial information using statistical analysis to assist business decision making using appropriate software.</p>

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		<p>130.190 c 8 The student understands and demonstrates the defining and collecting of data.</p> <p>130.190 c 9 The student will understand and demonstrate the organization and visualization of data. The student is expected to organize and visualize categorical data and numerical data.</p> <p>130.190 c 10 The student understands and demonstrates the use of descriptive measures.</p> <p>130.190 c 11 The student understands and demonstrates the use of probability.</p> <p>130.190 c 12 The student understands and demonstrates the use of probability distribution for discrete variables. The student is expected to understand and demonstrate the use of the uniform distribution, the binomial distribution, and the Poisson distribution.</p> <p>130.190 c 13 The student understands and demonstrates the use of probability distribution for continuous variables. The student is expected to understand and demonstrate the use of the normal distribution, uniform distribution, and exponential distribution.</p> <p>130.190 c 14 The student understands and demonstrates the use of sampling distribution, sampling distribution of the mean, and the central limit theorem.</p> <p>130.190 c 15 The student understands and demonstrates the use and construction of confidence intervals.</p>
011	Understand principles and procedures related to e-commerce and Internet marketing.	<p>Grades 6–12:</p> <p>130.141 c 2 The student analyzes an overview of starting and growing a virtual business office.</p> <p>130.143 c 9 The student uses information technology tools to manage and perform work responsibilities.</p> <p>130.186 c 5 The student determines client needs and wants and responds through planned, personalized communication to influence purchase decisions and enhance future business opportunities in banking services.</p> <p>130.187 c 4 The student uses equations, graphical representations, accounting tools, strategies, and automated systems in real-world situations to maintain,</p>

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	<p>monitor, control, and plan the use of financial resources. The student will complete an accounting cycle for a service business.</p> <p>130.187 c 13 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.188 c 6 The student maintains, monitors, controls, and plans the use of financial resources to ensure business stability.</p> <p>130.188 c 8 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.189 c 11 The student employs critical-thinking skills independently and in teams to solve problems and make decisions.</p> <p>130.189 c 12 The student performs a case study analysis of a specific company to apply the concepts learned in the course and present the findings.</p> <p>130.190 c 4 The student understands and demonstrates the use of statistics in business areas, including accounting, economics, finance, management, and marketing.</p> <p>130.190 c 7 The student evaluates financial information using statistical analysis to assist business decision making using appropriate software.</p> <p>130.190 c 8 The student understands and demonstrates the defining and collecting of data.</p> <p>130.190 c 9 The student will understand and demonstrate the organization and visualization of data. The student is expected to organize and visualize categorical data and numerical data.</p> <p>130.190 c 10 The student understands and demonstrates the use of descriptive measures.</p> <p>130.190 c 11 The student understands and demonstrates the use of probability.</p> <p>130.190 c 12 The student understands and demonstrates the use of probability distribution for discrete variables. The student is expected to understand and demonstrate the use of the uniform distribution, the binomial distribution, and the Poisson distribution.</p> <p>130.190 c 13 The student understands and demonstrates the use of probability distribution for continuous variables. The student is expected to understand and</p>

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		<p>demonstrate the use of the normal distribution, uniform distribution, and exponential distribution.</p> <p>130.190 c 14 The student understands and demonstrates the use of sampling distribution, sampling distribution of the mean, and the central limit theorem.</p> <p>130.190 c 15 The student understands and demonstrates the use and construction of confidence intervals.</p>
012	Understand entrepreneurship and business plan development.	<p>Grades 6–12:</p> <p>130.136 c 2 The student coordinates information management and business management to aid in business planning.</p> <p>130.141 c 2 The student analyzes an overview of starting and growing a virtual business office.</p> <p>130.182 c 5 The student examines economic systems.</p> <p>130.186 c 5 The student determines client needs and wants and responds through planned, personalized communication to influence purchase decisions and enhance future business opportunities in banking services.</p> <p>130.187 c 4 The student uses equations, graphical representations, accounting tools, strategies, and automated systems in real–world situations to maintain, monitor, control, and plan the use of financial resources. The student will complete an accounting cycle for a service business.</p> <p>130.187 c 13 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.188 c 6 The student maintains, monitors, controls, and plans the use of financial resources to ensure business stability.</p> <p>130.188 c 8 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.189 c 11 The student employs critical–thinking skills independently and in teams to solve problems and make decisions.</p> <p>130.189 c 12 The student performs a case study analysis of a specific company to apply the concepts learned in the course and present the findings.</p>

