Sunset 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.

<table>
<thead>
<tr>
<th>Education Levels</th>
<th>Grade</th>
<th>English / Language Arts</th>
<th>Math</th>
<th>Science</th>
<th>Social Studies / Sciences</th>
<th>Courses</th>
<th>Electives Recommended</th>
<th>Electives Recommended</th>
<th>Career and Technical Courses and/or Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FIRST TERM</strong></td>
<td>9</td>
<td>Lit and Comp 9</td>
<td>Algebra I</td>
<td>Physics</td>
<td>Social Studies 9</td>
<td>BA 101</td>
<td>Introduction to Business</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>10</td>
<td>Lit and Comp 10</td>
<td>Geometry</td>
<td>Chemistry</td>
<td>Social Studies 10</td>
<td>BA 111</td>
<td>Introduction to Accounting</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>American Studies</td>
<td>Algebra 2</td>
<td>Biology</td>
<td>World History</td>
<td>BA 131</td>
<td>Computers in Business</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>British Literature</td>
<td>Elective Courses</td>
<td>Elective Courses</td>
<td>Marketing I</td>
<td>BA 205</td>
<td>Business Communication Using Technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SECOND TERM</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>BA 206B</td>
<td>CE: Business Experience Seminar</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>BA 233</td>
<td>Principles of Marketing</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>THIRD TERM</strong></td>
<td>9</td>
<td>WR 121 English Composition</td>
<td>Business Program Elective</td>
<td>CAS 109</td>
<td>CAS 170A</td>
<td>Marketing II</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>10</td>
<td>WR 122 Math</td>
<td></td>
<td></td>
<td></td>
<td>BA 249</td>
<td>Principles of Marketing</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>WR 123 Social Studies</td>
<td></td>
<td></td>
<td></td>
<td>BA 253</td>
<td>Social Media Marketing</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>WR 124 Health/PE</td>
<td></td>
<td></td>
<td></td>
<td>BA 258</td>
<td>Principles of Marketing</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**PCC**

**FIRST TERM**
BA 101 Introduction to Business
BA 111 Introduction to Accounting
BA 131 Computers in Business
BA 205 Business Communication Using Technology

**SECOND TERM**
BA 233 Principles of Marketing
BA 234 International Marketing

**THIRD TERM**
CAS 218 Business Law I
CAS 111W Principles of Accounting I
CAS 117W Principles of Accounting I
CAS 120W Principles of Accounting I

**FOURTH TERM**
BA 239 Principles of Marketing
BA 240 Principles of Marketing
BA 241 Principles of Marketing
BA 242 Principles of Marketing

**FIFTH TERM**
BA 243 Principles of Marketing
BA 244 Principles of Marketing
BA 245 Principles of Marketing
BA 246 Principles of Marketing

**SIXTH TERM**
BA 247 Principles of Marketing
BA 248 Principles of Marketing
BA 249 Principles of Marketing
BA 250 Principles of Marketing

**UNI**

<table>
<thead>
<tr>
<th>Level</th>
<th>Course</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

1-year Certificate Marketing
Associate of Applied Science Marketing CLP#424301