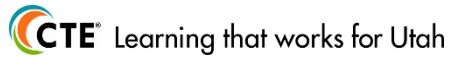


Utah Career and Technical Education Career Pathway

2019-2020 School Year



<p>CTSO Information Career and Technical Student Organizations (CTSO) align with the national Career Clusters® and the Utah CTE Career Pathways.</p> <p>Students who participate in the Consumer Service and Management Career Pathway choose among the following CTOS, depending upon what is available at their school.</p> <p style="text-align: center;">DECA FBLA FCCLA</p> <p>Workforce Trends During the next decade a growing number of personal financial advisors will be needed to assist the millions of workers who are expected to retire.</p> <p>In Utah, employment personal financial advisors is projected to increase 4.4 percent annually through the year 2024.</p>	<h3 style="margin: 0;">Career Cluster: Business, Finance & Marketing</h3> <h3 style="margin: 0;">Career Pathway: Customer Service & Management</h3> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr style="background-color: #00a6c9; color: white;"> <th style="text-align: left;">CORE CODE</th> <th style="text-align: left;">FOUNDATION COURSES (required)</th> <th style="text-align: left;">CREDITS</th> <th></th> </tr> </thead> <tbody> <tr> <td>37.01.00.00.025</td> <td>Customer Service</td> <td>.50</td> <td rowspan="2" style="text-align: center; vertical-align: middle;">1.00 credit</td> </tr> <tr> <td>32.02.00.00.200</td> <td>Economics</td> <td>.50</td> </tr> <tr style="background-color: #00a6c9; color: white;"> <th colspan="2" style="text-align: left;">ELECTIVE COURSES</th> <th></th> <th></th> </tr> <tr> <td>32.02.00.00.010</td> <td>Accounting 1</td> <td>.50</td> <td rowspan="7" style="text-align: center; vertical-align: middle;">2.00 credits</td> </tr> <tr> <td>32.02.00.00.140</td> <td>Business Management</td> <td>.50</td> </tr> <tr> <td>32.01.00.00.001</td> <td>Business Mathematics and Personal Finance **</td> <td>1.00</td> </tr> <tr> <td>32.02.00.00.220</td> <td>Entrepreneurship</td> <td>.50</td> </tr> <tr> <td>37.01.00.00.240</td> <td>Retailing</td> <td>.50</td> </tr> <tr> <td>41.00.00.00.050</td> <td>CTE Internship</td> <td>.50</td> </tr> <tr> <td>41.00.00.00.030</td> <td>Workplace Skills</td> <td>.50</td> </tr> <tr> <td colspan="3" style="text-align: right;">3.00 credits for completion</td> <td></td> </tr> </tbody> </table> <p style="font-size: small;">** This course satisfies the .50 Financial Literacy requirement.</p> <p style="text-align: center; margin-top: 20px;">Career and Technical Education provides all students access to high-quality, rigorous career-focused programs that result in attainment of credentials with labor market value.</p>	CORE CODE	FOUNDATION COURSES (required)	CREDITS		37.01.00.00.025	Customer Service	.50	1.00 credit	32.02.00.00.200	Economics	.50	ELECTIVE COURSES				32.02.00.00.010	Accounting 1	.50	2.00 credits	32.02.00.00.140	Business Management	.50	32.01.00.00.001	Business Mathematics and Personal Finance **	1.00	32.02.00.00.220	Entrepreneurship	.50	37.01.00.00.240	Retailing	.50	41.00.00.00.050	CTE Internship	.50	41.00.00.00.030	Workplace Skills	.50	3.00 credits for completion				<p>Consumer Service & Management is: > High demand</p> <p>Sample Occupations Requiring: <u>High School Diploma</u> > Claims Correspondence Clerk > Credit Checkers > Customer Services Representative</p> <p><u>Certificate</u> > N/A</p> <p><u>Assoc. or Technical Degree</u> > Account Representative > Consumer Advocate > Dispute Resolution Analyst</p> <p><u>Baccalaureate Degree</u> > Budget Analyst > Career and Technical Education Teacher > Credit Counselor > Financial Manager > Personal Financial Advisor</p> <p><u>Graduate or Prof. Degree</u> > Economist</p>
CORE CODE	FOUNDATION COURSES (required)	CREDITS																																									
37.01.00.00.025	Customer Service	.50	1.00 credit																																								
32.02.00.00.200	Economics	.50																																									
ELECTIVE COURSES																																											
32.02.00.00.010	Accounting 1	.50	2.00 credits																																								
