



Level 1 Principles of Business, Marketing & Finance
Business Information Management I*

Level 2 Accounting I

Level 3 Accounting II
Financial Analysis
Insurance Operations

Level 4 Securities and Investments
Extended Practicum in Business
Management**

Successful completion of a **Program of Study** will fulfill requirements of earning an **Endorsement**.

* District Technology Credit **List Driven Course

HIGH SCHOOL/INDUSTRY CERTIFICATION	CERTIFICATE/LICENSE	ASSOCIATE'S DEGREE	BACHELOR'S DEGREE	MASTER'S/DOCTORAL PROFESSIONAL DEGREE
QuickBooks Certified User	Certified Management Accountant	Real Estate	Accounting	Financial Accounting
Microsoft Office Specialist or Expert	Certified Internal Auditor	Financial, General	Financial, General	Business Administration
Certified Insurance Service Representative	Certified Income Specialist	Financial Planning and Services	Financial Planning and Services	Financial Planning
Everfi	Certified Public Accountant	Certified Income Specialist	Certified Income Specialist	

The Accounting and Financial Services program of study teaches CTE learners how to examine, analyze, and interpret financial records. Through this program of study, students will learn the skills necessary to perform financial services, prepare financial statements, interpret accounting records, give advice, or audit and evaluate statements prepared by others. This program of study will also introduce students to mathematical modeling tools.

The Business, Marketing, and Finance Career Cluster focuses on careers in planning, organizing, directing, and evaluating business functions essential to efficient and productive business operations.

Occupations	Median Wage	Annual Openings	% Growth
Accountants and Auditors	\$71,469	14,436	22%
Loan Officers	\$68,598	2,419	19%
Personal Financial Advisors	\$86,965	1,861	52%
Administrative Service Managers	\$96,138	2,277	21%
Insurance Underwriters	\$66,206	594	14%



WORK BASED LEARNING AND EXPANDED LEARNING OPPORTUNITIES	
Exploration Activities:	Work Based Learning Activities:
Business Professionals of America (BPA) Future Business Leaders of America (FBLA) DECA	Internship with local accounting firm. Internship with local insurance agency.

COURSE INFORMATION

COURSE NAME	LOCAL COURSE ID	PREREQUISITS (PREQ) COREQUISITES (CREQ)	Grade
Principles of Business, Marketing & Finance	12080 (1 credit)	None	9-11
Business Information Management I*	12081 (1 credit)	None	10-12
Accounting I	12093 (1 credit)	None	10-12
Accounting II	12096 (1 credit)	PREQ: Accounting I	11-12
Financial Analysis	12095 (1 credit)	PREQ: Accounting I	11-12
Insurance Operations	12098(1 credit)	None	10-12
Securities and Investments	12094 (1 credit)	None	10-12
Extended Practicum in Business Management **	12090 (3 credits)	PREQ: A sequence of courses from this POS	11-12

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FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER, PLEASE CONTACT:

CTE Program Managers

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Alief ISD does not discriminate on the basis of race, color national origin, handicap or sex. The Alief ISD Career and Technology Education program operates in accordance with the provision in Titles VI, VII and IX and section 504 of the Department of Health, Education and Welfare. Alief ISD program admission procedures, facilities and graduation requirements are designed to eliminate discrimination. Alief ISD will take steps to ensure that lack of English language skills will be not a barrier to admission and participation in all programs, including Career and Technology Education.