

**GRADING LIST BA 101A-FALL TERM 2018**

**REMINDER: INITIAL DISCUSSION POSTS ARE DUE BY 11:55 P.M. THE DAY AFTER THE CHAPTER IS FIRST DISCUSSED IN CLASS.**

**1. September 30, 2018**

- a. *Quiz 1-Roll of Business*
- b. Participation-Discussion: External Factors = Internal Pressure
- c. Salty Paws-Discussion: The Stakeholders of Salty Pawz
- d. Salty Paws-What Does a Business Look Like?

**2. October 7, 2018**

- a. *Quiz 2-Economic Environment*
- b. Participation-Discussion: Supply and Demand in Your Life
- c. Salty Paws-Discussion: Supply and Demand at Salty Pawz
- d. Salty Paws-Assignment: Supply and Demand for Salty Pawz
- e. Quiz 3-Global Environment
- f. Participation-Discussion: Made in America
- g. Salty Paws-Discussion: Sending Salty Pawz Global
- h. Salty Paws-Assignment: Taking Salty Pawz to the Global Market

**3. October 12, 2018: Excel Assignment #1****4. October 14, 2018 (Groups Start)**

- a. *Quiz 4-Financial Markets and Systems*
- b. Participation-Discussion: Do You Have Change for a \$20
- c. Salty Paws-Discussion: Why Wanda Cares About the Federal Reserve—or Does She?
- d. Salty Paws-Assignment: Show Wanda the Money is Due
- e. *Quiz 5-Legal Environment*
- f. Participation-Discussion: The Product-Liability Debate
- g. Salty Paws-Discussion: They Don't Sue Dog-Treat Companies, Do They?
- h. Salty Paws-Assignment: Your Dog Treats Made Fluffy Sick!

**5. October 15, 2018: Exam #1: Chapters 1, 2, 3, 4, & 5****6. October 21, 2018**

- a. *Quiz 6-Business Ethics and Corporate Social Responsibility*
- b. Participation-Discussion: Are They Simply Guidelines?
- c. Salty Paws-Discussion: It's Not Stealing if You Pay For It, Is It?
- d. Salty Paws-Assignment: What They Don't Know Won't Hurt Me
- e. *Quiz 7-Business Ownership*
- f. Participation-Discussion: Entrepreneurs and Business Ownership
- g. Salty Paws-Discussion: Business Structure Does Matter
- h. Salty Paws-Assignment: Wanda's Business-Ownership Options

**7. October 28, 2018**

- a. *Quiz 8-Entrepreneurship*
- b. Participation-Discussion: Am I an Entrepreneur
- c. Salty Paws-Assignment: Dear Wanda's Mom
- d. Salty Paws-Discussion: Wanda's Entrepreneurial Spirit
- e. *Quiz 9-Management*
- f. Participation-Discussion: How Great Leaders Inspire Action
- g. Salty Paws-Assignment: One Owner Many Hats
- h. Salty Paws-Discussion: How Does Wanda Manage?

**8. October 31, 2008: Excel Assignment #2**

**9. November 1, 2018:**

- a. *Quiz 12-Managing Processes*
- b. Participation-Discussion: How Things Are Made
- c. Salty Paws-Discussion: More Than Just Banking Treats
- d. Salty Paws-Assignment: From Kitchen Baker to Operations Manager

**10. November 2, 2018: Exam #2: Chapters 6, 7, 8, 9, & 12**

**11. November 11, 2018**

- a. *Quiz 13-Marketing Function*
- b. Salty Paws-Discussion: Customer Value Perception
- c. Salty Paws-Assignment: Customers and Marketing at Salty Pawz
- d. *Quiz 14-Marketing Mix*
- e. Salty Paws-Discussion: The Four Ps of Competition
- f. Salty Paws-Assignment: The Four Ps of Gourmet Dog Treats

**12. November 18, 2018**

- a. *Quiz 15-Human Resource Management*
- b. Participation-Discussion: Are Interviews a Waste of Time?
- c. Salty Paws-Discussion: People Won't Work for Dog Treats!
- d. Salty Paws-Assignment: Wanda's Hiring Approach, Or How to Be Sued in One Easy Lesson

**13. November 21, 2008: Excel Assignment #3**

**14. November 25, 2018**

- a. *Quiz 16-Accounting and Finance*
- b. Participation-Discussion: CPAs and Financial Crisis
- c. Salty Paws-Discussion: Cooking More Than Dog Treats
- d. Salty Paws-Assignment: Bison Are Biting into Wanda's Break-Even Point

**15. November 28, 2018: Career Path Assignment is due**

**16. December 2, 2018**

- a. *Quiz 17-Information Technology & Business*
- b. Salty Paws-Discussion: Wanda on the Web
- c. Salty Paws-Assignment: Policy at Salty Pawz
- d. Salty Paws Peer Evaluation

**17. December 3, 2018 @ 10:00 a.m.: Exam #3 (FINAL): Chapters 13, 14, 15, 16, & 17** (EXCEL assignments received after the final exam will not be graded AND you cannot receive a grade of >D without them).