

Key			Southridge High School Marketing Business and Management Pathway							
			This program of study should serve as a guide, along with other career planning materials, as you continue your career path. Courses listed within this plan are only recommended coursework and should be individualized coursework to meet each learner's educational and career goals.							
Education Levels	Grade	English / Language Arts	Math	Science	Social Studies / Sciences	Other Required Courses Electives Recommended Electives	*Career and Technical Courses and/or Degree			
HS	9	Lit and Comp 9	Algebra 1	Physics	Social Studies 9	Health/PE 1			D I P O L M A	
	10	Lit and Comp 10	Geometry	Chemistry	Social Studies 10	Health/PE 2	Introduction to Business <i>Marketing I</i>			
	11	American Studies	Algebra 2	Biology	World History	Arts/Foreign Lang/CTE	<i>Marketing II</i>			
	12	British Literature	Elective Courses	Elective Courses	Career Dev/Arts/Foreign Lang/CTE	Personal Finance Elective Courses	<i>IB Business/Business Leadership</i> <i>Business Career Academy Endorsement</i>			
	TERM	PROGRAM OF STUDY					Certificates/Degrees/Occupations			
	FIRST TERM	BA 101 Introduction to Business	BA 111 Introduction to Accounting	BA 131 Computers in Business	BA 205 Business Communication Using Technology		1-year Certificate Marketing			
	SECOND TERM	BA 235 Social Media Marketing	BA 280A CE: Business Experience	BA 280B CE: Business Experience Seminar	BA 223 Principles of Marketing		Minimum of 46 credits Cluster careers utilize creativity and knowledge to promote and sell products and services.			
	THIRD TERM	WR 121 English Composition	Business Program Elective	CAS 109 CAS 170A CAS 216A						
	FOURTH TERM	Business Program Elective	Business Program Elective	Business Program Elective						
PCC	FIRST TERM	BA 101 Introduction to Business	BA 203 Introduction to International Business	BA 131 Introduction to Business Technology	BA 223 Principles of Marketing	BA 238 Sales	Associate of Applied Science Marketing CIPS #521401			
	SECOND TERM	BA 239 Advertising	BA 249 Principles of Retailing and E-tailing	BA 226 Business Law I	BA 235 Social Media Marketing	BA 234 International Marketing	Minimum credits - 94 Accountants and Auditors Advertising Managers Business Executives Marketing Managers Property and Real Estate Managers Small Business Operators Marketing Research Marketing, Merchandising, and Sales			
	THIRD TERM	BA 236 Product Management and Branding	CAS 216 Beginning Word	BA 211 Principles of Accounting I	CAS 111W CAS 206 COMM 111 WR 121 WR 122	CAS 109 CAS 170 CAS 216				
	FOURTH TERM	BA 249 Principles of Retailing and E-tailing	BA 205 Solving Communication Problems with Technology	EC 200 EC 201 EC 202 Economics	Business Elective					
	FIFTH TERM	CAS Introduction to Web Graphics	BA 280B CE: Business Experience Seminar	BA 280A CE: Business Experience	Business Elective					
	SIXTH TERM	General Education Credit	Business Elective	BA 289 Marketing Capstone						
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