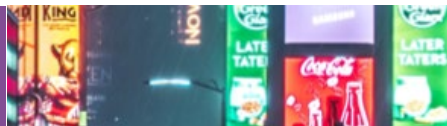


Business, Marketing, and Finance Career Cluster

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. This career cluster includes occupations ranging from business owner and entrepreneur, to account, retail manager and market analyst.

Real Estate



The Real Estate program of study focuses on occupational and educational opportunities associated with financing, selling, and contracting real estate. This program of study includes management, economics, marketing, and financial principles of real estate evaluation. It also addresses commercial real estate including lending, developing, brokering, and financing.

Secondary Courses for High School Credit

Level 1

- Principles of Business, Marketing, and Finance

Level 2

- Marketing

Level 3

- Fundamentals of Real Estate (H) ¹

Level 4

- None



Work-Based Learning and Expanded Learning Opportunities

Exploration Activities

- Participate in Business Professionals of America (BPA) or DECA

Work-Based Learning Activities

- Intern with a local marketing firm
- Shadow a real estate agent

Industry-Based Certifications

- Real Estate Sales Agent License ¹



Postsecondary Opportunities

Associates Degrees

- Business Administration and Management
- Real Estate

Bachelor's Degrees

- Business Administration and management
- Real Estate

Master's, Doctoral, and Professional Degrees

- Business Administration and Management
- Parks, Recreation, and Leisure Facilities Management

Aligned Occupations

Occupations	Median Wage	Annual Openings	% Growth
Real Estate Sales Agent	\$77,300	5,000	15%
Property, Real Estate, and Community Association Manager	\$76,600	3,500	15%
Government Property Inspectors and Investigators	\$73,500	2,700	15%

Successful completion of the Real Estate program of study will fulfill requirements of the Business and Industry endorsement. Revised – July 2024

Real Estate Course Information

Level 1

COURSE NAME	SERVICE ID	PREREQUISITES	GRADE LEVEL(S)
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	9 - 10

Level 2

COURSE NAME	SERVICE ID	PREREQUISITES	GRADE LEVEL(S)
Marketing	N1303424 (1 credit)	Principles of Business, Marketing, and Finance	10 - 11

Level 3

COURSE NAME	SERVICE ID	PREREQUISITES	GRADE LEVEL(S)
Fundamentals of Real Estate (H)	N1301120 (2 credits)	Marketing	12

Level 4

COURSE NAME	SERVICE ID	PREREQUISITES	GRADE LEVEL(S)
None	-	-	-

FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER,
PLEASE CONTACT YOUR CAMPUS CTE COUNSELOR
<https://tea.texas.gov/cte>

Mesquite ISD does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities and provides equal access to the Boy Scouts and other designated youth groups. The following people have been designated to handle inquiries regarding the nondiscrimination policies: Title IX Coordinators – Chassordee Willie and Emilio Duran, and/or Section 504 Coordinator Amanda Carroll at 3819 Town Crossing Blvd., Mesquite, TX 75150 / 972-288-6411.

Further nondiscrimination information can be found at
[Notification of Nondiscrimination in Career and Technical Education Programs.](#)