



The ABEA Bulletin

Arizona Business Education: A Tradition of Excellence

Volume 33, Issue 3

Spring, 2007

Dr. Rader Receives

Independent Research Award



Dr. Martha H. Rader, Associate Professor of Curriculum and Instruction, received the 2006 Delta Pi Epsilon (national Business Education research society) Independent Research Award, presented to her at the national DPE conference in Minneapolis, Minnesota, in November. Dr. Rader was selected for this prestigious national award for publishing the most outstanding study in Business Education in the United States in 2005.

The Delta Pi Epsilon Independent Research Award is presented for "the best research that advances any area of business education published in a review board or editor refereed journal."

Her study was "A Comparison of State and National Standards for Business Education," published in the *NABTE Review*, the journal of the National Association of Business Teacher Education, and had previously received another national award presented at the National Business Education Association conference last March for the outstanding article in the *NABTE Review* in 2005. Her study compared the standards for business education in all 50 states with the National Standards for Business Education. Results of her research were utilized to assess the effectiveness of state and local curriculum standards for business education and readiness for national mandates for equal educational opportunity for all children.

Dr. Rader was recently selected to serve a three-year term on the National Policies Commission for Business Education, which establishes and publishes national policy for business and economic education.

Plan Now to Attend the ABEA Spring Conference

Bennie Carlos has announced the Spring ABEA Conference schedule—see page 2. The \$145 Conference Fee includes eight breakout sessions.

Late Fee after April 1—\$40

Guest Fee—\$145

Congratulations, Dr. Rader, for your tremendous service to ABEA and business education.

We are so proud to work with you!

In This Issue:

ABEA Spring Conference — Chaparral Suites Resort **2-3**

ABEA Awards Nomination Form **4-5**

Professionalism and Commitment, by Kris Sheets, 2007 WBTE President Elect **6**

ACTE^{AZ} Summer Conference July 15-18 **7**

ABEA Conference Registration Form **9-10**

ABEA Mission

"Serve individuals and groups in all endeavors associated with and about business and business education."

Arizona CTE Mission

"Prepare Arizona students for workforce success and continuous learning."

Arizona Business Education Association Conference

April 20 & 21, 2007

Friday, April 20	Saturday, April 21		
Registration Open 1-5 p.m. West Foyer	7:00 a.m. Breakfast		
FBLA Charity Gold Tournament Go to www.azfbla.org/golf	8 a.m. – 12 p.m. Book and Vendors Exhibits Chaparral Conference Center, North Foyer		
1-4 p.m. Scottsdale Fashion Square Tour <u>\$20 Fee</u>	Mohave I, 9 a.m. <i>Empowering Youth to be Safe Online . . . In the Classroom and Beyond (\$20)</i>	Mohave II, 9:00 a.m. What is Marketing – DECA	Mohave III, 9:00 a.m. Lifesmarts
2-4:30 p.m. KIVA 3 20 maximum for registration <u>\$20 Fee</u> Rich Dad Cash Flow Board Game	Mohave I, 10 a.m., <i>Empowering Youth to be Safe Online . . . In the Classroom and Beyond (\$20)</i>	Mohave II, 10 a.m., Innovative Strategies for Teaching Post-Secondary “Community Colleges”	Mohave III, 10 a.m., How to Start an FBLA Chapter
2-4:00 p.m. KIVA 2 I-Safe Training for Certification (\$20) <i>Empowering Youth to be Safe Online . . . In the Classroom and Beyond</i>	Mohave I, 11 a.m. <i>Empowering Teachers Classroom Resources and More – AZCEE</i>	Mohave II, 11 a.m., Business Education Campfire – Sharing Ideas, Textbooks Used . . . Bring 20 Handouts	Mohave III, 11 a.m., Rigor & Relevance Leadership in Education
2-3 p.m. ABEA Website Information	12:30-2:00 p.m. ABEA Annual Meeting and Awards Luncheon		
3-4 p.m. OPEN			
4-6 p.m. Book Exhibitors Open Social Hour Chaparral Conference Center, North Foyer			



