



<b>Level 1</b>	1728- Principles of Business, Marketing, and Finance
<b>Level 2</b>	1746- Fashion Marketing 1747- Sports and Entertainment Marketing
<b>Level 3</b>	1938- Social Media Marketing 1748- Advertising
<b>Level 4</b>	1926- Practicum in Marketing 1752/1753 Career Preparation I/II

HIGH SCHOOL/ INDUSTRY CERTIFICATION	CERTIFICATE / LICENSE*	ASSOCIATE'S DEGREE	BACHELOR'S DEGREE	MASTER'S/ DOCTORAL PROFESSIONAL DEGREE
Microsoft Office Specialist or Expert - Excel	Certified Product Manager	Marketing/ Marketing Management, General	Marketing/ Marketing Management, General	Marketing
Microsoft Office Specialist or Expert - Word	DMA Certified Marketing Professional	Consumer Merchandising/ Retailing Management	Business Administration	Business Administration
	Certified Salesperson	International Marketing	Applied Economics	Applied Economics
	Real Estate Appraiser	Business	Marketing Research	Advertising

Occupations	Median Wage	Annual Openings	% Growth
Marketing Research Analysts and Marketing Specialists	\$70,346	4,664	40%
Insurance Sales Agents	\$43,181	5,886	30%
First-Line Supervisors of Retail Sales Workers	\$72,550	2,826	15%
Wholesale and Retail Buyers	\$51,106	1,229	19%

WORK BASED LEARNING AND EXPANDED LEARNING OPPORTUNITIES	
<b>Exploration Activities:</b>	<b>Work Based Learning Activities:</b>
Business Professionals of America (BPA), and DECA	Internship with local marketing firm; shadow a real estate agent; operate a school store on campus



The Marketing and Sales program of study teaches CTE learners how to collect information to determine potential sales of a product or service and/or create a marketing campaign to market or distribute goods and services. Through this program of study, students will learn the skills necessary to understand and apply data on customer demographics, preferences, needs, and buying habits.

 The Business, Marketing, and Finance Career Cluster focuses on careers in planning, organizing, directing, and evaluating business functions essential to efficient and productive business operations.

Successful completion of the Marketing and Sales program of study will fulfill requirements of the Business and Industry Endorsement. Revised - July 2020

# COURSE INFORMATION

COURSE NAME	SERVICE ID	PREREQUISITS (PREQ) COREQUISITES (CREQ)	Grade
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	9-11
Fashion Marketing	13034300 (.5 credit)	None	9-12
Sports and Entertainment Marketing	13034600 (.5 credit)	None	9-12
Virtual Business	13012000 (.5 credit)	None	10-12
Marketing	N1303424 (1 credit)	None	10-12
Social Media Marketing	13034650 (.5 credit)	None	9-12
Advertising	13034200 (.5 credit)	None	9-12
Practicum in Marketing	13034800 (2 credits)	None	11-12
Career Preparation I	12701300 (2 credits) 12701305 (3 credits)	None	11-12