



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.

Statewide Program of Study: *Business Management*

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**
 - Principles of Business, Marketing, and Finance
 - Business Information Management I

- Level 2**
 - Business Information Management II
 - Virtual Business
 - Entrepreneurship I

- Level 3**
 - Business Management

- Level 4**
 - Practicum in Business Management

Aligned Advanced Academic Courses

AP or IB	AP Microeconomics AP Statistics	IB Economics SL IB Economics HL
Dual Credit	Dual credit offerings will vary by Local Education Agency.	

Students should be advised to consider these course opportunities to enrich their preparation. AP or IB courses not listed under the Secondary Courses for High School Credit section of this framework document do not count towards Concentrator/Completer status for this program of study.

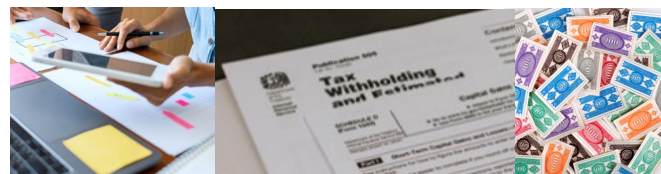
Work-Based Learning and Expanded Learning Opportunities

Work-Based Learning Activities	<ul style="list-style-type: none"> • Intern at local business in the HR department • Shadow the COO of a local business or chamber of commerce • Explore student membership in related professional organizations
Expanded Learning Opportunities	<ul style="list-style-type: none"> • Participate in BPA or related UIL events Business Professionals of America (BPA) is a national, co-curricular, career/technical organization for students in middle school, high school, and college business and technology programs. Students compete at the regional, state, and national levels in more than 50 Workplace Skills Assessment Program events, engage in community and leadership service activities, and meet business students across the state and country through participation in our programs.

Aligned Industry-Based Certifications

- Entrepreneurship and Small Business
- Microsoft Office Specialist: Microsoft Excel Expert (Excel 2019)
- Microsoft Office Specialist: Microsoft Word Expert (Word 2019)
- Microsoft Office Specialist 2016 Master

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



Example Postsecondary Opportunities

Associate Degrees

- Business Administration and Management
- Human Resources Management/Personnel Administration



Bachelor's Degrees

- Business Analytics
- Accounting and Business/Management

Master's, Doctoral, and Professional Degrees

- Business Administration and Management
- Organizational Leadership

Additional Stackable IBCs/Licensures

- Professional Certificate in Team Leadership
- Property Tax Professionals



Example Aligned Occupations

First-Line Supervisors of Office and Administrative Support Workers

Median Wage: \$59,721
Annual Openings: 19,876
10-Year Growth: 11%

Human Resources Specialists

Median Wage: \$61,617
Annual Openings: 8,637
10-Year Growth: 25%

General and Operations Managers

Median Wage: \$82,918
Annual Openings: 41,020
10-Year Growth: 19%

Data Source: Lightcast™. (2022). Occupation Table. Retrieved 9/27/2022. For more information visit:












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

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Statewide Program of Study: *Business Management*

Course Information

	Course	Prerequisites Corequisites	Career Clusters
Level 1	Principles of Business, Marketing, and Finance 13011200 (1 credit)	Prerequisites: None Corequisites: None	 
	Business Information Management I 13011400 (1 credit)	Prerequisites: None Corequisites: None	 
Level 2	Business Information Management II 13011500 (1 credit)	Prerequisites: Business Information Management I Corequisites: None	
	Virtual Business 13012000 (1 credit)	Prerequisites: None Corequisites: None	
	Entrepreneurship I 13011101 (1 credit)	Prerequisites: None Corequisites: None	
Level 3	Business Management 13012100 (1 credit)	Prerequisites: None Corequisites: None	 
Level 4	Practicum in Business Management* First Time Taken: 13012200 (2 credits)	Prerequisites: None Corequisites: None	

* Indicates course is included in more than one program of study.

For additional information on the **Business, Marketing, and Finance Career Cluster**, contact cte@tea.texas.gov or visit <https://tea.texas.gov/cte>

San Benito CISD does not discriminate on the basis of race, color, national origin, sex, or disability in its programs or activities and provides equal access to the Boy Scouts and other designated youth groups. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Title IX Coordinator: Erika Echartea, Executive Director of Administrative Services, at eechartea@sbcisd.net or 956-361-6100 or ADA/Section 504 Coordinator, Janette Bristow, Health Services Coordinator, at jmbristow@sbcisd.net or 956-361-6100; Title IX Coordinator: Nancy Casas, College, Career, Military Readiness Director, at ncasas@sbcisd.net or 956-361-6100; or ADA/Section 504 Coordinator: Ernesto Manriquez, Director of Special Services, at emanriquez@sbcisd.net or 956-361-6100, San Benito CISD, 240 N. Crockett St., San Benito, TX 78586.