

Industry Sector: Marketing, Sales, and Services

PATHWAY: Marketing & Entrepreneurship/Self Employment



California Program of Study - Santa Clara Unified School District @ Santa Clara High School

Level	Grade	ELA	Math	Social Studies	Science	CTE Courses	Other Required Courses or Recommended Electives		Sample occupation relating to this pathway (inc. SOC code)
MIDDLE SCHOOL	7	English 7	Pre-Algebra	History 7	Science 7		Elective	PE	Occupations requiring a high school diploma: Customer Service Representatives 43-4051.00 Hotel, Motel and Resort Desk Clerks 43-4081.00
	8	English 8	Algebra 1	History 8	Science 8		Elective	PE	
SECONDARY	9	*English 9 (10.0)	*Geometry (10.0) or H Geom Yr. 1	Ethnic Studies (5)	*Marine Bio or Bio (10.0) Yr. 1		*World Language (10.0) Yr. 1 , Health (5)	*PE (10.0) Yr. 1	Occupations requiring some post-secondary: Travel Agent 41.3041.00 Real Estate Sales Agent 41.9022.00 Occupations requiring a 2 year degree: Brokerage Clerk 43-4011.00 Advertising Sales Agents 41-3011.00 Occupations requiring a BA/BS degree: Sales Engineers 41-9031.00 Securities and Commodities Traders 41-3031.03 Marketing Managers 11-2021.00
	10	*English 10 (10.0)	*Algebra 2 or Alg 2 H (10.0) Yr. 2	*World History or AP Euro (10.0) Yr. 1	*Chemistry or H Chem or H Physio or *Physics (10.0) Yr. 2		World Language Yr. 2	*PE (10.0) Yr. 1	
	11	*English 11 (10.0)	Trig/PreCalc or Trig/PreCalc H or Statistics or AP Stats	*US History (10.0) or AP US Yr. 2	H Physio or AP Bio or AP Chem or AP Physics 1 (10.0)	Marketing Sales and Service (Retail Sales) (30) Yr. 1	*VAPA & Practical Arts Electives (15.0)	*PE/Health (5)	
	12	*English 12 (10.0)	Cal AB or AP Calc AB or AP Calc BC or Statistics or AP Stats	*Civics (5.0) Econ (5.0) or AP Civics or AP Econ Yr. 3	H Physio or AP Bio or AP Chem or AP Physics 1 (10.0) <i>*10 units in Life and Physical Science</i>	Marketing Sales and Service (Retail Sales) (30) Yr. 1 or 2	*Other Electives (70.0) any amount taken above the required amount		
POSTSECONDARY									Industry recognized certifications, licenses, credentials or apprenticeships related to this pathway. none at this time Suggested Majors: Accounting Finance Business Administration and Management Marketing International Business
	13	AREA 1 - ENGLISH COMMUNICATION 9 sem units: one course from Group A, B and C.	AREA 2 - MATHEMATICAL CONCEPTS & QUANTITATIVE REASONING 1 course	AREA 3 - ARTS & HUMANITIES 9 sem units: 1 course from Arts, 1 course from Humanities, 1 course from either area	AREA 5 - PHYSICAL & BIOLOGICAL SCIENCES 7-9 sem units: 1 course from each Biological and Physical Sciences	AREA 4 - SOCIAL & BEHAVIORAL SCIENCES 9 sem units: 3 courses from at least two disciplines in Area 4	AREA 6 - LANGUAGE OTHER THAN ENGLISH - may be met in a variety of ways (see college course catalog)		
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	15	UC/CSU/Private University Intersegmental General Education Transfer (IGETC)					An Associates Degree requires a minimum of 60 units. After completing all Major and GE requirements, some students may need additional elective units to fulfill this requirement.		
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Middle School: Peterson MS, Cabrillo MS, Buchser MS, Don Callejon School						Required Courses (<i>*Required for HS graduation</i>)			
High School: Wilcox High School						Career Technical Education Courses			
Community College: Mission College						*Other Required Courses and Recommended Electives			
College/University: UC Berkeley, UC Irvine, Cal State Long Beach, Cal State Northridge						Dual/Concurrent Enrollment-Articulated Courses			