

Accounting & Financial Services Business, Marketing & Finance

Newman Smith High School
Business & Industry Endorsement

This four year plan can be used as an example to help plan your high school career.

Subject	9th Grade	10th Grade	11th Grade	12th Grade
Language Arts	English	English	English	English
Math	Math	Math	Math	Math
Science	Science	Science	Science	Science
Social Studies	Social Studies	Social Studies	Social Studies	Social Studies
CTE Courses	Principles of Business, Marketing and Finance OR Business Information Management I (1 Credit)	Accounting I (1 Credit)	Financial Analysis (1 Credit)	Practicum in Business OR Career Preparation (2 Credits)
Additional Elective				
Additional Elective				
Additional Elective				

Additional Graduation Requirements <ul style="list-style-type: none"> Foreign Language (2 Credits) Physical Education (1 Credit) Fine Arts (1 Credit) 	Possible Industry Based Certifications <ul style="list-style-type: none"> Quickbooks Certified User Microsoft Office Specialist or Expert - Excel Certified Insurance Service Representative
---	--

Occupations	Median Wage	Annual Openings	% Growth
Accountants and Auditors	\$71,469	14,436	22%
Loan Officers	\$68,598	2,419	19%
Personal Financial Advisors	\$86,965	1,861	52%
Administrative Service Managers	\$96,138	2,277	21%
Insurance Underwriters	\$66,206	594	14%

The Accounting and Financial Services program of study teaches CTE learners how to examine, analyze, and interpret financial records. Through this program of study, students will learn the skills necessary to perform financial services, prepare financial statements, interpret accounting records, give advice, or audit and evaluate statements prepared by others. This program of study will also introduce students to mathematical modeling tools.

Accounting & Financial Services

Newman Smith High School

Recommended Course Sequence

Principles of Business Marketing & Finance

In this course, students gain knowledge and skills in economies and private enterprise systems, the impact of global business, the marketing of goods and services, advertising, and product pricing. Students analyze the sales process and financial management principles. This course allows students to reinforce, apply, and transfer academic knowledge and skills to a variety of interesting and relevant activities, problems, and settings in business, marketing, and finance.

OR

Business Information Management I

In this course, students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and make a successful transition to the workforce and postsecondary education. Students apply technical skills to address business applications of emerging technologies, create word-processing documents, develop a spreadsheet, formulate a database, and make an electronic presentation using appropriate software.



Accounting I

In this course, students will learn how to examine, analyze, and interpret financial records. Through this program of study, students will learn the skills necessary to perform financial services, prepare financial statements, interpret accounting records, give advice, or audit and evaluate statements prepared by others. This program of study will also introduce students to mathematical modeling tools.



Financial Analysis

In this course, students will apply knowledge and technical skills in the economic, financial, technological, international, social, and ethical aspects of business to become competent consumers, employees, and entrepreneurs. Students will develop analytical skills by actively evaluating financial results of multiple businesses, interpreting results for stakeholders, and presenting strategic recommendations for performance improvement.



Practicum in Business Management

This course is designed to give students supervised practical application of previously studied knowledge and skills. Practicum experiences occur in a paid or unpaid arrangement and a variety of locations appropriate to the nature and level of experience. Students implement personal and interpersonal skills to strengthen individual performance in the workplace and in society and to make a successful transition to the workforce or postsecondary education. Students apply technical skills to address business applications of emerging technologies.