ABEA 2007 Spring Conference

CHANGE in Business Education

Facilitators needed: Please contact Jaci Jones

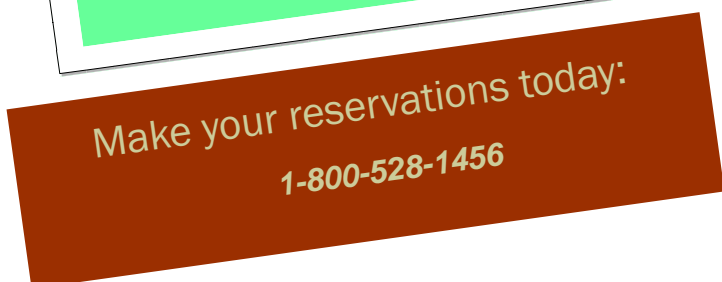
jaci.jones@leonagroup.com

Workshops

- Rich Dad Cash Flow Board Game
- I-Safe Training for Certification (Empowering Youth to be Safe Online...In the Classroom and Beyond)

Breakout Sessions

- Empowering Youth to be Safe Online...In the Classroom and Beyond
- Empowering Teachers Classroom (Resources and More)
- What is Marketing—DECA
- Innovative Strategies for Teaching Post-Secondary “Community Colleges”
- Business Education Campfire (Sharing Ideas, Textbooks, etc. —bring 20 handouts of your best ideas, textbooks)



ABEA AWARDS NOMINATION FORM

Please indicate category of award nomination:

- _____ New Business Education Teacher (1-3 years teaching experience)
 _____ Middle, Junior, Secondary, or Post-Secondary Business Education Teacher
 _____ Distinguished Service Award (Administrator, Institution, Organization, or Agency)

Information About Person Being Nominated (Nominee):

Name _____ Position _____

School/Org _____ City _____

Work Phone (_____) _____ Home Phone (_____) _____

E-Mail Address _____

Has nominee ever received an ABEA Award? ____ Yes ____ No ____ Don't know

If yes, which one? _____

Information About Person Doing the Nominating (Nominator):

Name _____ Work Phone (_____) _____

Position and Location _____

E-Mail Address _____

Procedure for Submitting Nominations: Simply email this page as an attachment or send an email with the above information to **Dana Fladhammer** at dana.fladhammer@pcmail.maricopa.edu **ANY-TIME before March 31, 2007. DO IT NOW!**

Procedure for Nominees to Submit Required Information: The following requirement, provided by the nominee, should be sent as a Word document attachment(s) to dana.fladhammer@pcmail.maricopa.edu by a date to be provided to the nominee after the nomination is received.

NOTE: Respond to each criterion on a separate page with the appropriate criterion typed at the top of the response page. Double-spacing with a 12-point or larger type is required. Each response must **not** exceed one page, double-spaced.

A one-page supporting letter should be sent as an email attachment to dana.fladhammer@pcmail.maricopa.edu.

Criteria for Business Education Teacher Award (any level):

1. Current paid membership in ABEA and currently teaching at the level nominated.
2. Contributions to business education through teaching. Include information about years of experience (**new teacher award must be 1-3 years**), subject areas taught, course and/or program development, exemplary teaching techniques, and classroom teaching performance. (Maximum points = 50)
3. Participation, committee work, and offices held in professional business-related organizations. (Maximum points = 15)
4. Evidence of professional development. Include activities such as speaking at conferences, chairing conference committees, facilitating conference sessions, and/or professional publications. (Maximum points = 15)
5. Involvement in departmental/administrative responsibilities or working with student organizations. (Maximum points = 15)
6. Contributions to business education in the community through religious, civic, government, cultural, or private business organizations. (Maximum points = 5)

Criteria for Distinguished Service Award/Administrator:

1. Contributions to business education through administrative work. Include specific responsibilities, years of experience, involvement in professional business-related organizations, and evidence of effectiveness. (Maximum points = 50)
2. Evidence of budgetary support for business education programs and student vocational organizations. (Maximum points = 25)
3. Evidence of non-budgetary support for teachers and student vocational organizations. (Maximum points = 25)

Criteria for Distinguished Service Award/Institution, Organization, or Agency:

1. Activities that have resulted in better preparation of business students for business careers or of teachers for careers in business education. (Maximum points = 25)
 2. Activities demonstrating a continuous commitment to business education and its future. (Maximum points = 25)
 3. Activities promoting business education in the community through public persuasiveness and/or support of legislation designed to promote business education. (Maximum points = 25)
 4. Involvement in professional business-related organizations and/or work with student vocational organizations. (Maximum points = 25)
-

