



Business Administration Career Pathway  
Milwaukee 7 Region  
2024-2027



| Educational Level<br>(May require work experience<br>and educational levels may<br>vary by employer)                                                                                    | Finance (IAC Code 52.03)                                                                                                                                                                                                                                                                                                                                           | Management (IAC Code 52.99)                                                                                                                                                                                                                                                                                                                                                                             | Marketing (IAC Code 52.14)                                                                                                                                                                                                                                      |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Any Educational Level                                                                                                                                                                   | Entrepreneur                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                 |
| High School Diploma,<br>Certificate                                                                                                                                                     | Collections Specialist ●<br>Financial Services Representative<br>Loan Processor<br>Accounting Assistant<br>Bank Teller ★ ●<br>Title Examiners, Abstractors, & Searchers ●<br>Customer Service Representative ★ ●<br>Insurance Claims & Policy Processing Clerks ★                                                                                                  | Receptionist ★ ●<br>First Line Supervisors ★<br>Customs Broker ●<br>Gaming Supervisor<br>Data entry specialist<br>Customer Service Representative ★ ●                                                                                                                                                                                                                                                   | Retail Salesperson ★ ●<br>Inside Sales ★<br>Online Merchant ●<br>Brand Ambassador<br>Marketing Research Assistant ●<br>Entry Level Writer/Editor ●<br>Customer Service Representative ★ ●                                                                       |
| Certification or Technical<br>Diploma                                                                                                                                                   | Payroll Specialist<br>Loan Counselor ★<br>Financial Planning Assistant<br>Claims Assistant/Adjuster ★ ●<br>Bookkeeper ★ ●<br>Insurance Sales ●<br>Real Estate Assessor/Appraiser ●                                                                                                                                                                                 | Office Assistant ★<br>Technical Writer ●<br>Business Operations Specialist<br>Human Resources - Recruiter ●                                                                                                                                                                                                                                                                                             | Sales Representative★ ●<br>Real Estate Sales Agent ●<br>Visual Merchandiser ●<br>Social Media Specialist ●<br>Search Engine Optimization Specialist<br>Marketing Internship                                                                                     |
| Registered Apprenticeship                                                                                                                                                               | Financial Services Professional                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                 |
| Associate Degree                                                                                                                                                                        | Contract Specialist<br>Financial Analyst ★ ●<br>Account Manager ●<br>Insurance Agent ★ ●<br>Insurance Underwriter ●<br>Loan Underwriter ●<br>Mortgage Broker ●<br>Fraud and Loss Specialist/ Investigator<br>Revenue Agent                                                                                                                                         | Administrative Professional ★ ●<br>Executive Administrative Assistant ★<br>Administrative Services Manager<br>Office Manager ●<br>Paralegal & Legal Assistant ●<br>Business Analyst/Project Manager ●<br>Credit Manager<br>Operations Manager ★ ●<br>Account Executive<br>Information Systems Specialist<br>Human Resources - Talent Acquisition ●                                                      | Customer Service Manager<br>Event Planner ●<br>Marketing Coordinator<br>Fundraiser ●<br>Public Relations Specialist ●<br>Social Media Manager ●<br>Project Management Specialist<br>Communications Specialist ●<br>Assistant Product Manager ●                  |
| Bachelor Degree and<br>beyond                                                                                                                                                           | Accountant / Auditor ★ ●<br>Loan Officer ●<br>Financial Manager ★ ●<br>Forensic Accountant ●<br>Financial Research Analyst<br>Investment Portfolio Manager<br>Investment Trader<br>Actuary ●<br>Personal Financial Advisor / Counselor ●<br>Risk Management Specialist<br>Business Systems Analyst ●<br>Business/Marketing Instructor: UW-Stout &<br>UW-Whitewater | Executive Director<br>General Manager ★<br>Training and Development Specialist<br>Office/Administrative Services Manager<br>Human Resource Manager<br>Compensation and Benefits Manager<br>Logistics Manager ●<br>Non-Profit Management<br>Supply Chain Management ●<br>Procurement Agent ●<br>Project Manager ★ ●<br>Management Analyst ★ ●<br>Business/Marketing Instructor: UW-Stout & UW-Whitewater | Sales Manager<br>Purchasing Manager ●<br>Product/Brand Manager ●<br>Public Relations Manager ★<br>Marketing Analyst ★<br>Marketing Strategist<br>Development Director<br>Project/Marketing Manager ●<br>Business/Marketing Instructor: UW-Stout & UW-Whitewater |
| Postsecondary Options                                                                                                                                                                   | Click <a href="#">HERE</a> for Postsecondary Options                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                 |
| ★ BRIGHT OUTLOOK = these jobs are expected to grow in the future ● XELLO = you can learn more and save this job in Xello (note: some job titles might look a little different in Xello) |                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                 |



