

## **PROGRAM OF STUDY**



Career Cluster: Marketing, Sales and Service Career Cluster Pathway: Management and Entrepreneurship

This Career Pathway Program of Study can serve as a guide along with other career planning materials as learners continue on a career path. Courses listed within this program are only recommended coursework and should be individualized to meet each learner's education and career goals. **Note**: Many items have links to external resources with more information.

REQUIRED CREDITS	GRADE	English/ Language Arts (4.0 credits)	Social Studies (2.5 credits)	Math (2.0 credits)*	Science (2.0 credits)	Fine Arts (1.0 credits)	Health/ Fitness (2.5 credits)**	Electives (6.5 credits)	Related Career & Technical/ Occupational (1.0 credits)  Certificate and Tech Prep (notation on HS and TP alignment)	SAMPLE Occupations Relating To This Pathway (*indicates job in high demand) (® indicates a "green" job)
	9	English 1 or Honors English 1	Pacific Northwest History (.5)	Algebra I Geometry *Class of 2013	Integrated Science or Adv Int Science	Health (.5)		ASD CTE COURSE OPTIONS  Digital Communications/ Digitools Computer Applications Advanced Banking and Finance Marketing	Some Preparation  Customer Service Representatives* Independent Distributor Medium Preparation General Operations Manager Small Business Owner	
E OFFERINGS	10	English 2 or Honors English 2	US History	(add't 1.0 credit)  or  Algebra II	Biology <u>or</u> AP Biology <u>or</u> Biotechnology <u>or</u> Horticulture <u>or</u> Natural Resources I	Out the form		Elective courses (6.5)	Sign Making Wood Technology I Wood Technology II Yearbook Work Based Learning CTE Grad Project  LEADERSHIP	Entrepreneur     Considerable Preparation     Franchisee     Partner     Regional/National Account Managers     CTE Teacher
SECONDARY SAMPLE COURSE	11	English Electives or Business English	World History or Economics or Economics II	Pre-Calculus  or  Calculus  or		Credits from Art Courses  or  CTE  Equivalent	Credits from Health and Fitness Courses  **Successfully completing two years of physical education and one semester of health is required for high school graduation.	and Project Me and Other CAA require- ments	FBLA Skills USA  TECH PREP Articulations  Digital Communications/Digitools – Grays Harbor College	<ul> <li>Extensive Preparation</li> <li>Chief Executive Officer</li> <li>President</li> </ul>
	12	English Electives or Business English	World History or Economics or Economics II and CWP	CTE Equivalent  (Students must pass a math competency test or have four years of math credits.)	Science Electives				Computer Applications – Grays Harbor College (12cr.)  CERTIFICATION  MOS Certification Work Readiness Credential	

	Technical Certification (instruction provided through certified	Apprenticeship Opportunities	2-yr or ATA Degree (Find specific colleges at	4 -yr Degree or Advanced
	training and/or testing centers)	Apprenticeship Opportunities		Training
	training and/or testing centers)  Business Administration/Mgmt  Most technical and community colleges  Entrepreneurial Studies  Bellevue Community College  Edmonds Community College  Grays Harbor College  Lower Columbia College  Northwest Indian College	To learn more about Apprenticeship, visit Labor and Industries website.  This pathway does not currently have any active apprenticeships.	www.checkoutacollege.com)      Business Administration/Mgmt     Grays Harbor College and various other technical and community colleges      Business/Commerce     Grays Harbor College and various other technical and community colleges      Entrepreneurial Studies	Business Administration/Mgmt  Most 4yr state and private colleges  Business/Commerce  Some 4yr state and private colleges  CTE Secondary Education Teacher  Education Degree in a CTE program area with 2000 hours of related work experience
POST SECONDARY EDUCATION OPTIONS*	General Merchandising/ Sales/ Marketing Operations  Bates Technical College Lower Columbia College  Retailing and Operations Bates Technical College Pierce College at Fort Steilacoom Renton Technical College		Bellevue Community College Clark College Hospitality/Hotel Management Clover Park Technical College Edmonds Community College Highline Community College Olympic Community College Shoreline Community College Spokane Community College Whatcom Community College Whatcom Community College Whatcom Community College Marketing Management Some technical and community colleges  Retailing and Operations Bates Technical College Clark College Highline Community College Clark College Clark College Highline Community College Clover Park Technical College Clover Park Technical College Clover Park Technical College Highline Community College Ferest Community College Highline Community College Fierce Community College North Seattle Community College North Seattle Community College Shoreline Community College Shoreline Community College Spokane Falls Community College Spokane Falls Community College Spokane Falls Community College Tacoma Community College Tacoma Community College Yakima Valley Community College	Industry Route Certificate requires 6000 hours of work experience in the field and completion of a state approved CTE Preparation Program along with passage of Basic Skills Math and English      Enterprise Mgmt & Operation     University of Washington-Seattle Campus     Washington State University      Marketing Management     Some 4yr state and private colleges