PROFESSIONALISM AND COMMITMENT

PART 2 **Kris Sheets**
2007 WBITE President-Elect

(Western Business and Information Technology Educators)

“When work, commitment, and pleasure all become one and you reach that deep well where passion lives, nothing is impossible.” Vance Havner

In the last issue of the ABEA Newsletter I reviewed a book, **PROFESSIONALISM IS FOR EVERYONE: FIVE KEYS TO BEING A TRUE PROFESSIONAL**, by James R. Ball. Mr. Ball listed the following five keys to being a true professional: Character, Attitude, Excellence, Competency and Conduct.

This month's article I would like to touch on one of his “keys:” **Attitude**. Attitude is one of those words that some of us don't like; however as educators we always use it with our students and our own children. Personally, I quit using “ATTITUDE” and started using “FEEL.” Instead of saying, “You have a bad attitude,” I would say, I'm sorry you feel that way, how can we change that.” I don't care who you are; we all have an attitude or certain feelings about things. There are certain foods, cars and colors we don't like. It could even be other people. Maybe it's not that we don't like them, however, maybe it's how we approach them.

What is your ATTITUDE/FEELING about your professionalism? What is your ATTITUDE/FEELING about reading professional journals? Those of you who know me, REALLY KNOW ME, know that I have an ATTITUDE/FEELING about those of you who don't read the professional journals. So here goes, since most don't read, I will sound off. And if you are one of the brave ones who continue to the end, you will find a message on how to win a prize.

When does Professionalism stop? Yes, I am on my bandwagon again! I recently retired as a classroom teacher and many of you will be doing the same over the next few years. Hopefully you will continue to be active in your professional associations. The following little dialogue is not a direct quote. Recently I attended a workshop and was greeted by, I noticed your name on the registration list and wondered why you were attending. That statement really caught me off guard. I am usually somewhat quick with some type of “smart” remark; however nothing came to mind. Please remember I am President-elect of WBITE and will take over as President July 1 of this year. Professionally. If I am to be an effective leader of this association I need to keep abreast of the local, regional and national happenings of Business Education and Education in general. I recently attended the Western Regional WBITE Conference in Missoula, Montana and one of the states President-elect asked me about what was going on in Arizona. I am sure glad I went to that workshop. Can you imagine, the WBITE President-elect from Arizona being asked that question and having to answer, “I don't know.”

I promised you, if you finished this article there was a way to win a prize. The first person to email me at kris_85015@yahoo.com will have a nice prize at the ABEA Spring Conference.

In summary. What size is your Professional Commitment? Did you know that the M & M Company makes two sizes of M & M's? The regular size and the mini's. Don't ask me why, maybe the regulars are two big for some people? What is the size of your Professional Commitment? Regular or Mini?

“Commitment is the enemy of resistance, for it is the serious promise to press on, to get up,

ACTE_{AZ} 2007 SUMMER CONFERENCE July 15-18, TUCSON, ARIZONA

Look at all ABEA has to offer to you!

The Summer Conference Planning Committee has put together an amazing array of dynamic workshops and motivating presentations for business educators at the ACTE/AZ Summer Conference.

Don't miss these exciting four days (July 15 through July 18) packed full of valuable educator information beginning with the new business teacher workshop followed by sessions on teaching strategies, school-based enterprises, financial, economic, and entrepreneurial lessons and activities, FBLA classroom integration, adaptive instruction, business partnership development, and a multitude of ideas for academic standards incorporation.

And yes, even though it's a well kept secret, *business educators do have fun!* There will be several opportunities to model those newly learned "networking techniques" at such gatherings as the Pirates of Business Education Casino Night Out, the ABEA Luncheon, and the Hospitality Night with Thomson Publishing.

This year's Conference Business Education program will be held at Loews Ventana Canyon Resort in Tucson and promises to be *better than ever!* We hope to see all of you there! Register on-line at www.acteaz.org to attend this year's conference and show that CTE--Works.

Did you know???

- Google has 380 million unique users per month
- 112 international domains
- Is the top U.S. search site
- Nearly half of all U.S. searches, 2.4 billion a month, go through Google
- More than 50% of Google traffic is from outside the United States

Source: *USA Today*, January 2006



For excellent information, you and your students can log on to the following web sites to review updated information from the Bureau of Labor Statistics 2004-14 projections.

