

# 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 accountant, retail manager, and market analyst.



## Business Management and Accounting Statewide Program of Study



The Business Management program of study focuses on occupational and educational opportunities associated with planning, directing, and coordinating the administrative services and operations of an organization. It includes formulating policies, managing daily operations, and allocating the use of materials and human resources. This program of study also introduces students to mathematical modeling tools and organizational evaluation methods.



### Secondary Courses for High School Credit

|         |  |
|---------|--|
| Level 1 | T200 Principles of Business, Marketing, and Finance (1/YL)<br>or<br>T307 Business Information Management I (1/YL)  |
| Level 2 | T305 Business Information Management II (1/YL)<br>or<br>T201 Accounting I (1/YL)<br>or<br>T213 Business Law (1/YL) |
| Level 3 | T203 Business Management (1/YL)  |
| Level 4 | T811 Practicum of Entrepreneurship-Business Mgt (2/YL)   |



### Example Postsecondary Opportunities

#### Associate Degrees

- Business Administration and Management
- Human Resources Management

#### Bachelor's Degrees

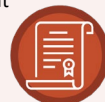
- Business Analytics
- Accounting and Business

#### Master's, Doctoral, and Professional Degrees

- Business Administration and Management
- Organizational Leadership

#### Additional Stackable IBCs/License

- Professional Certificate in Team Leadership
- Property Tax Professionals



### Work-Based Learning and Expanded Learning Opportunities

#### Work-Based Learning Activities

- Intern at local business in the HR department
- Shadow the COO of a local business or chamber of commerce

#### Expanded Learning Opportunities

- Participate in BPA, DECA, FBLA, or related UIL events
- Explore student membership in related professional organizations



### Aligned Industry-Based Certifications

- Microsoft Office Specialist: Microsoft Excel Expert (Excel 2019)
- Microsoft Office Specialist: Microsoft Word Expert (Word 2019)
- Business of Retail: Certified Specialist
- Customer Service and Sales: Certified Specialist
- Intuit Quickbooks Certified User



### Example Aligned Occupations

#### First-Line Supervisors of Administrative Support Workers

Median Wage: \$59,585  
Annual Openings: 13,885  
10-Year Growth: 9%

#### Human Resources Specialists

Median Wage: \$61,278  
Annual Openings: 6,239  
10-Year Growth: 23%

#### General and Operations Managers

Median Wage: \$83,220  
Annual Openings: 25,450  
10-Year Growth: 23%

Data Source: TexasWages, Texas Workforce Commission. Retrieved 3/8/2024.

For more information visit: <https://tea.texas.gov/academics/college-career-and-military-prep/career-and-technical-education/programs-of-study-additional-resources>

Successful completion of the Business Management program of study will fulfill requirements of the Business and Industry endorsement.

