

DOCUMENT RESUME

ED 459 318

CE 082 485

TITLE Administrative Office Technology. FaTrak Specialization Integrated Technical and Academic Competency (ITAC). Revised.

INSTITUTION Ohio State Dept. of Education, Columbus. Div. of Career-Technical and Adult Education.

PUB DATE 2001-09-14

NOTE 20p.; For other FaTrak ITACs, see CE 082 486-493 and CE 082 496.

AVAILABLE FROM For full text:
<http://www.ode.state.oh.us/ctae/teacher/fastrak/list.asp>.

PUB TYPE Guides - Non-Classroom (055)

EDRS PRICE MF01/PC01 Plus Postage.

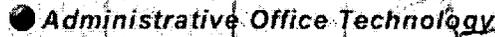
DESCRIPTORS Academic Standards; Accounting; Adult Education; Career Development; Communication Skills; Competence; *Competency Based Education; Economics; Employment Potential; *Employment Qualifications; Equipment Utilization; Information Technology; Integrated Curriculum; *Job Skills; Leadership; Office Machines; *Office Management; Office Occupations; *Office Occupations Education; Personnel Management; Postsecondary Education; Professional Development; Secondary Education; *Statewide Planning; Technology Education

IDENTIFIERS *Ohio

ABSTRACT

This document presents the Ohio Integrated Technical and Academic Competency (ITAC) profile for administrative office technology, which is a comprehensive listing of 58 occupational skill competencies deemed essential for Ohio graduates of programs in office technology. The document begins with an introduction to the ITAC system, a list of professionals involved in the identification of competencies for administrative office technology, and an overview of the administrative office technology field today and its likely development in the future. The overview is followed by sections for each of seven competency areas identified. Each section consists of lists of the occupational skill competencies accompanied by key indicators for assessing mastery of the specialty and foundation skills constituting each individual competency. The competency areas are office operations; leadership and management; finance and accounting; economics; communications; technology applications; and professional and career development. The competencies reflect the job opportunities and skills required for employment in the field as identified through extensive research and input from industry, labor, professional organizations, and other stakeholders in the administrative office technology field. Critical academic, employability, and information technology skills have been integrated throughout the list to support the technical skills presented. The competencies are organized so that they can be clustered or grouped in a modular approach and used as the basis for curriculum development in Ohio's secondary, adult, and postsecondary programs. (MN)

Reproductions supplied by EDRS are the best that can be made
 from the original document.

[FasTrak Home](#)
[Career Pathways](#)
[FasTrak ITACs](#)


FasTrak

Specialization Integrated Technical and Academic Competency (ITAC)

Updated Friday, September 14, 2001 01:25 PM

Administrative Office Technology

Acknowledgements

Overview

02.01.00.0	Office Operations
02.02.00.0	Leadership and Management
02.03.00.0	Finance and Accounting
02.04.00.0	Economics
02.05.00.0	Communications
02.06.00.0	Technology Applications
02.07.00.0	Professional and Career Development



Bob Taft, Governor | Susan Tave Zelman, Superintendent of Public Instruction
 Contact ODE | Web site notes | Contact Web Manager | ODE home | Ohio home
 Ohio Department of Education, 25 South Front Street, 6th Floor, Columbus, Ohio 43215-4183
 1-877-644-6338
 Career-Technical and Adult Education 614-466-3430

U.S. DEPARTMENT OF EDUCATION
 Office of Educational Research and Improvement
 EDUCATIONAL RESOURCES INFORMATION
 CENTER (ERIC)

- This document has been reproduced as received from the person or organization originating it.
- Minor changes have been made to improve reproduction quality.

- Points of view or opinions stated in this document do not necessarily represent official OERI position or policy.

PERMISSION TO REPRODUCE AND
 DISSEMINATE THIS MATERIAL HAS
 BEEN GRANTED BY

R. Bowenmaster

TO THE EDUCATIONAL RESOURCES
 INFORMATION CENTER (ERIC)

1

Introduction to the Specialization ITAC

Revised 2001

The Ohio Integrated Technical and Academic Competency (ITAC) profiles are developed under the auspices of the Ohio Department of Education and the Ohio State Board of Education. They provide a broad-based educational response to Ohio's need for a skilled workforce. Each Specialization ITAC represents a profile of the professional or occupational competencies deemed essential for a graduate to perform proficiently when he or she graduates from the specialization workforce development programs in Business and Marketing, Industrial and Engineering Systems, Health Occupations, or Family and Consumer Sciences. The Specialization ITAC profile, in conjunction with the competencies identified in the Foundation and Clusters ITACs, provide a career pathway that can lead to employment or further education.

Process and Intent

The integrated competency lists are the result of all encompassing research and review of existing competency profile lists and includes input from industry, labor, professional organizations, professional and industrial representation, and national standards for a specific industry/profession. Representatives from a broad cross-section of Ohio professional organizations, businesses/professions, industry, and labor played a critical role in identifying current and future knowledge and skills for the industry, and defining the vision and scope of the profession/industry. The instructional methods and teaching strategies are the responsibility of the local school system and/or instructor.

Curriculum Applications Using the ITAC Competency Profiles

Each profile includes a comprehensive listing of occupational skill competencies that reflect the job opportunities and skills that are required to work in a specific profession/career pathway. Critical academic, employability and information technology skills have been integrated throughout the list to support the technical skills. These competency profiles will be used as the basis for curriculum development in Ohio's secondary, adult, and post-secondary programs. The specialization competency profiles are organized so that they can be clustered or grouped in a modular approach. Individual curriculum specialists can use the competencies profiles to develop instructional programs based on local needs as determined in conjunction with their local advisory committees. i.e., the specialization cluster academy approach. Final assessments will be designed to accompany each profile list and to accommodate student evaluation by modules.