- Employment Projections Internet site www.bls.gov/emp
- Charting the Projections: 2004-14 in the *Occupational Outlook Quarterly*, Winter 2005-6 Issue www.bls.gov/opub/ooq/ooqhome.htm
- 2006-7 *Occupational Outlook Handbook* www.bls.gov/oco
- 2006-7 *Career Guide to Industries* www.bls.gov/oco/cg/home.htm

OUR PROFESSIONAL ORGANIZATIONS

Conference Dates

ABEA (AZ Business Education Association) Spring Conference

2007 April 20-21 Chaparral Suites Resort, 5100 N. Scottsdale Road, Scottsdale, AZ 85250 1-800-528-1456

WBITE (Western Business & Information Technology Education)

2008 May 23-26, Scottsdale Plaza Resort, Scottsdale, AZ

2009 Feb 13-16, Post Falls, ID

NBEA (National Association of Business Educators)

2007 Apr 4-7, New York Marriott Marquis, NY

2008 Mar 19-22, San Antonio Marriott Riverwalk, TX

2009 Apr 8-11, Chicago, IL

2010 Mar 31-Apr 3, San Diego, CA

2011 Apr 20-23, New Orleans, LA

ACTE (Assn for Career and Technical Education) Nat'l conference

2007 May 2-5, ACTE Region V Conference at Prescott

2007 Dec 13-15, Las Vegas, NV

ISBE (Internat'l Association of Business Educators) usually July

2007 Vienna, Austria

2008 Rome or Naples, Italy

2009 Carlsbad, Czeck Republic

Arizona Business Education Association
Presents
"Challenges and Changes for Business Education"

April 20 & 21, 2007

Visit ABEA Website for updates at www.azbea.org

GENERAL

Name: _____

Home Address: _____

City: _____ State: _____ ZIP: _____

Home Phone: _____

Email: _____

School or Organization: _____

Address: _____

City: _____ State: _____ ZIP: _____

Work Phone: _____

Name of Guest: _____

FRIDAY & SATURDAY

Please place a check (ii) in the areas provided. First come/first serve; space is limited. Add cost to payment information:

Friday, April 20 – See Spring Conference Information for complete schedule.

Business Tour: Scottsdale Fashion Square (\$0) _____

Rich Dad/Poor Dad Board Game (\$20) _____

- Max of 20 teachers only
- 4 board games given away

I-Safe Training for Certification (\$20) _____

"Empowering Youth to be Safe Online...In the Classroom and Beyond."

4 – 6 p.m. – Book Exhibits/Vendors, Hors d'oeuvres to be served.

Saturday, April 21 – See Spring Conference Information for complete schedule.

7 a.m. - Breakfast

8 – 12 p.m. – Book Exhibits/Vendors

9, 10 and 11 a.m. – **Breakout Sessions**

12:30 – 2 p.m. – Luncheon & Annual Meeting and Election of Officers

Chaparral Suites Resort Scottsdale

5001 N. Scottsdale Road

Scottsdale, AZ 85250

1-800-528-1456 - Reservations phone
(480) 949-1414 - Hotel phone

www.chaparralsuites.com

Room Rate: \$149.00 + tax/night

Reservation cut-off April 1st

REGISTRATION

Conference Attendee (includes meals) \$145

Guest (includes meals) \$145

University Student Member*/Guest \$ 50

Late Fee (postmarked after April 1) \$ 40

*University student is defined as "not a full-time teacher working on an advanced degree.

Registration includes ABEA dues (\$25) for 2007-08

SEE NEXT SPRING CONFERENCE INFORMATION

PAYMENT INFORMATION

Registration Total: \$ _____

Workshop(s)/Business Tour(s) Total \$ _____

Late Fee (postmarked after April 1st) \$ _____

Grand Total: \$ _____

Make checks or school purchase orders payable to ABEA

Mail to: Rochelle Thompson, Treasurer
1113 S. Branquis Avenue
Yuma, AZ 85364

928-246-4344

rthomp9713@msn.com

Please see the next page for the meal reservation information!

