

# Business, Finance & Information Technology Pathway Map: Sales, Marketing & Distribution CTE Program 52.1801

This is a three-year program starting in Grade 10

CIP 52.1801	Grade 9	Grade 10	Grade 11	Grade 12
<b>Career &amp; Technical Education Program Courses</b>				
<b>Technical Courses</b>  9.0 credits 1080 hours	<b>Computer Applications (.5)</b>	<b>Introduction to Business (1.0)</b>	<b>Personal Finance (.5) Business Communications (.5)</b>	<b>Accounting 1 (1.0)</b>
		<b>Marketing 1 (1.0)</b>	<b>Marketing 2 (1.0)</b>	<b>Marketing 3 (1.0)</b>
		<b>Business Law 1 (.5) Business Law 2 (.5)</b>	<b>MGT 105 Principles of Management (1.0)</b>	<b>Business Leadership (1.0)</b>
<b>Academic Courses</b>				
<b>English</b>	English 9 Honors English 1	English 10 Honors English 2 Academic English 2	English 11 English 11 College Prep Honors English 3 (Pre-AP Lit)	Technical Communication ENL111 English Composition
<b>Mathematics</b>	Algebra Academic Algebra Geometry Honors	Algebra 2 Academic Algebra 2 Algebra 2 Honors	Geometry Academic Geometry PC Honors AP Statistics	Financial Algebra Pre-Calculus MATH 123/Intro to Stats
<b>Science</b>	Earth & Space Science Intro to Enviro Science Honors Biology	Biology Chemistry	Chemistry Physics	Physics or Science Electives
<b>Social Studies</b>	US History US History 1 19 <sup>th</sup> Century Honors	World History US History 2 20 <sup>th</sup> Century Honors	Civics & Government + Economics	<i>Social Studies Elective</i>
<b>Required Courses</b>	Health 9 (.5) Physical Education (.5)	Physical Education (.5)	Personal Finance (.5) Physical Education (.5)	Physical Education (.5)
<b>Electives</b>	+2.5 credits	+0.5 credits	N/A	+1.5 credits
<b>Articulation Agreement Credit Opportunities</b>			<b>Advanced Placement Credits</b>	<b>Dual Enrollment Credits</b>
9.0 credits @ Harcum College – Bryn Mawr, PA 9.0 credits @ Lackawanna College – Scranton, PA 9.0 credits @ Luzerne County Community College – Nanticoke, PA 9.0 credits @ Pennsylvania College of Technology – Williamsport, PA 9.0 credits @ Westmoreland County Community College – Youngwood, PA			AP English AP Calculus & Statistics AP Chemistry & Envi Sci AP US & European History AP Seminar & Research	<b>MGT 105</b>  MATH123 ENGL111 CHEM100
<b>Scheduling Notes:</b>   		<b>Work-Based Learning Programs</b>		
				Cooperative Education (4.0)
			CTE Experience/Internship (4.0)	CTE Experience/Internship (4.0)
		<b>CTE Industry Credentials &amp; Certifications</b>		
		OSHA 10-Hour Safety	NRFF Customer Service & Sales	NRFF Supply Chain & Logistics
		NRFF Retail Fundamentals	NRFF Customer De-Escalation	NRFF Advanced Service
		<b>Grade 10</b>	<b>Grade 11</b>	<b>Grade 12</b>