



Program of Study
Career Field: Business, Marketing, and Management
Career Cluster: Marketing
Career Pathway: Professional Selling



Southeast Community College

DEGREE:
Marketing

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

	GRADE	ENGLISH	MATH	SCIENCE	SOCIAL STUDIES	GENERAL ELECTIVES	PATHWAY ELECTIVE COURSES	EXTENDED LEARNING SCHOOL/COMMUNITY ACTIVITIES			
HIGH SCHOOL	9	English/Language Arts I	Algebra I	Physical Science	Geography	World Languages & Cultures Physical Education Health Education	Marketing (2 semesters) Advanced Marketing	<i>School Activities:</i> Class fundraisers, Concessions Management, DECA, FBLA, School newspaper/yearbook, School web master, Student Government <i>Community Activities:</i> Develop community web site, Job shadow professionals, 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 Art Accounting					
	11	English/Language Arts III	Algebra II	Chemistry	American History	Entrepreneurship Graphic Design Personal Finance					
	12	English/Language Arts IV	Intro to Statistics Discrete Math Pre-Calc	Physics or other science course	American Government or Economics	Economics Management & Leadership Sports & Entertainment Marketing					
SOUTHEAST COMMUNITY COLLEGE		COMMUNICATIONS	MATH/SCIENCE	SOCIAL SCI/HUMANITIES	COMPUTER TECHNOLOGY	CORE COURSES		FOCUS COURSES			
	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
		Composition I				Business Law I	Business Communications	Introduction to Business	Principles of Marketing	Personal Finance	Human Resources Management
						Employment Techniques	Macroeconomics	Principles of Management	Web Page Support	Business Law II	Human Resources Management
						Business Ethics	Microeconomics				