



State Approved CTE Program:
52.1999 Marketing, Sales and Service

YEAR: _____	PSN: _____
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Post-Secondary Program: _____ Prgm. Degree: _____ Post CIP Code: _____

School/College/University: _____ Notes: _____

A well thought out Program of Study is merely a way for parents, students, and counselors to map out career/college readiness after high school for ultimate career success. All secondary coursework should meet graduation requirements; align with academic skills and interests, which may be pursued at the post-secondary level resulting in a certificate, apprenticeship, associate (2yr) degree or bachelor's (4yr) degree.

SECONDARY	Grade	English	Math	Science	Social Studies	Other Required or Related Courses / Electives	CTE Program Courses
	9						
	10						
	11						Articulated Credit(s)
	12						

- | Related Occupations |
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| <ul style="list-style-type: none"> ▶ Copywriter/Designer ▶ E-Commerce Director ▶ Entrepreneur ▶ Field Marketing Representative ▶ Forecasting Manager ▶ Interactive Media Specialist ▶ Inventory Manager/Analyst ▶ Logistics Manager ▶ Merchandise Buyer ▶ On-line Market Researcher ▶ Public Relations Manager ▶ Promotions Manager ▶ Retail Marketing Coordinator ▶ Sales Executive ▶ Shipping/Receiving Clerk ▶ Telemarketer ▶ Trade Show Manager ▶ Warehouse Manager ▶ Webmaster |

Post-Secondary Courses

Below is a sample representing courses within the program. Note: The order of offerings may vary. Please consult with the post-secondary counselor.

POST-SECONDARY	Year	GENERAL EDUCATION COURSES		PROGRAM MAJOR COURSES	
		1st Semester	2nd Semester	1st Semester	2nd Semester
	13				
	14				
	15	<p>If continuing on for a Bachelor's Degree: The Michigan Transfer Agreement (www.macrao.org) allows many General Education requirements to be transferred between postsecondary institutions.</p>			
16	<p>Minimum Requirements: Successfully complete at least 30 credits of coursework in six defined areas with at least a grade of 2.0 in each course. 1 course in English Composition / 1 additional course in English Composition or 1 course in Communication / 2 courses in Social Science/ 2 Courses in Humanities and Fine Arts / 2 Courses in Natural Science (1 with lab) / 1 course in Mathematics</p>				

- | Related Certifications |
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- | Related Work Experience |
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