



# 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.

## Statewide Program of Study: **Business Management** Endorsement: **Business and Industry**

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.



### Business Management Course Sequence

Level 1	Course	Prerequisites   Corequisites
	Principles of Business, Marketing, and Finance 1 credit, 1 class period	Prerequisites: None
Level 2	Course	Prerequisites   Corequisites
	Global Business .5 credit, 1 period, 1 semester	Recommended Prerequisites: Principles of Business, Marketing, and Finance
	Human Resource Management .5 credit, 1 period, 1 semester	
Entrepreneurship I 1 credit, 1 class period	Recommended Prerequisites: None	
Level 3	Course	Prerequisites   Corequisites
	Business Management 1 credit, 1 class period	Prerequisites: Global Business and Human Resource Management
Industry Based Certifications	• Entrepreneurship and Small Business	
Level 4	Course	Prerequisites   Corequisites
	Practicum in Business Management, Practicum in Entrepreneurship 2 credits, 2 class periods	Prerequisites: Business Management

### 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

### 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%

**To earn the Business Management Pathway and Business & Industry Endorsement, students must complete at least 3 classes for 4 or more credits.**

# Business Management

## BUSINESS & INDUSTRY ENDORSEMENT



An example of a four-year plan for a student entering 9<sup>th</sup> grade to complete the Business Management Program of Study.

Subject	9th	10th	11th	12th
Language Arts	English 1	English 2	English 3	Advanced English
Mathematics	Algebra 1	Geometry	3 <sup>rd</sup> Math	4 <sup>th</sup> Math
Science	Biology or IPC	Biology or Chemistry	3 <sup>rd</sup> Science	4 <sup>th</sup> Science
Social Studies	World Geography	World History	US History	Govt./Econ.
Required CTE courses	<b>Principles of Business, Marketing, and Finance</b>	<b>Global Business/ Human Resource MGT.</b>	<b>Business Management</b>	<b>Practicum in Business Management OR Practicum in Entrepreneurship</b>
Elective	Physical Education	Fine Arts	<b>Entrepreneurship I</b>	
Elective	Foreign Language	Foreign Language	Elective	Elective

### Industry Based Certifications

- Entrepreneurship and Small Business

### Related CTE Elective Courses

- Entrepreneurship II
- Social Media Marketing
- Sports and Entertainment Marketing

### Program of Study Planning

- To complete any Program of Study, a student must complete 3 or more courses for a total of 4 or more credits.
- A student may change their Program of Study at the end of their 9<sup>th</sup> grade year but must remain in their newly chosen pathway for the remainder of high school if they wish to complete it.
- Students are encouraged to pursue other passions in their academics with the understanding that courses and/or commitments in other programs may conflict with completing their Program of Study.