32.02.00.00.140	Business Management	.50																																									
32.01.00.00.001	Business Mathematics and Personal Finance **	1.00																																									
32.02.00.00.220	Entrepreneurship	.50																																									
37.01.00.00.240	Retailing	.50																																									
41.00.00.00.050	CTE Internship	.50																																									
41.00.00.00.030	Workplace Skills	.50																																									
3.00 credits for completion																																											
<p>Student Testimonial “Taking Business Management sparked my interest to pursue a business degree. Currently, I hold a management position at Utah’s Hogle Zoo while obtaining my Master of Business Administration (MBA). Taking advantage of the CTE program ultimately helped to pinpoint my career trajectory.”</p> <p style="text-align: right; font-size: small;">Andrew Nadauld</p>	<h3 style="margin: 0;">HIGH SCHOOL TO POSTSECONDARY EDUCATION AND TRAINING</h3> <p style="margin: 0;">There are a number of options for education and training beyond high school, depending on your career goals.</p> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <tr> <td style="background-color: #00a6c9; color: white; text-align: center; padding: 5px;">12th Grade</td> <td style="background-color: #ff7f0e; color: white; text-align: center; padding: 5px;">1-Year Certificate</td> <td style="background-color: #2ca02c; color: white; text-align: center; padding: 5px;">2-Year Associate or Technical Degree</td> <td style="background-color: #ffc107; color: white; text-align: center; padding: 5px;">4-Year Bachelor’s Degree</td> <td style="background-color: #6c757d; color: white; text-align: center; padding: 5px;">More Graduate or Prof. Degree</td> </tr> </table> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%; padding: 5px;"> <p>Certificates are awarded upon the successful completion of a brief course of study, usually one year or less. Upon completion of a course of study, a certificate does not require any further action to retain.</p> <p>In high school a variety of certificates can be earned.</p> </div> <div style="width: 45%; padding: 5px;"> <p>An academic degree is an award for the completion of a program or course of study over multiple years at postsecondary education institutions.</p> <p>In 2016-2017, 74 percent of secondary students who concentrated in a CTE Career Pathway placed in postsecondary education, advanced training, military service or employment (October 1-December 31).</p> </div> </div>	12th Grade	1-Year Certificate	2-Year Associate or Technical Degree	4-Year Bachelor’s Degree	More Graduate or Prof. Degree	<p>Utah Business and Industry Facts</p> <p>Economists are found in state and federal businesses throughout Utah. According to the Utah Department of Workforce Services, the annual median salary of an economist is \$78,260.</p>																																				
12th Grade	1-Year Certificate	2-Year Associate or Technical Degree	4-Year Bachelor’s Degree	More Graduate or Prof. Degree																																							
<p style="text-align: center; color: #00a6c9;">CTE Skill Certificates</p> <p style="font-size: small;">Competency-based student assessments, measured by core standards and competencies, needed to be successful in the workforce.</p>	<p style="color: #333;">UtahFutures: College and Career Planning</p> <p style="font-size: small;">Visit UtahFutures.org for salary projections, labor market demand, and training options.</p>																																										
<p style="font-size: small;">In 2017-2018, 111,238 CTE skill certificates were awarded to high school students. Students’ knowledge and performance is demonstrated as part of the Skill Certificate process.</p>	<p style="font-size: small;">In 2016-2017, the graduation rate for students who concentrated in a CTE Career Pathway was 95 percent, compared to Utah’s statewide graduation rate of 86 percent.</p>																																										