



**Program of Study**  
**Career Field: Business, Marketing, and Management**  
**Career Cluster: Finance**  
**Career Pathway: Accounting**



**Southeast Community College**

DEGREE:  
 Business Administration- Insurance/Financial Services Focus  
<http://www.southeast.edu/programs/BSAD/default.aspx>

|                                    | GRADE     | ENGLISH                   | MATH   | SCIENCE                         | SOCIAL STUDIES                   | GENERAL ELECTIVES   | PATHWAY ELECTIVE COURSES   | EXTENDED LEARNING SCHOOL/COMMUNITY ACTIVITIES  |                                    |                           |                              |
|------------------------------------|-----------|---------------------------|--|---------------------------------|----------------------------------|---|--|--|------------------------------------|---------------------------|------------------------------|
| <b>HIGH SCHOOL</b>                 | 9         | English/Language Arts I   | Algebra I  | Physical Science                | Geography                        | World Languages & Cultures<br>Physical Education<br>Health Education                | Accounting (2 semesters) and<br>Advanced Accounting (2 semesters)<br><br>or this one course:<br>College Principles of Accounting (2 semesters) | <i>School Activities:</i><br>Concession management, DECA, Finance Challenge, Fundraising participation, FBLA, Manage a school store<br><br><i>Community Activities:</i><br>Job shadow professionals, Join Junior Achievement, Join youth clubs, Start a business, Volunteer in the community, Part-time employment within career cluster |                                    |                           |                              |
|                                    | 10        | English/Language Arts II  | Geometry   | Biology                         | World History                    | Information Technology App. I<br>Information Technology App. II<br>Entrepreneurship |  |  |                                    |                           |                              |
|                                    | 11        | English/Language Arts III | Algebra II                                       | Chemistry                       | American History                 | Banking and Finance<br>Business Law<br>International Business                       |  |  |                                    |                           |                              |
|                                    | 12        | English/Language Arts IV  | Intro to Statistics<br>Discrete Math<br>Pre-Calc | Physics or other science course | American Government or Economics | Marketing<br>Personal Finance<br>Economics  |  |  |                                    |                           |                              |
| <b>SOUTHEAST COMMUNITY COLLEGE</b> |           | <b>COMMUNICATIONS</b>     | <b>MATH/SCIENCE</b>                              | <b>SOCIAL SCI/HUMANITIES</b>    | <b>COMPUTER TECHNOLOGY</b>       | <b>CORE COURSES</b>   |  | <b>FOCUS COURSES</b>   |                                    |                           |                              |
|                                    | 13 and 14 | Public Speaking           | Business Mathematics                             | Interpersonal Relations         | Microsoft Applications           | Principles of Accounting I  | Principles of Accounting II  | Microsoft Applications II  | Co-op Supervised Employment        | Business Law II           | Customer Service             |
|                                    |           | Composition I             |  |                                 |                                  | Business Law I  | Business Communications  | Introduction to Business   | Fundamentals of Insurance I        | Medical Terminology I     | Insurance Products and Terms |
|                                    |           |                           |  |                                 |                                  | Employment Techniques   | Macroeconomics   | Principles of Management   | Underwriting/Claims (Adjudication) | Fundamentals of Investing |                              |
|                                    |           |                           |  |                                 |                                  | Business Ethics   | Microeconomics   |  |                                    |                           |                              |