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Field 776: TX PACT: Business and Finance: Grades 6–12		Texas Essential Knowledge and Skills for Career and Technical Education
		130.190 c 7 The student evaluates financial information using statistical analysis to assist business decision making using appropriate software.
<u>Content Domain V</u>		
BUSINESS COMMUNICATIONS, TECHNOLOGY, CAREER DEVELOPMENT, AND PROFESSIONALISM		
013	Understand principles and procedures related to business communication.	<p>Grades 6–12:</p> <p>130.132 c 1; 130.133 c 1; 130.134 c 1; 130.137 c 1; 130.138 c 1; 130.139 c 1; 130.140 c1; 130.141 c 1; 130.142 c 1; 130.143 c 1 The student demonstrates professional standards/employability skills required by business and industry.</p> <p>130.133 c 5 The student prepares business documents using effective communication.</p> <p>130.135 c 2 The student prepares for effective communication skills.</p> <p>130.135 c 3 The student employs appropriate research techniques to produce effective business communication.</p> <p>130.135 c 4 The student exchanges information via telecommunications such as email, images, social media, and other online information services with appropriate supervision.</p> <p>130.135 c 5 The student illustrates proficiency in interpersonal communication.</p> <p>130.135 c 6 The student develops communication skills necessary to address a changing business environment.</p> <p>130.136 c 2 The student coordinates information management and business management to aid in business planning.</p> <p>130.137 c 3 The student demonstrates the use of the concepts, strategies, and systems for obtaining and conveying ideas and information to enhance communication in a diverse workplace.</p>

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		<p>130.137 c 6 The student demonstrates public relations skills to increase internal and external customer satisfaction. The student is expected to communicate effectively when developing positive customer relationships.</p> <p>130.139 c 6 The student demonstrates the qualities of leadership.</p> <p>130.141 c 4 The student develops contracts appropriate for virtual business office services provided.</p> <p>130.143 c 7 The student facilitates internal and external office communications to support work activities.</p> <p>130.144 c 2 The student applies professional communications strategies.</p> <p>130.144 c 6 The student participates in a business management experience.</p> <p>130.180 c 1; 130.190 c 1 The student demonstrates professional standards/employability skills as required by business and industry.</p> <p>130.187 c 13; 130.188 c 8 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p>
014	Understand information systems in business.	<p>Grades 6–12:</p> <p>130.133 c 8 The student develops the technology and social skills necessary to work in an office environment.</p> <p>130.136 c 2 The student coordinates information management and business management to aid in business planning.</p> <p>130.136 c 3 The student enhances usability of systems operations to support business strategies and operations.</p> <p>130.136 c 4 The student analyzes available software packages for use in business settings.</p> <p>130.136 c 5 The student uses the computer's operating system to execute work responsibilities.</p>

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	<p>130.136 c 7 The student identifies database software to create databases that facilitate business decision making.</p> <p>130.136 c 8 The student applies data entry techniques to enter information in databases.</p> <p>130.136 c 9 The student uses commands to retrieve data and create reports from databases.</p> <p>130.136 c 10 The student applies data mining methods to acquire pertinent information for business decision making.</p> <p>130.136 c 11 The student applies spreadsheet technology..</p> <p>130.136 c 12 The student applies presentation management technology.</p> <p>130.136 c 13 The student applies desktop publishing technology.</p> <p>130.136 c 14 The student uses a variety of software applications. The student is expected to integrate multiple learned software applications to efficiently accomplish workplace tasks.</p> <p>130.137 c 3 The student demonstrates the use of the concepts, strategies, and systems for obtaining and conveying ideas and information to enhance communication in a diverse workplace.</p> <p>130.144 c 4 The student understands and applies proper safety and security techniques in the workplace.</p> <p>130.187 c 4 The student uses equations, graphical representations, accounting tools, strategies, and automated systems in real–world situations to maintain, monitor, control, and plan the use of financial resources. The student will complete an accounting cycle for a service business.</p> <p>130.187 c 13 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.188 c 8 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.189 c 4 The student explores the use of financial resources. The student is expected to describe tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources.</p>