[Career Pathways](#) | [FasTrak ITACs](#)



Bob Taft, Governor | Susan Tave Zelman, Superintendent of Public Instruction
Contact ODE | Web site notes | Contact Web Manager | ODE home | Ohio home
Ohio Department of Education, 25 South Front Street, 6th Floor, Columbus, Ohio 43215-4183
1-877-644-6338
[Career-Technical and Adult Education](#) 614-466-3430

Acknowledgements
Ohio Department of Education
Office of Career-Technical and Adult Education
2001 Revision

Administrative Office Technology

Vicki Melvin, Interim Director

Business, Marketing and Information Technology Office

Rick Mangini, Assistant Director
Larry Albanese, Consultant
Phil DeVeney, Consultant
Dee Sturgill, Consultant
Ruth Ann Tallman, Consultant
Sara Mazak, IT Consultant

Curriculum Consultants

Dee Allenspach
Joyce Leimbach

Professional Panel

Jean Booze, Governors Office, Columbus
Lisa Cudd, Marion General Hospital, Marion
Sandi Dry, State Farm Insurance, Newark
Gail Wylie, Huntington Bank, Columbus
Carol Capots, Bank One, Westerville
Kelli Cruea, Childrens Hospital Foundation, Columbus
Kim Miller, Holophane Company, Newark
Kelly Murphy, Matesich Distributing Company, Newark
Betty Marcus, Batelle, Columbus
Carole McConnell, Fifth Third Bank, Columbus



[< BACK TO FULL VERSION](#)[MAGNIFY](#)[PDF](#)URL: <http://www.ode.state.oh.us/ctae/teacher/fastrak/administrative/overview.asp>

Overview

Administrative Office Technology

When you phone or walk into any business or industry, you are likely to be greeted by an Administrative Office Technologist. Administrative Office Technologists are employed in virtually every business/industry. Job titles vary within this field, including Secretary, Administrative Assistant, Office Clerk, Legal Secretary, Medical Secretary, and Receptionist, as well as many others.

In the *Ohio Job Outlook to 2008*, Administrative Office Technology occupations are grouped among those projected to gain the most employment and/or growing the fastest. Clerical Administrative Support occupations had an annual employment of 914,110 in 1998 with projected employment in 2008 of 984,160. This reflects an increase of 70,050 or 7.7 percent. Total annual openings are projected to be 25,745 per year. Within this area, General Office Clerks are ranked as fifth among occupations in Ohio with the most annual job openings for 1998-2008 while receptionists and information clerks ranked 18th; and secretaries, (except legal and medical) ranked 21st.

The field of Administrative Office Technology is ever changing. As the information technology era progresses, the responsibilities of the administrative office technologist have expanded greatly. Those employed in this field experience a broader ability to make decisions and direct tasks. Technology is utilized to conduct research, communicate with clients and among co-workers, plan and deliver meetings, and coordinate schedules. Advanced computer application skills are essential along with the ability to do initial troubleshooting of technology. This field also calls for flexibility; excellent interpersonal skills; project coordination; and the ability to work well with all levels of internal management and staff, as well as outside clients and vendors.

Administrative Office Technologists are a vital part of today's business economy. They serve as an essential link between the business and the clients it serves. Opportunities for the administrative office technologist are limited only to the employee's ambitions. The expansion of opportunities is reflected in research conducted by Office Team, a division of Robert Half International Company. In a survey of 150 executives with the nation's 1,000 largest companies:

- Fifty-six percent of executives believe that administrative assistance will impact the selection and implementation of new technologies.
- The areas in which administrative assistants will assume more responsibility at the entry-level capacity by 2005 include Internet research, desktop publishing, help desk or training and assistance, and web page development.
- Sixty-five percent of executives say that administrative assistants will be relied upon for project management expertise by 2005.
- Sixty-five percent of executives expect the title for administrative assistants will include the word "coordinator" by the year 2005.

The field of Administrative Office Technology is one of excitement and change. Those employed in this field will be required to continually update/upgrade their skills. In return they will receive a more challenging, self-directed work environment from which many rewards will be gained.



02.00.00.0 Administrative Office Technology

02.01.00.0 Office Operations

02.01.01.0 Analyze trends and issues in business and management

Key Indicators-Foundation:

- 02.01.01.01 Identify types of business enterprises and trends affecting them
- 02.01.01.02 Analyze influences on trends and issues in business and management
- 02.01.01.03 Analyze historical, social, and political factors affecting trends and issues in business and management

02.01.02.0 Apply analytical skills in business operations

Key Indicators-Specialty:

- 02.01.02.01 Determine the results from implementing solutions

Key Indicators-Foundation:

- 02.01.02.02 Determine whether information is sufficient, insufficient, or extraneous when solving business problems
- 02.01.02.03 Interpret data needed to solve problems and make decisions
- 02.01.02.04 Apply information from tables, charts, and graphs to problem-solving and decision-making
- 02.01.02.05 Interpret workflow and organizational charts
- 02.01.02.06 Apply logic skills to business decisions
- 02.01.02.07 Calculate estimates based on given data
- 02.01.02.08 Use algebraic equations to solve unknowns

02.01.03.0 Perform scheduling functions

Key Indicators-Specialty:

- 02.01.03.01 Create an electronic calendar
- 02.01.03.02 Maintain electronic calendar
- 02.01.03.03 Identify need for managing schedules across projects
- 02.01.03.04 Identify software sources of electronic calendars

Key Indicators-Foundation:

- 02.01.03.05 Maintain appointment calendars
- 02.01.03.06 Maintain schedules
- 02.01.03.07 Manage scheduling conflicts
- 02.01.03.08 Create calendar/schedules of activities (itineraries)
- 02.01.03.09 Identify the need for management across projects

02.01.04.0 Conduct meeting and other group function

Key Indicators-Specialty:

