# Program of Study

**Career Field:** Business, Marketing, and Management  
**Career Cluster:** Marketing  
**Career Pathway:** Professional Selling

<table>
<thead>
<tr>
<th>GRADE</th>
<th>ENGLISH</th>
<th>MATH</th>
<th>SCIENCE</th>
<th>SOCIAL STUDIES</th>
<th>GENERAL ELECTIVES</th>
<th>PATHWAY ELECTIVE COURSES</th>
<th>EXTENDED LEARNING SCHOOL/COMMUNITY ACTIVITIES</th>
</tr>
</thead>
</table>
| 9     | English/Language Arts I | Algebra I | Physical Science | Geography | World Languages & Cultures  
          Physical Education  
          Health Education  
          Information Technology App. | Marketing (2 semesters)  
          Advanced Marketing | School Activities:  
          Class fundraisers, Concessions  
          Management, DECA, FBLA, School newspaper/yearbook, School web master, Student Government |
| 10    | English/Language Arts II | Geometry | Biology | World History | Art  
          Accounting  
          Entrepreneurship  
          Graphic Design  
          Personal Finance | Economics  
          Management & Leadership  
          Sports & Entertainment Marketing | Community Activities:  
          Develop community web site, Job shadow professionals, Start a business, Volunteer in the community, Part-time employment within career cluster |
| 11    | English/Language Arts III | Algebra II | Chemistry | American History | |
| 12    | English/Language Arts IV | Intro to Statistics  
          Discrete Math  
          Pre-Calc | Physics or other science course | American Government or Economics | |

## Communications

**COMMUNICATIONS**

- Public Speaking  
- Business Mathematics  
- Interpersonal Relations  
- Microsoft Applications  
- Principles of Accounting I  
- Principles of Accounting II  
- Microsoft Applications II  
- Co-op Supervised Employment  
- Professional Selling  
- Marketing Communications

**SOUTHEAST COMMUNITY COLLEGE**

<table>
<thead>
<tr>
<th>COMMUNICATIONS</th>
<th>MATH/SCIENCE</th>
<th>SOCIAL SCI/HUMANITIES</th>
<th>COMPUTER TECHNOLOGY</th>
<th>CORE COURSES</th>
<th>FOCUS COURSES</th>
</tr>
</thead>
</table>
| 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  
          Professional Selling  
          Marketing Communications |
          Human Resources Management |
|                 | Business Ethics | Microeconomics | |

**Southeast Community College**

**DEGREE:**  
Marketing

http://www.southeast.edu/programs/Ag/default.aspx

---

6/21/2010