MEAL COUNT

***COST OF ALL 3 CONFERENCE MEALS ARE INCLUDED WITH REGISTRATION
(with the exception of Saturday Night Social)***

List the number of persons attending each meal:

Friday Breakfast:

_____ # Attending
_____ Not Attending

Friday Dinner:

_____ # Attending
_____ Not Attending

Saturday Lunch:

_____ # Attending
_____ Not Attending

Friday Lunch Buffet:

_____ # Attending
_____ Not Attending

Saturday Breakfast:

_____ # Attending
_____ Not Attending

Saturday Night Social:

(\$30 per person)

_____ # Attending
_____ Not Attending



***Sunrise Mountain High School DECA Gives Back
By Andee Richey***

When the Mariners and the Padres took the field for the Spring Training Baseball Opening Game on March 2nd, the Sunrise Mountain marketing students sold raffle tickets to benefit local charities. The annual Welcome Back Game is a fundraiser for the Peoria Diamond Club. The Sunrise Mountain students put into practice their sales techniques to help the group raise money.

For the past five years, the students have set sales records for sales during the game. "The money goes to charity and helps fund community projects" says Heather Luvisi, SMHS DECA president. "We get to practice really selling; it is fun and it is for a good cause." The group sold over \$2,000 this year but was short of their goal.

"Yeah, we wanted to sell about least \$3,000 this time so we hope we can do better next year", said Haley Seabert.

DECA is a national association of sales and marketing students that compete in contests throughout the year. To learn more about DECA, visit www.azdeca.org



2008 WBITE CONFERENCE

WBITE ROCKS IN ARIZONA, Digging Into Educational Opportunities

The 2008 WBITE Conference, May 23-26, will be held at the Scottsdale Plaza Resort, Scottsdale, Arizona. Further details will be forthcoming on the ABEA web site. Please note, the date change. Tradition has the Arizona meeting in May to allow for lower hotel rates for participants. The conference committee is planning an exciting conference for you.

ACTE Region V Conference May 2-5, 2007, at the Prescott Resort

THE FOLLOWING IS IMPORTANT INFORMATION AND DEADLINES:

- The Prescott Resort and the Quality Inn Room Block **CUT OFF DATE is April 2, 2007.**
According to the contract any unsold rooms will be returned to the room block.
Reservations would continue to be accepted based upon availability. However, in our case at this time, there are no more rooms at the Prescott Resort.

- If you are going to attend this conference and need a room the following is important to you.
 - The Prescott Resort and Conference Center is **SOLD OUT.**
 - However, the Prescott Resort helped secure rooms for us at the Quality Inn and Conference Center. They are honoring the conference hotel rate. We appreciate the Prescott Resort's assistance in making this happen.
 The Quality Inn phone number is 1-928-777-0770 and I would call immediately. Ask for the ACTE Region V Conference Rate. They still have some rooms.
 - The week and weekend of our conference are also other major events in Prescott. Rooms will be hard to come by or non existent.
 We wanted you to have this information so that you know prior to making airline or travel reservations.
 - After the Quality Inn Rooms are gone, **if** any rooms are available in town they could be at a higher hotel rate.
 - Some of you have made other lodging arrangements and that is fine. We do need to know if you are off site at another hotel other than the Prescott Resort and Quality Inn, **if you are anticipating needing any transportation to the Prescott Resort.** We are thinking that most of you will have personal, school district or rental cars but please let us know if you think transportation will be an issue for you. Contact Pam at pamferguson@cox.net by April 2, 2007.

- **Late Registration starts after April 2, 2007 and the rate goes up \$50 per registration so please register on line at www.acteaz.org**
 prior to April 2, 2007 if you are attending Region V.

For additional information, please contact:

Pam Ferguson, ACTE_{AZ} Executive Director 623- 873-1355

Web Sites Web Sites Web Sites

<http://school.discovery.com/foodscience/> FACS lesson plans

<http://www.redherring.com/> (Business technology sources)

<http://www.schoolnotes.com/> (Post school info on the web)

<http://thinkquest.org/library/index.html> (Student written works)

<http://www.4teachers.org> Helps you integrate technology into your classroom by offering FREE online tools and resources



Four Year Degrees?

On average, workers with Associate Degrees earn less than those with Bachelor's Degrees, but 83 percent of workers with Associate Degrees earn the same as workers with Bachelor's Degrees.

-Carnevale and Desrochers, Standards for What?, 2003