- 02.01.04.01 Use an electronic calendar to schedule meeting
- 02.01.04.02 Make arrangement for technology needs for meeting (e.g., computers, Internet connection)
- 02.01.04.03 Maintain record of meeting proceedings
- 02.01.04.04 Make travel arrangements for participants and speakers

Key Indicators-Foundation:

- 02.01.04.05 Plan meetings
- 02.01.04.06 Apply parliamentary procedure during meetings
- 02.01.04.07 Schedule meetings
- 02.01.04.08 Prepare agendas
- 02.01.04.09 Make necessary meeting room arrangements
- 02.01.04.10 Make arrangements for participants' special needs (e.g., dietary, hearing, handicap access, foreign language interpreter)

- 02.01.04.11 Facilitate meetings
- 02.01.04.12 Participate in group discussions and meetings
- 02.01.04.13 Communicate roles and responsibilities of committee members and officers

02.01.05.0 Coordinate travel

Key Indicators-Specialty:

- 02.01.05.01 Identify traveler's preferences
- 02.01.05.02 Research travel resources
- 02.01.05.03 Utilize information from travel agents
- 02.01.05.04 Use Internet travel information
- 02.01.05.05 Arrange for transportation and lodging
- 02.01.05.06 Finalize arrangements
- 02.01.05.07 Prepare itineraries
- 02.01.05.08 Prepare expense reports
- 02.01.05.09 Identify international travel concerns (e.g., health, customs, restrictions, driving, passport, visa, and time changes)
- 02.01.05.10 Calculate exchange rates

02.01.06.0 Maintain a records management system

Key Indicators-Specialty:

- 02.01.06.01 Select filing method (i.e., alphabetical, chronological, numerical, geographical, subject)
- 02.01.06.02 Sort documents and integrated media according to selected filing method
- 02.01.06.03 Store documents and integrated media according to selected filing method
- 02.01.06.04 Apply cross-referencing and logging systems for files
- 02.01.06.05 Determine storage media to be used (e.g., paperbase, database, micrographics, image technologies)
- 02.01.06.06 Create new files
- 02.01.06.07 Update files
- 02.01.06.08 Maintain a tickler file
- 02.01.06.09 Assist in determining and updating retention schedule
- 02.01.06.10 Secure files for legality and confidentiality
- 02.01.06.11 Maintain master list of file categories and their locations
- 02.01.06.12 Comply with the laws regulating privacy and legal issues for sharing information
- 02.01.06.13 Develop a system for maintaining necessary company records
- 02.01.06.14 Maintain secured and protected filing systems
- 02.01.06.15 Store materials within appropriate filing systems
- 02.01.06.16 Retrieve requested materials from established filing systems
- 02.01.06.17 Purge filing systems in accordance with company policy

02.01.07.0 Maintain supplies and equipment

Key Indicators-Specialty:

- 02.01.07.01 Assess equipment/software malfunctions
- 02.01.07.02 Determine sources for repair
- 02.01.07.03 Request repairs on equipment
- 02.01.07.04 Write bid requirements for equipment and supply orders
- 02.01.07.05 Obtain bids from multiple sources
- 02.01.07.06 Order new supplies and equipment
- 02.01.07.07 Determine the risks of payment (e.g., credit cards, cash, check, debit cards)
- 02.01.07.08 Identify the flow for ordering and paying for supplies/equipment on-line
- 02.01.07.09 Adhere to supply budget
- 02.01.07.10 Update equipment/software enhancements

- 02.01.07.11 Maintain equipment/supplies inventory and maintenance records
- 02.01.07.12 Receive/verify delivered supplies and equipment
- 02.01.07.13 Store/secure supplies and equipment
- 02.01.07.14 Distribute supplies and equipment

Key Indicators-Foundation:

- 02.01.07.15 Select inventory control system (periodic, perpetual, dollar, LIFO, FIFO)
- 02.01.07.16 Manage inventory manually and electronically
- 02.01.07.17 Maintain inventory control records system
- 02.01.07.18 Identify reasons for inventory shrinkage
- 02.01.07.19 Prepare inventory records report

02.01.08.0 Perform shipping functions

Key Indicators-Foundation:

- 02.01.08.01 Identify various classes of shipments
- 02.01.08.02 Sort/distribute shipments
- 02.01.08.03 Identify requirements for shipments
- 02.01.08.04 Select shipment method appropriate for shipping needs (electronic options and manual methods)

02.01.09.0 Perform mail functions

Key Indicators-Specialty:

- 02.01.09.01 Process outgoing mail (e.g., manual and computer postage)
- 02.01.09.02 Maintain mail and distribution lists
- 02.01.09.03 Identify various classes of mail
- 02.01.09.04 Sort/distribute mail
- 02.01.09.05 Identify delivery requirements
- 02.01.09.06 Select delivery method appropriate for mailing needs

02.01.10.0 Receive visitors

Key Indicators-Specialty:

- 02.01.10.01 Greet visitors according to company policy and security
- 02.01.10.02 Initiate contact with visitors by offering assistance
- 02.01.10.03 Direct/assist visitors to appropriate person/location
- 02.01.10.04 Maintain visitors' log
- 02.01.10.05 Screen visitors
- 02.01.10.06 Maintain reception area

02.01.11.0 Maintain safe working environment

Key Indicators-Specialty:

- 02.01.11.01 Follow government regulations pertaining to safety
- 02.01.11.02 Follow company health, safety, and security procedures
- 02.01.11.03 Identify the ergonomic concerns
- 02.01.11.04 Modify work environment to continuously meet health, security, and safety standards
- 02.01.11.05 Identify the benefits of health, wellness, and safety programs

02.02.00.0 Leadership and Management

02.02.01.0 Identify key elements of business ownership

Key Indicators-Specialty:

