



# Consumer Services

**Cluster Overview:** Preparing individuals for employment in career pathways that relate to families and human needs.

**Career Goal (O\*NET Code):** Sales Manager (11-2022), Retail Salesperson (41-2031), Sales Representative, Wholesale & Mfg (41-4011/12), Wholesale & Retail Buyer (13-1022), Advertising & Promotions Manager (11-2011), Market Research Analyst (19-3021).

**Student Name:** \_\_\_\_\_

**Grade:** \_\_\_\_\_

**School:** \_\_\_\_\_

## SUGGESTED COURSEWORK

## EXTENDED LEARNING EXPERIENCES

Middle School	8th	<b>HS Courses:</b>			<p><b>Curricular Experiences:</b>  <a href="#">Business Professionals of America</a>  <a href="#">DECA</a>  <a href="#">Family, Career and Community Leaders of America</a>  <a href="#">Future Business Leaders of America</a></p>	<p><b>Extracurricular Experiences:</b>            Language Immersion Programs            School Newspaper            School Organization Officer            Student Government            UIL Academic Competitions            Yearbook</p>
	High School	9th	<b>Core Courses:</b>	English I Algebra I Biology		
<b>Career-Related Electives:</b>			Principles of Human Services			
10th		<b>Core Courses:</b>	English II Geometry Chemistry	World History Languages other than English II		
		<b>Career-Related Electives:</b>	Fashion Design or Interpersonal Studies			
11th		<b>Core Courses:</b>	English III Mathematical Models with Applications Physics	United States History		
		<b>Career-Related Electives:</b>	Business Management or Languages other than English III			
12th	<b>Core Courses:</b>	English IV Algebra II Environmental Systems	Government/Economics Fine Arts			
	<b>Career-Related Electives:</b>	Languages other than English IV				
On-the-Job Training		Retail Salesperson Inventory Clerk			<p><b>COLLEGE CREDIT OPPORTUNITIES -- High School</b></p>	<p>Students should take Advanced Placement (AP), International Baccalaureate (IB), dual credit, Advanced Technical Credit (ATC), or locally articulated courses (Tech Prep), if possible. List those courses that count for college credit on your campus.</p>
		NOTE: These experiences may be started and/or completed as part of the high school experience.				
Certificates		Customer Service OSHA CareerSafe			<p><b>Professional Associations:</b>  <a href="#">American Academy of Advertising</a>  <a href="#">American Purchasing Society</a>  <a href="#">International Textile &amp; Apparel Association</a>  <a href="#">Sales &amp; Marketing Professionals International</a></p>	
		NOTE: Students may earn all or part of these certificates as part of the high school experience.				
Postsecondary	Associate Degrees	<a href="#">Apparel &amp; Accessories Marketing Operations Business</a>	<a href="#">Business Administration &amp; Management</a>	<a href="#">Marketing Management &amp; Research</a>	<b>Career Options:</b>	Assistant Store Manager Merchandise Displayer Retail Salesperson
	Bachelor Degrees	Advertising Clothing & Textile Merchandising	Entrepreneurship Fashion Merchandising Management	Marketing Merchandising Public Relations	<b>Career Options:</b>	Assistant Buyer Manufacturer's Agent Sales Manager Sales Representative Sales Trainer
	Graduate Degrees	Advertising Business Administration Fashion Merchandising	General Business Management Marketing	Merchandising Public Relations	<b>Career Options:</b>	Advertising/Promotions Manager Market Research Analyst Purchasing Manager Vice President of Sales

Students may select other elective courses for personal enrichment purposes.

This plan of study serves as a guide, along with other career planning materials, for pursuing a career path and is based on the most recent information as of 2009. All plans meet high school graduation requirements as well as college entrance requirements.