

“Drawing Board” for a Tech Prep Program

Business CLUSTER				
<i>Rock Falls High School</i>				
Subject	9 th Grade	10 th Grade	11 th Grade	12 th Grade
MATH	Alg. IA Alg. I Geometry	Alg. 1B Geometry Adv. Alg.	Geometry Adv. Alg. Pre-Calc.	
ENGLISH/ SPEECH	English 1	English 2 Speech	Junior English	Senior English
SCIENCE	Bio. 1	E/G Science	Bio. II or Chem. 1	
SOCIAL STUDIES/ FINE ARTS	Civics	W. Geog W. History	American History Cons. Ed	Am. Govt. Economics
(COMPUTER) TECHNOLOGY	Intro to Bus Tech	Computer Concepts 1	Computer Concepts 2	
OTHER	PE 1 / Health	PE 2/ Dr. Ed.	PE 3	PE 4
OTHER			Social Psych. Sociology	Social Psych. Sociology

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

TECHNICAL CORE			Accounting I	Accounting II Business Law
TECHNICAL CORE			Sports Marketing	Business Web Design
WACC OPPORTUNITY, INTERNSHIP EXP., DUAL CREDIT				

BUS 103- Introduction to Business- 3 hrs.	BUS 211- Introduction to International Business- 3 hrs.	BUS 105- Fundamentals of Personal Selling-3 hrs.	
BUS 112- Human Relations- 3 hrs.	BUS 210- Marketing- 3 hrs.		BUS 231- Occup. Seminar- 1 hr.
			BUS 235- 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