- 02.02.01.01 Identify characteristics of not-for-profit and non-profit businesses

Key Indicators-Foundation:

- 02.02.01.02 Identify parts of a business plan
- 02.02.01.03 Identify relationship between the business plan and the business organization

- 02.02.01.04 Identify types of business ownership and the characteristics of each
- 02.02.01.05 Identify advantages and disadvantages of various types of business ownership

02.02.02.0 Analyze business-management practices

Key Indicators-Foundation:

- 02.02.02.01 Identify functions of management
- 02.02.02.02 Identify areas of management (i.e., human resources, financial, facility, inventory, information systems, logistics, marketing, accounting) and their relationship to business functions
- 02.02.02.03 Analyze management levels and the role of each in an organization

02.02.03.0 Build customer service

Key Indicators-Foundation:

- 02.02.03.01 Identify organization's products and services (including own strengths as a sales agent)
- 02.02.03.02 Identify customers (internal and external)
- 02.02.03.03 Recognize the importance of all customers to the business
- 02.02.03.04 Determine customer's individual needs
- 02.02.03.05 Interact with customers in a professional manner (i.e., prompt, friendly, courteous, helpful)
- 02.02.03.06 Follow through on commitments made to customers
- 02.02.03.07 Communicate business policies to customers
- 02.02.03.08 Handle customer complaints in accordance with customer service policy
- 02.02.03.09 Facilitate customer service through the maintenance of key information systems
- 02.02.03.10 Maintain customer database

02.02.04.0 Build customer and coworker relations

Key Indicators-Foundation:

- 02.02.04.01 Provide needed information to customers and coworkers in a considerate, timely, respectful manner
- 02.02.04.02 Project a professional business image (i.e., appearance, voice, grammar, word usage, enunciation, nonverbal communication)
- 02.02.04.03 Demonstrate business professionalism through the use of appropriate manners in accordance with established protocols and company policies

02.02.05.0 Evaluate issues related to leadership and managerial ethics

Key Indicators-Specialty:

- 02.02.05.01 Apply conflict resolution techniques

Key Indicators-Foundation:

- 02.02.05.02 Investigate the nature of leadership and managerial ethics
- 02.02.05.03 Research the history of leadership and management theory
- 02.02.05.04 Analyze current issues in leadership and management ethics
- 02.02.05.05 Determine the impact that various employment and social laws may have on leading and managing business

02.02.06.0 Analyze ethical business behavior

Key Indicators-Foundation:

- 02.02.06.01 Analyze current trends in computer and business ethics
- 02.02.06.02 Identify various types of ethical and unethical business practices
- 02.02.06.03 Interpret codes of ethics for given businesses
- 02.02.06.04 Identify potential consequences of unethical business practices

02.02.07.0 Demonstrate employee ethics

Key Indicators-Specialty:

- 02.02.07.01 Exhibit professional behavior with regard to office politics and gossip

- 02.02.07.02 Respect coworkers
- 02.02.07.03 Ensure confidentiality in handling sensitive issues

Key Indicators-Foundation:

- 02.02.07.04 Analyze current issues in employee ethics
- 02.02.07.05 Identify types of ethical employee behaviors
- 02.02.07.06 Identify ethics established by business
- 02.02.07.07 Identify unethical behaviors
- 02.02.07.08 Identify potential consequences of unethical behaviors

02.03.00.0 Finance and Accounting

02.03.01.0 Perform basic accounting functions

Key Indicators-Specialty:

- 02.03.01.01 Complete employee withholding forms, exemption forms, and other financial forms
- 02.03.01.02 Prepare payables/receivables
- 02.03.01.03 Prepare budgets
- 02.03.01.04 Prepare financial reports
- 02.03.01.05 Identify differences in accounting for proprietorship, partnership, and corporation

Key Indicators-Foundation:

- 02.03.01.06 Identify the purposes of basic accounting functions
- 02.03.01.07 Apply generally accepted accounting principles (GAAP) and procedures
- 02.03.01.08 Employ computer accounting applications
- 02.03.01.09 Calculate payrolls (manually and using automation)
- 02.03.01.10 Prepare balance sheets and profit/loss statements
- 02.03.01.11 Interpret inventory control system data

02.03.02.0 Analyze financial data

Key Indicators-Foundation:

- 02.03.02.01 Analyze financial reports using both electronically and manually reported data
- 02.03.02.02 Evaluate cost-profit relationships
- 02.03.02.03 Predict financial outcomes relative to business decisions and financial data

02.03.03.0 Analyze credit issues

Key Indicators-Specialty:

- 02.03.03.01 Calculate percentage rates (i.e., yearly, term, 90 days)
- 02.03.03.02 Calculate finance charges
- 02.03.03.03 Determine appropriate credit method for different situations
- 02.03.03.04 Determine credit-worthiness of a client

Key Indicators-Foundation:

- 02.03.03.05 Analyze differences in uses of credit cards, debit cards, installment loans, term loans, and commercial loans
- 02.03.03.06 Identify factors involved in issuing credit
- 02.03.03.07 Identify the components of credit reports

02.03.04.0 Develop a financial plan

Key Indicators-Specialty:

- 02.03.04.01 Develop a proposal for a financial plan
- 02.03.04.02 Gather input on a proposed financial plan
- 02.03.04.03 Revise a proposed financial plan
- 02.03.04.04 Recommend a financial plan

Key Indicators-Foundation:

- 02.03.04.05 Identify components of a financial plan

- 02.03.04.06 Compare various sources of capital and types of loans
- 02.03.04.07 Compare methods of financing given business and personal endeavors
- 02.03.04.08 Set long-term financial goals and objectives (business and personal)

02.03.05.0 Perform banking functions

Key Indicators-Specialty:

- 02.03.05.01 Maintain petty cash fund
- 02.03.05.02 Identify steps in handling returned checks, credit-card deposits, and overpayments

