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| Career Technical Education (CTE) Program of Study for Entry into 4 Year University | | | | | | | | | | | | | | | | |
|  | | | **Name:** | | | | | **ID:** | | **Gr:** | | **Department:** Business | | | | |
| **Industry Sector:**  Marketing, Sales, and Service | | **Career Pathway:**  Professional Sales and Marketing | | | | **Student Organization or Club:** DECA: Distributive Education Clubs of America  FBLA: Future Business Leaders of America | | | | | | | |
| **Recommended High School Course Schedule** | | | | | | | | | | | | | | | | |
| ***Level*** | ***Grade*** | ***English*** | | ***Social Studies*** | | ***Math*** | ***Science*** | | ***Other Required Courses, Electives, CTE*** | | | | ***Other Required Courses, Electives, CTE*** | | ***Work-Based***  ***Learning Activities*** | |
| Secondary | 9 | English 1 or  English 1  Pre-AP | | Geography & Health & Wellness | | Geometry | Biology | | Physical Ed 1 | | | | Foreign Language | | * FBLA * DECA | |
| 10 | English 2 or  English 2 Pre-AP | | World History or  World History Adv. | | Algebra 2/ Trigonometry | Chemistry | | Physical Ed 2 | | | | Foreign Language | | * FBLA and/or DECA * ROP Industry Day | |
| 11 | English 3 or  AP English  Lang/Comp | | US History or  AP US History | | Probability and Statistics | \*\*Anatomy and Physiology  or Physics | | \*\*Computer Graphics I Arts or Digital Media | | | | \*\*\*ROP Marketing Foundations or ROP Sports and Entertainment Marketing | | * FBLA and/or DECA * ROP Portfolio Day | |
| 12 | English 4 or  AP English Literature | | Government & Economics or AP US Govern. & Politics | | AP Calculus, Foreign Language | **TWO PERIODS**  \*\*\*ROP Marketing Foundations Community Classroom **or** \*\*\*ROP Advanced Marketing | | | | | | \*\*\*ROP Virtual Enterprise | | * FBLA and/or DECA * ROP Community Classroom * ROP Portfolio Day * Senior Exit Interviews | |
| Postsecondary | **Articulated Courses: Student earns Merced College units of credit for the identified college course when student passes the ACE (Articulated Credit by Exam)** | | | | | | | | | | | | | | | |
| MUHSD/ROP | | | | | | | | | | | | MERCED COLLEGE | | | UNITS |
| Anatomy and Physiology | | | | | | | | | | | | BIOL 50: Survey of Anatomy and Physiology | | | 3 |
| ROP Virtual Enterprise | | | | | | | | | | | | BUS 10: Introduction to Business | | | 3 |
| ROP Marketing Foundations, ROP Marketing Foundations Community Classroom or ROP Advanced Marketing **(2 periods)** | | | | | | | | | | | | MKGT 30: Marketing | | | 3 |
| Computer Graphics I | | | | | | | | | | | | ART 41A: Graphic Design | | | 3 |
| ROP Marketing Foundations Community Classroom or ROP Advanced Marketing **(2 periods) – Provides Community Placement** | | | | | | | | | | | | CO-OP 41A - Cooperative Education in Marketing | | | 3 |
| ***ROP Certificate Earned at Completion of Course \*\*Merced College credit earned through articulation \*\*\*ROP & Articulation*** | | | | | | | | | | | | | | | | |
| Merced Community College Coursework Related to the Pathway | | | | | | | | | | | Sample Occupations Related to the Pathway | | | | | |
| Degrees & Certificates | | | | | Sample Courses | | | | | | AA or AS Degree or Certificate | | | BS or BA Degree | | |
| Degrees:  AA – Business Administration  AA – General Business  AA – Small Business Entrepreneurship  Certificates:  General Business  Small Business Entrepreneurship | | | | | BUS 18A: Business Law  BUS 35: Money Management  BUS 43: Business Communication  MGMT 31: Principles of Management  MGMT 33: Elements of Effective Leadership  MGMT 37: Small Business Entrepreneurship  MRKT: 33: Advertising | | | | | | Account Supervisor  Franchisee  Regional Sales Manager  Retail/Wholesale Buyer  Entrepreneur  Sales Representative  Customer Service Rep | | | International Trade Specialist  CEO (Chief Executive Officer)  Advertising Agent  Brand Manager  Business Teacher  Marketing Research Analyst  Regional Manager | | |

Merced College: POS Marketing, Sales, and Service 4 Year University – 4/20/12