

# 10-102-3 Business Management

## Technical Skills Attainment (TSA) Summative Assessment

### Wisconsin Technical College System

#### Directions

The Business Management program provides learners with foundational skills needed to operate a business. Graduates prepare to successfully meet the challenges and opportunities encountered in today's dynamic business environment. Learners develop competence in the business functions of planning, organizing, directing, and controlling.

This scoring guide will be used to evaluate your work by examining one or more artifacts (assignments) that document your achievement of each program outcome. Format, timing, and course will be designated by your local college. Your instructor will provide detailed instructions on the tool(s) used.

After your instructor completes this scoring guide, you will receive feedback on your performance including your areas of accomplishment and areas that need improvement.

#### Business Management TSA Program Outcomes

- A. Plan the operations of a business across functional areas
- B. Organize resources to achieve the goals of the organization
- C. Direct individuals and/or processes to meet organizational goals
- D. Control business processes

#### Scoring Standard

You will provide evidence of achievement by producing one or more artifacts or products. Examples of artifacts might include a business plan or presentations. Artifacts may be developed within the context of an existing course, across multiple courses, in a capstone course, or in an internship, and presented in a portfolio or another format designated by the sponsoring college. You must achieve an overall average rating of PASS on all criteria for each program outcome to demonstrate competence (passing). A rating of FAIL on any criterion results in a FAIL score for that program outcome and for the TSA Assessment.

#### Rating Scale

- |      |  |
|------|--|
| Pass | Performs adequately; meets basic standards |
| Fail | Does not meet basic standards              |

Criteria	Ratings	
<b>A. Plan the operations of a business across functional areas</b>	<b>pass</b>	<b>fail</b>
A.1 Assess business environments	pass	fail
A.2 Develop plans to support organizational goals	pass	fail
A.3 Align plans to support organizational goals	pass	fail
<b>B. Organize resources to achieve the goals of the organization</b>	<b>pass</b>	<b>fail</b>
B.1 Identify required resources	pass	fail
B.2 Structure resources	pass	fail
B.3 Source capital and equipment	pass	fail
B.4 Prepare an implementation schedule	pass	fail
<b>C. Direct individuals and/or processes to meet organizational goals</b>	<b>pass</b>	<b>fail</b>
C.1 Match people and work	pass	fail
C.2 Align resources to goals	pass	fail
C.3 Monitor progress	pass	fail
C.4 Communicate information to stakeholders	pass	fail
<b>D. Control business processes</b>	<b>pass</b>	<b>fail</b>
D.1 Collect business data and/or information	pass	fail
D.2 Analyze business data and/or information to support decision making	pass	fail
D.3 Apply legal requirements to business conditions	pass	fail
D.4 Apply continuous improvement processes	pass	fail
D.5 Utilize ethical decision-making processes	pass	fail
D.6 Recommend future actions	pass	fail

### Overall Score

<b>TSA Assessment Score:</b>	<b>PASS</b>	<b>FAIL</b>
Note: Each program outcome and the over-all requirements must earn a rating of "Pass" to achieve an over-all score of "Pass" on the assessment.		
<b>Student Name:</b>		<b>ID #:</b>
<b>Evaluator Signature:</b>		<b>Date:</b>