Key Indicators-Foundation:

- 02.03.05.03 Maintain a checkbook including reconciliation
- 02.03.05.04 Complete bank deposit/withdraw records
- 02.03.05.05 Inspect currency for counterfeit bills, check authenticity, credit-card fraud, and smart-card fraud, check-card fraud, and electronic currency fraud
- 02.03.05.06 Calculate the cost of accepting credit cards

02.04.00.0 Economics

02.04.01.0 Apply business economic concepts

Key Indicators-Foundation:

- 02.04.01.01 Identify economic resources
- 02.04.01.02 Analyze the function of money
- 02.04.01.03 Identify the difference between economics and economic activity
- 02.04.01.04 Identify the relationship between business, society, and government
- 02.04.01.05 Apply the concept of economic goods and services to given business situations
- 02.04.01.06 Apply the concept of utility to given business situations
- 02.04.01.07 Apply the concept of supply and demand to given business situations
- 02.04.01.08 Apply the concept of competition to given business situations
- 02.04.01.09 Apply the concept of price to given business situations
- 02.04.01.10 Apply the concept of opportunity cost to given business situations
- 02.04.01.11 Identify types of economic systems
- 02.04.01.12 Identify factors that influence management decisions

02.04.02.0 Analyze economic indicators and trends

Key Indicators-Specialty:

- 02.04.02.01 Identify business cycles
- 02.04.02.02 Investigate the nature of current and past economic problems
- 02.04.02.03 Identify leading indicators
- 02.04.02.04 Identify lagging indicators
- 02.04.02.05 Project economic outcomes based on indicators and trends

02.04.03.0 Analyze international business

Key Indicators-Specialty:

- 02.04.03.01 Identify forms of international business activities
- 02.04.03.02 Identify barriers to international business activities
- 02.04.03.03 Identify efforts being made to develop a global economy
- 02.04.03.04 Identify the steps in the formation of international businesses
- 02.04.03.05 Identify legal responsibilities of international business
- 02.04.03.06 Identify joint venture options in international business
- 02.04.03.07 Identify the risks/rewards of international business
- 02.04.03.08 Identify the impact of exchange rates on international transactions
- 02.04.03.09 Examine the influence of political, social, and cultural factors on international business

02.04.03.10 Identify the effects of foreign trade on the US economy

02.04.04.0 Communicate with international and culturally diverse audiences

Key Indicators-Specialty:

- 02.04.04.01 Evaluate foreign audience demographics
- 02.04.04.02 Identify the impact of customs and cultural differences that affect business communications
- 02.04.04.03 Identify strategies needed for communicating with international and culturally diverse audiences
- 02.04.04.04 Gather information needed for international business communication
- 02.04.04.05 Refine verbal and nonverbal communication skills to fit international audience

02.04.05.0 Analyze business law

Key Indicators-Specialty:

- 02.04.05.01 Analyze the relationship between ethics and business law

Key Indicators-Foundation:

- 02.04.05.02 Identify the impact civil and criminal laws may have on specific business elements and practices
- 02.04.05.03 Identify the impact business laws and jurisdictions may have on specific business elements or operations
- 02.04.05.04 Demonstrate knowledge of contract law

02.04.06.0 Follow intellectual property rights and copyright laws

Key Indicators-Specialty:

- 02.04.06.01 Explain the purpose of intellectual property rights and copyrights (i.e., patents, copyrights, licenses, trademarks, rights of originator)
- 02.04.06.02 Define proprietary
- 02.04.06.03 Explain legal ownership of proprietary material
- 02.04.06.04 Explain legal issues of stock image/text usage
- 02.04.06.05 Explain reproduction licensing

02.05.00.0 Communications

02.05.01.0 Apply communication skills

- 02.05.01.01 Follow written and oral instructions
- 02.05.01.02 Clarify instructions
- 02.05.01.03 Apply basic rules for grammar and word usage
- 02.05.01.04 Apply basic rules for the construction of effective sentences and paragraphs
- 02.05.01.05 Ensure word accuracy (e.g., spelling, definitions)
- 02.05.01.06 Apply basic rules governing punctuation, capitalization, abbreviations, word division, and numbers
- 02.05.01.07 Ensure the quality of completed documents by proofreading, editing, and making corrections
- 02.05.01.08 Refine verbal and nonverbal communication skills (e.g., language, voice tone, discussion methods, pre-planned conversation outcome, attitude, body language, sensitivity, empathy)
- 02.05.01.09 Apply listening skills
- 02.05.01.10 Use communication reference tools in daily work (e.g., dictionary, style manual, word division guide, spell-check, grammar check, Thesaurus)
- 02.05.01.11 Collaborate with individuals to solve business-related problems
- 02.05.01.12 Assist others with learning new tasks
- 02.05.01.13 Refine verbal and non-verbal communications

02.05.02.0 Compose documents

Key Indicators-Specialty:

- 02.05.02.01 Identify audience
- 02.05.02.02 Evaluate demographic variables
- 02.05.02.03 Research topical area
- 02.05.02.04 Collect data
- 02.05.02.05 Organize data
- 02.05.02.06 Draft documents in accordance with all relevant rules and guidelines for effective communications
- 02.05.02.07 Edit draft documents
- 02.05.02.08 Generate final, error-free documents

02.05.03.0 Create technical documents

Key Indicators-Specialty:

- 02.05.03.01 Evaluate technical writing requirements
- 02.05.03.02 Conduct technical research
- 02.05.03.03 Design technical documentation
- 02.05.03.04 Write technical reports

02.05.04.0 Deliver business presentation

Key Indicators-Specialty:

- 02.05.04.01 Evaluate audience and demographic variables
- 02.05.04.02 Research information
- 02.05.04.03 Compose presentation
- 02.05.04.04 Prepare presentation materials and audiovisuals
- 02.05.04.05 Present presentation