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		130.190 c 7 The student evaluates financial information using statistical analysis to assist business decision making using appropriate software.
015	Understand information processing and computer technology applications in business.	<p>Grades 6–12:</p> <p>130.133 c 2 The student applies the proper keyboarding technique to input data when using the computer.</p> <p>130.133 c 3 The student applies correct techniques for the touch-system of operating the keyboard to develop speed and accuracy.</p> <p>130.133 c 7 The student solves problems using document processing skills.</p> <p>130.133 c 8 The student develops the technology and social skills necessary to work in an office environment.</p> <p>130.136 c 4 The student analyzes available software packages for use in business settings.</p> <p>130.136 c 5 The student uses the computer's operating system to execute work responsibilities.</p> <p>130.136 c 6 The student applies word-processing technology.</p> <p>130.136 c 14 The student uses a variety of software applications. The student is expected to integrate multiple learned software applications to efficiently accomplish workplace tasks.</p> <p>130.143 c 9 The student uses information technology tools to manage and perform work responsibilities.</p> <p>130.187 c 13; 130.188 c 8 The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making.</p> <p>130.189 c 4 The student explores the use of financial resources. The student is expected to describe tools, strategies, and systems used to maintain, monitor, control, and plan the use of financial resources.</p>

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		<p>130.190 c 7 The student evaluates financial information using statistical analysis to assist business decision making using appropriate software.</p>
016	Understand career development and professionalism.	<p>Grades 6–12:</p> <p>130.132 c 1; 130.133 c 1; 130.134 c 1; 130.137 c 1; 130.138 c 1; 130.139 c 1; 130.140 c 1; 130.141 c 1; 130.142 c 1; 130.143 c 1 The student demonstrates professional standards/employability skills required by business and industry.</p> <p>130.132 c 14 The student identifies career opportunities within the Business Management and Administration career cluster, the Finance career cluster, and the Marketing career cluster and formulates a career plan.</p> <p>130.134 c 12 The student knows how to use self-development techniques and interpersonal skills to accomplish legal tasks and solve cases.</p> <p>130.135 c 5 The student illustrates proficiency in interpersonal communication.</p> <p>130.135 c 8; 130.137 c 9 The student documents technical knowledge and skills.</p> <p>130.139 c 5 The student explains the role of staffing within an organization.</p> <p>130.139 c 8 The student knows self-development techniques and interpersonal skills to accomplish management objectives.</p> <p>130.140 c 14 The student knows how to use self-development techniques and interpersonal skills to accomplish human resources objectives.</p> <p>130.141 c 3 The student demonstrates online and off-line marketing, including establishing a web presence.</p> <p>130.142 c 13 The student knows self-development techniques and interpersonal skills to accomplish human resources objectives.</p> <p>130.143 c 2 The student identifies and implements employability skills to gain a position in a company.</p> <p>130.143 c 3 The student demonstrates professional standards as required by business and industry.</p> <p>130.143 c 5 The student applies principles of effective interpersonal skills.</p> <p>130.144 c 2 The student applies professional communications strategies.</p>

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	<p>130.144 c 5 The student understands the professional, ethical, and legal responsibilities in business management.</p> <p>130.182 c 3 The student demonstrates an understanding of a postsecondary plan.</p> <p>130.184 c 6 The student explores security and investment licensing and certification programs.</p> <p>130.184 c 9 The student demonstrates an understanding of a postsecondary plan.</p> <p>130.185 c 3 The student explores careers in insurance.</p> <p>130.185 c 11 The student demonstrates an understanding of a postsecondary plan.</p> <p>130.186 c 4 The student describes the roles and responsibilities in banking services, including educational requirements.</p> <p>130.187 c 3 The student uses career planning concepts, tools, and strategies to explore accounting careers.</p> <p>130.190 c 3 The student uses career planning concepts, tools, and strategies to explore a career in the area of risk management.</p> <p>130.190 c 23 The student demonstrates an understanding of a postsecondary plan.</p>