

## “Drawing Board” for a Tech Prep Program

<b>Business CLUSTER</b>				
<i>Ohio High School</i>				
Subject	9 <sup>th</sup> Grade	10 <sup>th</sup> Grade	11 <sup>th</sup> Grade	12 <sup>th</sup> Grade
MATH	<b>Algebra I</b>	<b>Geometry</b>	Algebra II	Math IV
ENGLISH/ SPEECH	<b>English I</b>	<b>English II Speech</b>	<b>English III</b>	<b>English IV-Life Long Skills Honors English</b>
SCIENCE	<b>Biology</b>	Science Elective	Physics	Chemistry
SOCIAL STUDIES/ FINE ARTS	<b>World History</b>	World Geography	<b>US History</b>	<b>Government Consumer Education</b>
(COMPUTER) TECHNOLOGY	<b>Computer Tech I Computer Tech II</b>	Desktop Publishing Computer Tech III/IV	Desktop Publishing Computer Tech III/IV	Desktop Publishing Computer Tech III/IV
OTHER	<b>PE Spanish I</b>	<b>PE Spanish II</b>	<b>PE Spanish III</b>	<b>PE Spanish IV</b>
OTHER				Senior Seminar

<b>Marketing (Career Major)</b>			
<i>Sauk Valley Community College</i>			
Freshman		Sophomore	
<b>BUS 106-</b> Business Math-3 hrs.		<b>Math or Physical/Life Science-</b> 3 hrs.	
<b>ENG 101-</b> Composition I- 3 hrs.	<b>SPE 131-</b> Introduction to Oral Comm.-3 hrs.		
			<b>Math or Physical/Life Science-</b> 3 hrs.
		<b>ECO 211-</b> Principles of Economics- 3 hrs.	<b>Humanities /Fine Arts-</b> 3 hrs.
	<b>CIS 109-</b> Introduction to Microcomp./ Windows- 3 hrs.		
<b>ACC 101-</b> Financial Accounting- 4 hrs.	<b>ACC 102-</b> Mangerial Accounting- 4 hrs.	<b>BUS 213-</b> Retailing- 3 hrs.	<b>BUS 222-</b> Legal Environ. of Bus.-3 hrs.
<b>PSY 100-</b> Orientation- 1 hr.		<b>BUS 216-</b> Advertising-3 hrs.	<b>BUS 205-</b> Principles of Managemen t.-3 hrs.

TECHNICAL CORE	Business Concepts I Business Concepts II	Marketing	Accounting I & II	Accounting I & II
TECHNICAL CORE				Economics
WACC OPPORTUNITY, INTERNSHIP EXP., DUAL CREDIT				

<b>BUS 103-</b> Introduction to Business- 3 hrs.	<b>BUS 211-</b> Introduction to International Business- 3 hrs.	<b>BUS 105-</b> Fundamentals of Personal Selling-3 hrs.	
<b>BUS 112-</b> Human Relations- 3 hrs.	<b>BUS 210-</b> Marketing- 3 hrs.		<b>BUS 231-</b> Occup. Seminar- 1 hr.
			<b>BUS 235-</b> Occupation. Internship I- 3 hrs.

**Recommended High School Electives:**

Accounting, business, Economics, Computer Application courses

**Relevant Articulated/Dual Courses (if available):**

ACC 100-4 hrs.

**SVCC Associate in Applied Science Degree: Marketing  
SVCC Certificate: Marketing**

**Cluster Related Careers:**

Marketing Research Analyst-\$ 38,000-40,950

Marketing Manager-\$ 75,000-76,320

Non-retail Sales Representative-\$ 41,000-43,100

Sales Engineer-\$ 55,000-57,250

Scientific Products Sales Representative-\$ 50,000-52,950

Insurance Agent-\$ 35,000-38,250