Key Indicators-Foundation:

- 02.05.04.06 Identify types of presentations for business use
- 02.05.04.07 Outline presentations
- 02.05.04.08 Enhance presentation delivery using technology
- 02.05.04.09 Project a professional image

02.05.05.0 Communicate using telecommunication tools

Key Indicators-Specialty:

- 02.05.05.01 Maintain telephone lists
- 02.05.05.02 Transmit facsimile using FAX machine or computer
- 02.05.05.03 Determine most efficient method for data transmission
- 02.05.05.04 Access information and services using electronic communication systems (e.g., electronic bulletin boards, information services, electronic library retrieval services, worldwide networks, electronic banking, computer conferencing, web pages)
- 02.05.05.05 Comply with regulations and agency standards related to telecommunications
- 02.05.05.06 Select appropriate method of communicating

Key Indicators-Foundation:

- 02.05.05.07 Apply company policies regarding use of telecommunications tools (telephones, voice mail, e-mail, instant messaging, cell phones, pagers, video conferencing, teleconferencing systems)
- 02.05.05.08 Operate telecommunications equipment in accordance with company policy
- 02.05.05.09 Communicate via multiple systems (e.g., telephones, voice mail, e-mail, and instant messaging, cell phones, pagers, video-conferencing, teleconferencing systems)
- 02.05.05.10 Maintain up-to-date status concerning new and emerging communication technologies
- 02.05.05.11 Record complete and accurate messages when using telephone, voice mail, or pagers

02.05.05.12 Transmit complete and accurate messages when using telephone, voice mail, or pagers

02.05.05.13 Follow established telephone etiquette

02.05.06.0 Use business e-mail procedures

Key Indicators-Specialty:

02.05.06.01 Apply standard grammar, spelling, and punctuation in e-mail messages

02.05.06.02 Use professional standards when using electronic equipment

02.05.06.03 Maintain distribution lists

02.05.06.04 Use e-mail etiquette

02.05.06.05 Use appropriate distribution of e-mail including forwarding of e-mail messages

02.05.06.06 Reply to e-mail (to all, to sender, to others)

02.05.06.07 Use e-mail attachments

02.05.06.08 Utilize virus detection

02.05.06.09 Inform co-workers of e-mail virus according to company policy

02.05.06.10 Use e-mail tools

02.05.07.0 Conduct business research

Key Indicators-Specialty:

02.05.07.01 Identify business problems that require research

02.05.07.02 Investigate issues associated with business problems

02.05.07.03 Collect primary data (electronically and manually)

02.05.07.04 Collect secondary data (electronically and manually)

02.05.07.05 Use electronic research techniques

02.05.07.06 Analyze data

02.05.07.07 Evaluate alternative solutions

02.05.07.08 Determine the most appropriate solution

02.05.07.09 Report findings

02.06.00.0 Technology Applications

02.06.01.0 Analyze the role of technology in business

Key Indicators-Specialty:

02.06.01.01 Describe impact of computer technology on the workplace

Key Indicators-Foundation:

02.06.01.02 Explain the benefits and drawbacks of technological advancements

02.06.01.03 Research future trends in technology

02.06.01.04 Identify the impact of technology on business

02.06.02.0 Demonstrate computer knowledge

Key Indicators-Specialty:

02.06.02.01 Use basic computer terminology

02.06.02.02 Identify basic components of the computer

02.06.02.03 Demonstrate basic computer usage (boot-up to shut down)

02.06.02.04 Identify advantages/disadvantages of operating in a network environment

02.06.02.05 Operate computers in a network or in a stand-alone environment

02.06.02.06 Manage files and disks (e.g., hard drives, floppy disks, zip disks)

02.06.02.07 Ensure that computers are virus-free using computer virus detector program

02.06.02.08 Demonstrate ethical behavior in computer use

02.06.02.09 Assess computer software needs

02.06.02.10 Assess computer hardware needs

02.06.02.11 Access information using CD ROM hardware

02.06.02.12 Install/configure software programs

02.06.02.13 Create or select icons using icon program manager

02.06.02.14 Use on-line services for business purposes

02.06.03.0 Create word-processing documents for business applications

Key Indicators-Specialty:

02.06.03.01 Integrate word-processing files with other application software (e.g., database, spreadsheet, graphics, and desktop publishing files)

02.06.03.02 Perform special word-processing functions (e.g., borders, shading, columns, tables)

02.06.03.03 Edit documents using software features

02.06.03.04 Apply relevant rules and guidelines for effective communication

02.06.03.05 Save/store documents

02.06.03.06 Retrieve documents

02.06.03.07 Print documents

02.06.03.08 Send document electronically

02.06.03.09 Make additions to specialized dictionaries and style sheets

02.06.03.10 Annotate reports

Key Indicators-Foundation:

02.06.03.11 Follow written/oral instructions and specifications for preparing word- processing files

02.06.03.12 Compose documents in accordance with established company format and style

02.06.04.0 Perform computer business graphics functions

Key Indicators-Specialty:

02.06.04.01 Merge graphics files with word-processing, database, desktop publishing, spreadsheet files, electronic communications, or websites

02.06.04.02 Save/store graphics

02.06.04.03 Retrieve graphics

02.06.04.04 Use graphics according to legal and ethical standards

02.06.04.05 Create graphic designs

02.06.04.06 Edit graphic designs

02.06.04.07 Print graphics

02.06.05.0 Perform desktop publishing functions for business applications

Key Indicators-Specialty:

02.06.05.01 Design publications

02.06.05.02 Comply with copyright laws

02.06.05.03 Select method of binding or distribution (printed or electronic)

02.06.05.04 Merge word-processing, graphics, database, and spreadsheet files

02.06.05.05 Save/store documents

02.06.05.06 Retrieve documents

02.06.05.07 Print documents

Key Indicators-Foundation:

