2019
Skills-to-Course Matrix

[CTE Program of Study Name]

Tigard High-
[Community College Name]
10/16/2019

Marketing Cluster

CCTC*	Code Number	KS Statement	Marketing 1 12152A.1 & 12152A.2 12152 1 N	Marketing 2 12152B.1 & 12152B.2 12152 1 Y	Personal Finance 12101 12101 0.5 N	Sports Marketing 12167 12167 0.5 N	Visual Merchandising 12153.1 & 12153.2 12153 1 N	Wealth Management 12107 12107 0.5 [TSA--Y or N?]	[Course 7 Name] [Course Number] [NCES Code] [# of Credits] [TSA--Y or N?]	[Course 8 Name] [Course Number] [NCES Code] [# of Credits] [TSA--Y or N?]	[Course 9 Name] [Course Number] [NCES Code] [# of Credits] [TSA--Y or N?]	[Course 10 Name] [Course Number] [NCES Code] [# of Credits] [TSA--Y or N?]
MK01	MK01	Describe the impact of economics, economics systems and entrepreneurship on marketing.	y									
MK02	MK02	Implement marketing research to obtain and evaluate information for the creation of a marketing plan.										
MK03	MK03	Plan, monitor, manage and maintain the use of financial resources for marketing activities.										
MK04	MK04	Plan, monitor and manage the day-to-day activities required for continued marketing business operations.										
MK05	MK05	Describe career opportunities and the means to achieve those opportunities in each of the Marketing Career Pathways.										
MK06	MK06	Select, monitor and manage sales and distribution channels.										
MK07	MK07	Determine and adjust prices to maximize return while maintaining customer perception of value.										
MK08	MK08	Obtain, develop, maintain and improve a product or service mix in response to market opportunities.	y									
MK09	MK09	Communicate information about products, services, images and/or ideas to achieve a	y									
MK10	MK10	Use marketing strategies and processes to determine and meet client needs and wants.	y									

*CCTC -- Common Career Technical Core, from the National Career Clusters® Initiative

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Skills-to-Course Matrix

[CTE Program of Study Name]

[High School Name]

[Community College Name]

[Date]

Marketing Communications Focus Area

CCTC*	Code Number	Focus Area Knowledge and Skills (CTE standards) KS Statement	Marketing 1	Marketing 2	Personal Finance	Sports Marketing	Visual Merchandising	Wealth Management	[Course 7 Name]	[Course 8 Name]	[Course 9 Name]	[Course 10 Name]
			12152A.1 & 12152A.2	12152B.1 & 12152B.2	12101	12167	12153.1 & 12153.2	12107	[Course Number]	[Course Number]	[Course Number]	[Course Number]
			12152	12152	12101	12167	12153	12107	[NCES Code]	[NCES Code]	[NCES Code]	[NCES Code]
			1	1	0.5	0.5	1	0.5	[# of Credits]	[# of Credits]	[# of Credits]	[# of Credits]
			N	Y	N	N	N	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]
MK-COM 1	MKMC01	Apply techniques and strategies to convey ideas and information through marketing communications.	y	y								
MK-COM 2	MKMC02	Plan, manage and monitor day-to-day activities of marketing communications operations.										
MK-COM 3	MKMC03	Access, evaluate and disseminate information to enhance marketing decision-making processes.	y	y								
MK-COM 4	MKMC04	Obtain, develop, maintain and improve a marketing communications product or service mix to respond to market opportunities.	y	y								
MK-COM 5	MKMC05	Communicate information about products, services, images and/or ideas to achieve a desired outcome.	y	y								

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[CTE Program of Study Name]

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Marketing Management Cluster

CCTC*	Code Number	Cluster Knowledge and Skills (CTE standards)	Marketing 1	Marketing 2	Personal Finance	Sports Marketing	Visual Merchandising	Wealth Management	[Course 7 Name]	[Course 8 Name]	[Course 9 Name]	[Course 10 Name]
			12152A.1 & 12152A.2	12152B.1 & 12152B.2	12101	12167	12153.1 & 12153.2	12107	[Course Number]	[Course Number]	[Course Number]	[Course Number]
			12152	12152	12101	12167	12153	12107	[NCES Code]	[NCES Code]	[NCES Code]	[NCES Code]
			1	1	0.5	0.5	1	0.5	[# of Credits]	[# of Credits]	[# of Credits]	[# of Credits]
			N	Y	N	N	N	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]
MK-MGT 1	MKMG01	Plan, organize and lead marketing staff to achieve business goals.					y					
MK-MGT 2	MKMG02	Plan, manage and monitor day-to-day marketing management operations.					y					
MK-MGT 3	MKMG03	Plan, manage and organize to meet the requirements of the marketing plan.					y					
MK-MGT 4	MKMG04	Access, evaluate and disseminate information to aid in making marketing management decisions.					y					
MK-MGT 5	MKMG05	Determine and adjust prices to maximize return and meet customers' perceptions of value.					y					
MK-MGT 6	MKMG06	Obtain, develop, maintain and improve a product or service mix in response to market opportunities.					y					
MK-MGT 7	MKMG07	Communicate information about products, services, images and/or ideas.	y	y			y					

