

## Connecting High School to College and Career

Career and Technical Education (CTE) provides critical learning and hands-on skills through Career Pathways within eight Areas of Study. Students who focus on a Pathway acquire the skills necessary for entry into well-paid careers with high potential for rapid financial growth, increased levels of responsibility, and a high degree of personal satisfaction.

### CTE Pathways:

- Will jump-start your future career.
- Will give you unlimited opportunities.
- Will help you plan for life after high school—before graduation.
- Will save you time and money.

### What is a Pathway?

- A Pathway is a sequence of courses within your area of interest.
- A Pathway will connect your career interests from high school to college and/or career.
- A Pathway will help you acquire the depth of knowledge and skill linked with specific postsecondary programs that will lead to a certificate or degree and/or career.

### CTE: Keeping it REAL

- Classroom instruction connects to the REAL world of work and future career opportunities.
- Statistics indicate that CTE graduates are worth higher wages because they are more productive than other workers.

### Did you know?

Ninety percent of jobs require training beyond high school.

### Top 5 reasons to participate in CTE Career Pathways:

1. To acquire technical skills training.
2. To participate in hands-on learning.
3. To jump-start your future career.
4. To earn college credit while in high school through concurrent enrollment classes.
5. To save time and money!

### Ask yourself:

- What do I want to be doing in 5 years?
- What do I want to be doing in 10 years?

### Ask yourself:

- What classes should I take to get ready for life after high school—college and career?
- What does it cost to go to college?

### Ask yourself:

- Why should I take this class?
- Why should I plan?
- Why should I study?
- Why should I graduate from high school?

### Ask yourself:

- How can Pathways help me?
- How do I find the options that are right for me?
- How do I find a satisfying career?

*Acquiring critical learning and hands-on skills through education and training will open doors of opportunity for obtaining employment within your area of interest. Stay in school and finish your education. Your future depends on it.*

For more information log onto  
[UtahCTE.org](http://UtahCTE.org).

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Marketing Education  
**Sales and Service  
Marketing**

## High School to College and Career PATHWAYS



**CAREER AND TECHNICAL EDUCATION**  
*Giving Students the Edge*



# High School to College and Career Pathway: Secondary

*Career and Technical Education: Preparing Students for College and Career!*




## Area of Study: Marketing Education

### Pathway: Sales and Service Marketing

**Get the Facts**  
One in five American workers is employed in the retail industry in full-time, part-time, and seasonal positions.

**Workforce Trends**  
Employment opportunities for those pursuing a career in sales and service marketing will be best for those with advanced training and/or a college degree. Advancement in technology will result in new and more complex products. Therefore, employment opportunities for those pursuing a career in sales and service marketing will be best for those with appropriate knowledge and technical expertise in scientific products.



**CAREER AND TECHNICAL EDUCATION**  
**Recommended Pathway Courses**  
(Students may select individual courses for exploration, or a complete Pathway for an in-depth focus.)

**CLASS AVAILABILITY MAY VARY AT YOUR HIGH SCHOOL**

Course #	Foundation Courses: (required)	Credit
08.0711	Marketing 1	.50
08.0705	Retail Management or Retailing School Store	.50
<b>Elective Courses:</b>		
08.9904	Advertising / Promotion	.50
08.0710	Customer Service	.50
08.0802	Social Media Marketing	.50
08.0601	Economics	.50
08.0301	Marketing Entrepreneurship	.50
52.0621	Business Entrepreneurship	.50
08.0101	Fashion Merchandising	.50
08.0199	Fashion Merchandising, Advanced	.50
08.0211	Leadership Principles	.50
08.0709	Marketing 2	.50
08.1701	Real Estate	.50
08.0705	Retailing	.50
08.0903	Sports & Entertainment Marketing	.50
08.0901	Travel & Tourism	.50
52.0312	Accounting I	.50
52.0211	Business Management	.50
52.0441	Business Law	.50
32.0199	Student Internship (Critical Workplace Skills)	.50

1.00 credit

2.00 credits

3.00 credits for completion

**Sales and Service Marketing is:**  
> High wage  
> High demand

**Sample Career Occupations**  
> Marketing Education Teacher  
> Merchandise Displayer  
> Purchasing Agent  
> Purchasing Manager  
> Retail Sales Manager  
> Sales Development Coordinator  
> Wholesale/Retail Broker  
> Wholesale/Retail Buyer

Middle School		State Requirements		High School Suggested Education Plan				College and Career
7th Grade	8th Grade	Middle School	High School	9th Grade Suggested	10th Grade Suggested	11th Grade Suggested	12th Grade Suggested	Beyond High School
Language Arts 7 1.00	Language Arts 8 1.00	2.00	Language Arts 4.00	Language Arts 9 1.00	Language Arts 10 1.00	Language Arts 11 1.00	Language Arts 12 1.00	<p>There are a number of options for education and training beyond high school, depending on your career goals.</p> <ul style="list-style-type: none"> <li>&gt; Certificate</li> <li>&gt; Associate degree</li> <li>&gt; Bachelor's degree</li> <li>&gt; Professional degree</li> <li>&gt; On-the-job training</li> <li>&gt; Apprenticeship</li> <li>&gt; Military training</li> </ul> <p>For more information on salary projections, labor market demand, and training options, visit <a href="http://www.utahfutures.org">www.utahfutures.org</a>.</p>
Math * 1.00	Math * 1.00	2.00	Math 3.00	Math * 1.00	Math * 1.00	Math * 1.00	Accounting 1.00	
Science .50	Science 1.00	1.50	Science 3.00	Earth Systems 1.00	Biological Science 1.00	Additional Credit 1.00		
Utah Studies .50	U.S. History I 1.00	1.50	Social Studies 3.00	Geography for Life .50	World Civilizations .50	U.S. History II 1.00	U.S. Government and Citizenship .50	
P.E. 1.00	Health .50	1.50	P.E./Health 2.00	Participation Skills and Techniques .50	Fitness for Life .50 / Health Education .50 Lifetime Activities or Sport .50			
The Arts .50	The Arts .50	1.00	Fine Arts 1.50	Fine Arts Courses 1.50				
Keyboarding .50			Computer Tech. .50	Computer Technology .50				
CTE Intro 1.00		1.00	CTE 1.00	Refer to Career and Technical Education box above.				

\* Talk to your school counselor about math requirements in the new common core curriculum. Core curriculum and elective requirements may vary district to district.

Concurrent enrollment course offerings vary by school and district. Many Utah postsecondary programs accept high school courses toward a two- or four-year degree through concurrent enrollment. Check regional postsecondary Pathways for details.