02.06.05.08 Create a document using desktop publishing functions

02.06.05.09 Import data

02.06.05.10 Scan images

02.06.05.11 Produce a publication

02.06.06.0 Create spreadsheets for business applications

Key Indicators-Specialty:

02.06.06.01 Create/format spreadsheets

02.06.06.02 Create/enter formulas in spreadsheets

- 02.06.06.03 Copy/move spreadsheet cells and ranges
- 02.06.06.04 Enter data on spreadsheets
- 02.06.06.05 Apply data sort, data query, data fill, and data distribution functions
- 02.06.06.06 Export spreadsheet files to word-processing, graphics, desktop publishing, and database files
- 02.06.06.07 Proofread/edit/correct completed spreadsheets
- 02.06.06.08 Save/store spreadsheets
- 02.06.06.09 Retrieve spreadsheets
- 02.06.06.10 Print spreadsheets
- 02.06.06.11 Link spreadsheet files
- 02.06.06.12 Interpret data from spreadsheets
- 02.06.06.13 Analyze data from spreadsheets
- 02.06.06.14 Prepare reports based on spreadsheet data

Key Indicators-Foundation:

- 02.06.06.15 Gather information needed to create usable spreadsheet files according to company needs
- 02.06.06.16 Follow written and oral instructions and specifications for preparing spreadsheets
- 02.06.06.17 Perform special spreadsheet functions (i.e., products, summations, percentages)

02.06.07.0 Create databases for business applications

Key Indicators-Specialty:

- 02.06.07.01 Create/format databases
- 02.06.07.02 Enter elements/data into databases
- 02.06.07.03 Design report formats
- 02.06.07.04 Apply database management system (DBMS) command menu
- 02.06.07.05 Export database files to word-processing and desktop publishing files
- 02.06.07.06 Save/store databases
- 02.06.07.07 Print reports
- 02.06.07.08 Manipulate data using field templates and picture formats
- 02.06.07.09 Copy files and file structures
- 02.06.07.10 Perform multiple sorts and indexes on records
- 02.06.07.11 Manipulate database records (e.g., append, modify, and delete)
- 02.06.07.12 Modify database structure
- 02.06.07.13 Delete files
- 02.06.07.14 Determine whether two or more databases can be used together
- 02.06.07.15 Merge or append two or more databases
- 02.06.07.16 Update multiple databases using query, sort, and index techniques

Key Indicators-Foundation:

- 02.06.07.17 Gather information needed to create usable database files according to company needs
- 02.06.07.18 Follow written and oral instructions and specification for preparing databases
- 02.06.07.19 Perform special database functions (e.g., merge, sort, purge, query, report)

02.06.08.0 Demonstrate Internet/Intranet procedures

Key Indicators-Specialty:

- 02.06.08.01 Demonstrate basic knowledge of the Internet
- 02.06.08.02 Describe the hardware components used on the Internet/Intranet
- 02.06.08.03 Access the Internet/Intranet
- 02.06.08.04 Use various software on the Internet/Intranet

- 02.06.08.05 Use browsers/search engines on the Internet
- 02.06.08.06 Describe the features of plug-ins
- 02.06.08.07 Demonstrate downloading of files
- 02.06.08.08 Filter information from the web for validity and usefulness
- 02.06.08.09 Follow the legal and ethical requirements when using Internet resources
- 02.06.08.10 Abide by company procedures when using the Internet

02.06.09.0 Develop a web page

Key Indicators-Specialty:

- 02.06.09.01 Compare/contrast the features and functions of software editors available for designing web pages
- 02.06.09.02 Compare/contrast the advantages of running inhouse server vs. using a server provider
- 02.06.09.03 Differentiate between a client and a server
- 02.06.09.04 Create a web page using commercial software
- 02.06.09.05 Maintain a web page

02.06.10.0 Reproduce documents

Key Indicators-Specialty:

- 02.06.10.01 Reproduce documents
- 02.06.10.02 Bind documents
- 02.06.10.03 Distribute documents
- 02.06.10.04 Select reprographic supplies (e.g., paper, ink, staples)

Key Indicators-Foundation:

- 02.06.10.05 Determine best reprographic method
- 02.06.10.06 Maintain reprographic equipment
- 02.06.10.07 Troubleshoot equipment problems

02.07.00.0 Professional and Career Development

02.07.01.0 Demonstrate behaviors appropriate to business

Key Indicators-Specialty:

- 02.07.01.01 Exhibit appropriate appearance/manners/attitudes
- 02.07.01.02 Exhibit good work habits (e.g., punctuality, dependability, flexibility, initiative)
- 02.07.01.03 Manage stress
- 02.07.01.04 Demonstrate personal skills (e.g., empathy, pride, loyalty, and self-confidence)

02.07.02.0 Achieve goals (personal and organizational)

Key Indicators-Specialty:

- 02.07.02.01 Identify organizational goals
- 02.07.02.02 Develop personal goals related to goals set by employer
- 02.07.02.03 Set standards for each goal
- 02.07.02.04 Monitor progress toward accomplishing goals
- 02.07.02.05 Evaluate accomplished goals
- 02.07.02.06 Document accomplished goals
- 02.07.02.07 Participate in a continuous quality improvement program (e.g., ISO 2000, Baldrige, Steven Covey, Disney)

02.07.03.0 Demonstrate teamwork

Key Indicators-Specialty:

- 02.07.03.01 Define teamwork
- 02.07.03.02 Identify situations needed for using teams
- 02.07.03.03 Define team structures (e.g., cross functional, quality improvement, task force, quality circles)

- 02.07.03.04 Identify team-building concepts
- 02.07.03.05 Use teamwork to solve problems
- 02.07.03.06 Monitor team activities