2019
Skills-to-Course Matrix

[CTE Program of Study Name]
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[Date]

Marketing Research Cluster

CCTC*	Code Number	KS Statement	Marketing 1	Marketing 2	Personal Finance	Sports Marketing	Visual Merchandising	Wealth Management	[Course 7 Name]	[Course 8 Name]	[Course 9 Name]	[Course 10 Name]
			12152A.1 & 12152A.2	12152B.1 & 12152B.2	12101	12167	12153.1 & 12153.2	12107	[Course Number]	[Course Number]	[Course Number]	[Course Number]
			12152	12152	12101	12167	12153	12107	[NCES Code]	[NCES Code]	[NCES Code]	[NCES Code]
		Cluster Knowledge and Skills (CTE standards)	1	1	0.5	0.5	1	0.5	[# of Credits]	[# of Credits]	[# of Credits]	[# of Credits]
			N	Y	N	N	N	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]
MK-RES 1	MKRS01	Plan, organize and manage day-to-day marketing research activities.		y								
MK-RES 2	MKRS02	Design and conduct research activities to facilitate marketing business decisions.		y			y					
MK-RES 3	MKRS03	Use information systems and tools to make marketing research decisions.		y			y					

2014
Skills-to-Course Matrix

[CTE Program of Study Name]
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[Date]

Finance Cluster

Instructions: 1) Enter the Program of Study name above. 2) Enter your high school name. 3) Enter the community college name. 4) Enter the date. 5) Click on the cell for Course 1 Name, Course 2 Name, etc., and replace with your POS course names-- secondary and first year of post-secondary. 6) Enter school course numbers. 7) Enter NCES code for the course (secondary only). 8) Enter number of credits awarded. 9) Identify those courses that trigger the TSA for this POS. 10) Finally, check those standards that are taught with intent and purpose, and are assessed in each course. Note: The optional Focus Area tabs below are included for those POSs that have a very specific industry focus or are using those skill sets for multiple options in a Progam of Study or if you want to use another set of industry validated standards.

CCTC*	Code Number	Cluster Knowledge and Skills (CTE standards)	Marketing 1	Marketing 2	Personal Finance	Sports Marketing	Visual Merchandising	Wealth Management	[Course 7 Name]	[Course 8 Name]	[Course 9 Name]	[Course 10 Name]
			12152A.1 & 12152A.2	12152B.1 & 12152B.2	12101	12167	12153.1 & 12153.2	12107	[Course Number]	[Course Number]	[Course Number]	[Course Number]
			12152	12152	12101	12167	12153	12107	[NCES Code]	[NCES Code]	[NCES Code]	[NCES Code]
			1	1	0.5	0.5	1	0.5	[# of Credits]	[# of Credits]	[# of Credits]	[# of Credits]
			N	Y	N	N	N	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]
MK-MER 1	MKMD01	Plan, organize and lead merchandising staff to enhance selling and merchandising skills.					x					
MK-MER 2	MKMD02	Plan, manage and monitor day-to-day merchandising activities					x					
MK-MER 3	MKMD03	Move, store, locate and/or transfer ownership of retail goods and services.					x					
MK-MER 4	MKMD04	Access, evaluate and disseminate marketing information to facilitate merchandising decisions and activities.					x					
MK-MER 5	MKMD05	Determine and adjust prices to maximize return and meet customers' perceptions of value.					x					
MK-MER 6	MKMD06	Obtain, develop, maintain and improve a product or service mix to respond to market opportunities.					x					
MK-MER 7	MKMD07	Communicate information about retail products, services, images and/or ideas.					x					
MK-MER 8	MKMD08	Create and manage merchandising activities that provide for client needs and wants.					x					

2014
Skills-to-Course Matrix

[CTE Program of Study Name]
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[Community College Name]
[Date]

Professional Sales Cluster

CCTC*	Code Number	KS Statement	Marketing 1	Marketing 2	Personal Finance	Sports Marketing	Visual Merchandising	Wealth Management	[Course 7 Name]	[Course 8 Name]	[Course 9 Name]	[Course 10 Name]
			12152A.1 & 12152A.2	12152B.1 & 12152B.2	12101	12167	12153.1 & 12153.2	12107	[Course Number]	[Course Number]	[Course Number]	[Course Number]
			12152	12152	12101	12167	12153	12107	[NCES Code]	[NCES Code]	[NCES Code]	[NCES Code]
			1	1	0.5	0.5	1	0.5	[# of Credits]	[# of Credits]	[# of Credits]	[# of Credits]
		Cluster Knowledge and Skills (CTE standards)	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]	[TSA--Y or N?]
MK-2	MKSL01	Apply sales techniques to meet client needs and wants.		y								
MK-SAL 1	MKSL02	Access, evaluate and disseminate sales information		y								
MK-SAL 3	MKSL03	Apply sales techniques to meet client needs and wants.		y								