



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

Consumer Services

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

Student Name: _____

Grade: _____

School: _____

SUGGESTED COURSEWORK

EXTENDED LEARNING EXPERIENCES

Middle School	8th	HS Courses:		<p>Curricular Experiences: Business Professionals of America DECA Family, Career and Community Leaders of America Future Business Leaders of America</p> <p>Career Learning Experiences: Career Preparation Internship Job Shadowing</p>	<p>Extracurricular Experiences: Language Immersion Programs School Newspaper School Organization Officer Student Government UIL Academic Competitions Yearbook</p> <p>Service Learning Experiences: 4-H Youth Development Campus Service Organizations Community Service Volunteer Peer Mentoring/Peer Tutoring</p>	
	9th	Core Courses:	English I Algebra I Biology			World Geography Physical Education Languages other than English I
Career-Related Electives:		Principles of Human Services				
10th	Core Courses:	English II Geometry Chemistry	World History Languages other than English II			
	Career-Related Electives:	Interior Design or Interpersonal Studies				
11th	Core Courses:	English III Mathematical Models with Applications Physics	United States History			
	Career-Related Electives:	Business Management or Languages other than English III				
12th	Core Courses:	English IV Algebra II Environmental Systems	Government/Economics Fine Arts			
	Career-Related Electives:	Languages other than English IV				
On-the-Job Training		Furnishings Sales Associate	Retail Salesperson	Showroom Assistant	<p>Professional Associations: American Academy of Advertising American Purchasing Society Sales & Marketing Professionals International</p>	
		NOTE: These experiences may be started and/or completed as part of the high school experience.				
Certificates		Customer Service	OSHA CareerSafe			
		NOTE: Students may earn all or part of these certificates as part of the high school experience.				
Postsecondary	Associate Degrees	Business	Business Administration & Management	Business Marketing Marketing Mgmt & Research	<p>Career Options: Assistant Store Manager Display Designer</p>	Furnishings & Equipment Sales Associate Retail Salesperson
	Bachelor Degrees	Advertising Business Administration Entrepreneurship	Home Furnishings Merchandising Management	Marketing Merchandising Public Relations	<p>Career Options: Assistant Buyer Manufacturer's Agent</p>	Sales Manager Sales Representative Sales Trainer
	Graduate Degrees	Advertising Business Administration General Business	Management Marketing	Merchandising Public Relations	<p>Career Options: Advertising/Promotions Manager Market Research Analyst</p>	Purchasing Manager Vice President of Sales

COLLEGE CREDIT OPPORTUNITIES -- High School
 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.

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.