ADVANCED FASHION MARKETING – SYLLABUS *Express your style.*

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COURSE DESCRIPTION:  
This course is designed to provide students with the necessary knowledge to compete in the fashion industry. The instructional activities focus on enabling students to develop the knowledge, skills, abilities needed in fashion marketing jobs at the entry level and career-sustaining levels.   
  
COURSE OBJECTIVES & GOALS:  
The broad goals of the general marketing program are to:  
1. Provide secondary-level students the occupational preparation that will facilitate the development of competent workers in marketing.   
2. Enhance the development of employability skills.  
3. Reinforce basic skills in such areas as communication, mathematics, human relations, and reading.  
4. Create an interest in the free enterprise system.  
5. Develop an understanding of marketing functions.  
6. Stimulate student interest in career development.  
  
PROGRAM STANDARDS:  
1. Students will review the evolution and movement of fashion.  
2. Students will explore analyze economics in the fashion industry.  
3. Students will identify major laws that regulate and/or impact the fashion industry.   
4. Students will describe the product selection process for fashion buying.   
5. Students will differentiate various market centers and relate their importance.  
6. Students will analyze the importance of utilizing an efficient distribution system.  
7. Students will determine factors to consider when developing a merchandise plan and budget for a business.   
8. Students will implement an inventory management plan and compute product pricing utilizing cost control methods.  
9. Students will develop visual merchandising and presentations.  
10.Students will evaluate the effects of advertising in the fashion industry.  
11.Students will create a fashion promotion plan.

\*Career, Technical and Agricultural Foundation skills taught include technical skills, academic foundations, communications, problem solving and critical thinking, information technology applications, health and environmental management systems, leadership and teamwork, ethics and legal responsibilities, career development, and entrepreneurship.

REQUIRED MATERIALS  
1. 3 ring binder (HARDCOVER ONLY) in which syllabus, notes and handouts can be kept  
2. Loose leaf paper  
3. 1 pkg. of notebook dividers  
4. Pen or pencil to be used in completing written assignments  
5. Box of tissue  
  
INSTRUCTIONAL STRATEGIES:  
Several instructional strategies will be used for this course. These include demonstration, class projects, research, and visual examples.  
Textbook: The World of Fashion Marketing  
 Fashion From Concept to Consumer  
Workbook: The World of Fashion Marketing Student Activity Workbook  
  
EVALUATION:  
Your grades will be based on a combination of daily assignments, tests, presentations, participation, and homework.  
Tests/Projects 50%  
Notebook/Quizzes/Daily Assignments/Work Ethic/ KeyTrain 50%  
\*The grading scale is: A 90-100  
 B 80-89  
 C 70-79  
 F Below 70  
ATTENDANCE:  
Regular daily attendance is of the utmost importance to success in this course and is a life skill in the working world! If one must be absent, keep in mind that class continues. Accordingly, it is the student’s responsibility to find out the work he or she has missed. Any work missed with an excused absence must be made up within 3 school days. Work missed because of an unexcused absence or home suspension will result in a grade of zero (school policy).  
  
BATHROOM/GUIDANCE/LOCKER POLICY:  
You will be given 6 passes per nine week period. Students’ may use them at their discretion. I must know where you are at all times. If you abuse your bathroom passes, a call will be made to your parent/guardian. Remember, when you are in the hall or bathroom, you are missing out on valuable learning time!  
  
TARDY POLICY:  
1st/2nd – WARNING!- 3rd/4th/5th – CENTRAL DETENTION-6th –REFERRAL   
  
FUTURE OPPORTUNITIES:  
Students will achieve the foundation knowledge and skills to enable them to enter careers in marketing. This program of study also prepares students for further marketing education in technical college programs, junior college programs, or university programs.  
DECA “AN ASSOCIATION OF MARKETING STUDENTS”   
An exciting opportunity to prepare yourself for the real world by competing in various marketing competitions, participating in job shadow days, opportunity to travel and meet new people, and gain leadership skills and experience that looks great on your resume! WHAT DO WE DO?: We are a 100+ club that participate in monthly socials/meetings, travel to conferences across the state, participate in regional, state, and international competition, host the HOMECOMING dance, volunteer in the community, develop leadership skills, develop work ethics skills, meet new people and much, much more \*All activities are voluntary.   
Get INVOLVED!!! Have FUN!!!