02.07.04.0 Manage projects and assignments

Key Indicators-Specialty:

- 02.07.04.01 Assess quality/productivity needs
- 02.07.04.02 Identify tasks
- 02.07.04.03 Prioritize tasks
- 02.07.04.04 Determine resources needed to fulfill projects/assignments
- 02.07.04.05 Develop a plan for efficient use of workspace
- 02.07.04.06 Prepare feasibility studies
- 02.07.04.07 Follow project-planning procedures
- 02.07.04.08 Develop project plans
- 02.07.04.09 Solve work flow/operations problems using problem-solving, decision-making, and critical-thinking skills
- 02.07.04.10 Use time management techniques
- 02.07.04.11 Use appropriate work procedures and technology (project management software)
- 02.07.04.12 Prepare productivity and project completion reports

02.07.05.0 Explore careers within the field of Administrative Office Technology

Key Indicators-Foundation:

- 02.07.05.01 Analyze trends and issues in business affecting potential careers
- 02.07.05.02 Demonstrate knowledge of careers within the business field
- 02.07.05.03 Explore specific Administrative Office Technology career interests
- 02.07.05.04 Research projected growth and availability of various careers

02.07.06.0 Develop career choices

Key Indicators-Specialty:

- 02.07.06.01 Define career options in area of training
- 02.07.06.02 Identify personal interests and skills
- 02.07.06.03 Explain how one's personal ideas impact career choice
- 02.07.06.04 Explain transferable skills as they apply to a variety of career options
- 02.07.06.05 Examine nontraditional career choices
- 02.07.06.06 Examine entrepreneurial career choices
- 02.07.06.07 Identify emerging occupations within Administrative Office Technologies
- 02.07.06.08 Develop a career plan with timelines

02.07.07.0 Develop a personal financial plan

Key Indicators-Specialty:

- 02.07.07.01 Identify short-term and long-term goals
- 02.07.07.02 Project personal financial requirements for short-term and long-term goals
- 02.07.07.03 Identify personal assets and liabilities
- 02.07.07.04 Evaluate impact of taxes on personal income
- 02.07.07.05 Complete/file federal and state income tax documents
- 02.07.07.06 Write a personal financial plan
- 02.07.07.07 Identify investment strategies needed for future expenses (i.e., insurance, 401K, IRA)

02.07.08.0 Seek employment in the business field

Key Indicators-Specialty:

- 02.07.08.01 Identify resources to find job openings
- 02.07.08.02 Complete job application accurately and legibly including phone numbers, references, and accurate
- 02.07.08.03 Secure permission for job and personal references
- 02.07.08.04 Apply for a job
- 02.07.08.05 Participate in a job interview
- 02.07.08.06 Follow-up interview with appropriate responses (i.e., thank you letters, additional information, phone calls)

Key Indicators-Foundation:

- 02.07.08.07 Prepare documentation needed for obtaining a position (e.g., resume, portfolio, cover letter)
- 02.07.08.08 Update documents needed for business employment
- 02.07.08.09 Compile documents in a professional manner
- 02.07.08.10 Identify employment opportunities
- 02.07.08.11 Dress appropriately for job interview

02.07.09.0 Plan for professional development

Key Indicators-Foundation:

- 02.07.09.01 Identify the role of professional organizations in the professional development process
- 02.07.09.02 Reading professional publications to keep professionally current
- 02.07.09.03 Determine the benefits to business of employees' belonging to professional organizations

02.07.10.0 Manage professional career

Key Indicators-Specialty:

- 02.07.10.01 Participate in selected meetings, workshops, conferences, and formal education and/or training programs
- 02.07.10.02 Implement changes in behavior in response to constructive criticism provided on career plan
- 02.07.10.03 Seek mentor at work
- 02.07.10.04 Participate in professional development activities
- 02.07.10.05 Identify meetings, workshops, and conferences related to career growth plans
- 02.07.10.06 Identify ongoing formal education and/or training opportunities related to career growth plans
- 02.07.10.07 Participate in evaluation
- 02.07.10.08 Participate in professional and civic organizations
- 02.07.10.09 Maintain own professional library (books and periodicals)

Key Indicators-Foundation:

- 02.07.10.10 Set personal goals
- 02.07.10.11 Develop skills and characteristics desired by business employers
- 02.07.10.12 Identify possible advancement patterns in business careers including cross-training
- 02.07.10.13 Monitor progress toward personal goals
- 02.07.10.14 Plan for career growth, (i.e., locally, nationally, and internationally)

02.07.11.0 Examine personnel management concepts

Key Indicators-Foundation:

- 02.07.11.01 Identify effective skills and strategies for working with organizations and groups of people
- 02.07.11.02 Identify the kinds of rewards, incentives, and motivators people seek at work
- 02.07.11.03 Identify the roles of formal and informal groups within organizations

02.07.12.0 Analyze personnel policies and procedures

Key Indicators-Foundation:

- 02.07.12.01 Identify company rules and regulations
- 02.07.12.02 Identify professional development guidelines within an organization
- 02.07.12.03 Identify appropriate training plan for an organization
- 02.07.12.04 Evaluate training effectiveness for employees

Administrative Office Technology



U.S. Department of Education
Office of Educational Research and Improvement (OERI)
National Library of Education (NLE)
Educational Resources Information Center (ERIC)



NOTICE

Reproduction Basis



This document is covered by a signed "Reproduction Release (Blanket)" form (on file within the ERIC system), encompassing all or classes of documents from its source organization and, therefore, does not require a "Specific Document" Release form.



This document is Federally-funded, or carries its own permission to reproduce, or is otherwise in the public domain and, therefore, may be reproduced by ERIC without a signed Reproduction Release form (either "Specific Document" or "Blanket").

EFF-089 (3/2000)