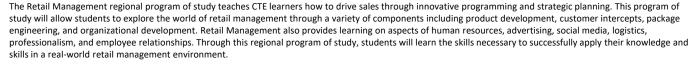
Business, Marketing, and Finance Career Cluster

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.

Retail Management *Regional Program of Study*





Secondary Courses for High School Credit

Level 1

• Principles of Business, Marketing, and Finance

Level 2

Foundations of User Experience (UX)

Level 3

- Retail Management I
- Human Resources Management
- Advertising

Level 4

- Practicum in Business Management
- Career Preparation I
- Practicum in Entrepreneurship

Postsecondary Opportunities

Associates Degrees

- Business Management
- Retailing
- Retail Management

Bachelor's Degrees

- Retail Management
- Retailing
- Business/ Commerce
- Business Management and Administration
- Management Science

Master's, Doctoral, and Professional Degrees

- Business/ Commerce
- Business Management and Administration
- Management Science

Work-Based Learning and Expanded Learning Opportunities

Exploration Activities	Work-Based Learning Activities
 Join Business Professionals of America (BPA), Future Business Leaders of America or DECA 	 Intern with local business or chamber of commerce

Industry-Based Certifications

- Entrepreneurship and Small Business
- Google Analytics Individual Qualification* *IBC sunsetting 8/31/24



Aligned Occupations

Occupations	Median Wage	Annual Openings	% Growth
Wholesale and Retail Buyers, Except Farm Products	\$51,106	1,299	19%
Purchasing Agents, Except Wholesale, Retail, and Farm Products	\$64,293	2,727	9%
First-Line Supervisors of Retail Sales Workers	\$40,061	12,757	17%
Retail Salespersons	\$22,402	65,675	18%

Successful completion of the Retail Management regional program of study will fulfill requirements of the Business and Industry endorsement. Revised – August 2022



Retail Management Course Information

Level 1

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	None

Level 2

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Foundations of User Experience (UX)	N1302809 (1 credit)	None	None

Level 3

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Retail Management I	N1303420 (1 credit)	None	None
Human Resources Management	13011900 (.5 credit)	None	None
Advertising	13034200 (.5 credit)	None	None

Level 4

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Practicum in Business Management	13012200 (2 credits) 13012205 (3 credits) 13012210 (2 credits) 13012215 (3 credits)	None	None
Career Preparation I	12701300 (2 credits) 12701305 (3 credits)	None	None
Practicum in Entrepreneurship	N1303425 (2 credits)	None	None

FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER, PLEASE CONTACT: <u>CTE@tea.texas.gov</u> <u>https://tea.texas.gov/cte</u>

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