## Business Administration Career Pathway At Kenosha Unified School District



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| Career and Technical Education Courses<br>(Business and Information Technology Standards, Marketing, Management, and Entrepreneurship Standards)                                     | General business administration exploration                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
|                                                                                                                                                                                      | <ul style="list-style-type: none"><li>Employability Seminar</li><li>Introduction to Business</li></ul>                                                                                                                                                                     |                                                                                                                                                                                                                                                                 | <ul style="list-style-type: none"><li>Computer Applications</li><li>Personal Finance</li></ul>                                                                                                                                                    |
|                                                                                                                                                                                      | Finance Specific (IAC Code 52.03)                                                                                                                                                                                                                                          | Management Specific (IAC Code 52.99)                                                                                                                                                                                                                            | Marketing Specific (IAC Code 52.14)                                                                                                                                                                                                               |
|                                                                                                                                                                                      | <ul style="list-style-type: none"><li>Accounting Honors</li><li>Advanced Accounting Honors</li></ul>                                                                                                                                                                       | <ul style="list-style-type: none"><li>Starting a Business</li><li>Leadership</li><li>Business &amp; Personal Law</li><li>International Business</li></ul>                                                                                                       | <ul style="list-style-type: none"><li>Marketing</li><li>Advanced Marketing</li><li>Retail Merch/Management</li><li>Retail Merch/Management - Internship</li><li>Hawk Shop Internship</li><li>Desktop Publishing</li><li>Web Page Design</li></ul> |
| Other Recommended Courses<br>(Wisconsin Career Readiness Standards)                                                                                                                  | <ul style="list-style-type: none"><li>Economics</li><li>Introduction to Data Science</li><li>Global Studies</li><li>Sociology</li><li>Psychology</li></ul>                                                                                                                 |                                                                                                                                                                                                                                                                 | <u>Indian Trail High School &amp; Academy - Business Academy</u><br><br><a href="#">Business Academy Course Offerings</a>                                                                                                                         |
| Career and Technical Student Organization                                                                                                                                            | <ul style="list-style-type: none"><li>DECA</li><li>FBLA</li></ul>                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
| Work-Based Learning Options                                                                                                                                                          | <ul style="list-style-type: none"><li><a href="#">Employability Skills</a> - WI DPI (90 hours)</li><li><a href="#">Youth Apprenticeship - Business Administration, Finance, Marketing</a> - WI DWD (450 hours/year, 1-2 years)</li></ul>                                   |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
| Industry Recognized Credential Options                                                                                                                                               | Finance                                                                                                                                                                                                                                                                    | Management                                                                                                                                                                                                                                                      | Marketing                                                                                                                                                                                                                                         |
|                                                                                                                                                                                      | <a href="#">A*S*K Fundamental Marketing Concepts</a> <a href="#">A*S*K Fundamental Business Concepts</a>                                                                                                                                                                   |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
| College Credit Opportunities<br><br>(You can find the list of college credit opportunities <a href="#">HERE</a> . Identify the school and then click "college credit opportunities") | College Courses Offered at Your High School                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
|                                                                                                                                                                                      | Transcripted Credit (TC) <ul style="list-style-type: none"><li>Personal Finance, Gateway Technical College</li><li>Computer Applications, Gateway Technical College</li><li>Marketing, Gateway Technical College</li><li>Business Law, Gateway Technical College</li></ul> | Advanced Placement (AP) <ul style="list-style-type: none"><li>AP Microeconomics</li><li>AP Macroeconomics</li><li>AP Psychology</li><li>AP Statistics</li></ul><br><a href="#">AP Exams accepted at GTC</a><br><a href="#">AP Exams accepted at UW-Parkside</a> |                                                                                                                                                                                                                                                   |
|                                                                                                                                                                                      | College Courses You Can Take at a College Campus                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
|                                                                                                                                                                                      | Application Deadlines:<br>October 1st: Spring Courses      February 1st: Summer Courses (ECCP only)      March 1st: Fall Courses                                                                                                                                           |                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                   |
|                                                                                                                                                                                      | Start College Now (SCN)- Gateway Technical College <ul style="list-style-type: none"><li><a href="#">Business Administration Pathway College Credit Opportunities</a></li><li><a href="#">Please Review KUSD's Dual Credit Website</a></li></ul>                           | Early College Credit Program (ECCP) <ul style="list-style-type: none"><li><a href="#">Business Administration Pathway College Credit Opportunities</a></li><li><a href="#">Please Review KUSD's Dual Credit Website</a></li></ul>                               |                                                                                                                                                                                                                                                   |