

COURSES



GRADE 9

Principles of Business, Marketing, and Finance
Level 1

GRADE 10

Business Information Management I OR Financial Mathematics (Math Cr)
Level 2

GRADE 11

Accounting I or Financial Mathematics (Math cr)
Level 3

GRADE 12

Accounting II Or
Practicum in Business Management Or
Career Preparation I Or Financial Mathematics
(Math cr)
Level 4

POSTSECONDARY OPTIONS

HIGH SCHOOL/INDUSTRY CERTIFICATION	CERTIFICATE/LICENSE*	ASSOCIATE'S DEGREE	BACHELOR'S DEGREE	MASTER'S/DOCTORAL PROFESSIONAL DEGREE
QuickBooks Certified User	Certified Management Accountant	Real Estate	Accounting	Financial Accounting
	Certified Internal Auditor	Financial, General		Business Administration
	Certified Income Specialist	Financial Planning and Services		Financial Planning
	Certified Public Accountant	Certified Income Specialist		

Additional industry based certification information is available from the TEA CTE website.

For more information on postsecondary options for this program of study, visit TXCTE.org.

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%

WORK BASED LEARNING AND EXPANDED LEARNING OPPORTUNITIES

Exploration Activities:
Business Professionals of America (BPA), Future Business Leaders of America (FBLA), and DECA

Work Based Learning Activities:
Internship with local accounting firm;
Microsoft Office Specialist (MOS) certifications

The Accounting and Financial Services program of study teaches CTE concentrators 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. The Business, Marketing, and Finance Career Cluster® focuses on careers in planning, organizing, directing, and evaluating business functions essential to



It is the policy of Weslaco ISD not to discriminate on the basis of race, color, national origin, sex or handicap in its vocational programs, services or activities as required by Title VI of the Civil Rights Act of 1964, as amended; Title IX of the Education Amendments of 1972; and Section 504 of the Rehabilitation Act of 1973, as amended.

Successful completion of the Accounting & Financial Services program of study will fulfill requirements of the Business and Industry Endorsement. Approved Statewide Program of Study - September 2019 Modified by Weslaco ISD Career & Technical Education

COURSE INFORMATION

COURSE NAME	SERVICE ID	PREREQUISITES (PREQ) COREQUISITES (CREQ)	GRADE
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	9-11
Money Matters	13016200 (1 credit)	None	9-12
Business Information Management I/Lab	13011400 (1 credit) 13011410 (2 credits)	None	9-12
Accounting I	13016600 (1 credit)	None	10-12
Banking and Financial Services	13016300 (.5 credit)	None	10-12
Financial Mathematics	13018000 (1 credit)	PREQ: Algebra I	10-12
Accounting II	13016700 (1 credit)	PREQ: Accounting I	11-12
Financial Analysis	13016800 (1 credit)	PREQ: Accounting I	11-12
Insurance Operations	13016500 (1 credit)	None	10-12
Securities and Investments	13016400 (1 credit)	None	10-12
Practicum in Business Management	13012200 (2 credits) 13012205 (3 credits) 13012210 (2 credits) 13012215 (3 credits)	None	11-12
Practicum in Entrepreneurship	TBD	TBD	TBD
Career Preparation I	12701300 (2 credits) 12701305 (3 credits)	None	11-12

**FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING,
AND FINANCE CAREER CLUSTER, PLEASE CONTACT:**

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<https://tea.texas.gov/cte>