

# Utah Career and Technical Education Career Pathway

## 2019-2020 School Year



<p><b>CTSO Information</b> 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><b>Workforce Trends</b> 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, the average annual employment growth rate for personal financial advisors is 2.4 percent through the year 2026.</p>	<h3 style="margin: 0;">Career Cluster: Business, Finance &amp; Marketing</h3> <h3 style="margin: 0;">Career Pathway: Customer Service &amp; Management</h3> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr style="background-color: #00a0a0; 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><a href="#">Customer Service</a></td> <td style="text-align: center;">.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><a href="#">Economics</a></td> <td style="text-align: center;">.50</td> </tr> <tr style="background-color: #00a0a0; 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><a href="#">Accounting 1</a></td> <td style="text-align: center;">.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><a href="#">Business Management</a></td> <td style="text-align: center;">.50</td> </tr> <tr> <td>32.01.00.00.001</td> <td><a href="#">Business Math and Personal Finance **</a></td> <td style="text-align: center;">1.00</td> </tr> <tr> <td>32.02.00.00.220</td> <td><a href="#">Entrepreneurship</a></td> <td style="text-align: center;">.50</td> </tr> <tr> <td>37.01.00.00.240</td> <td><a href="#">Retailing</a></td> <td style="text-align: center;">.50</td> </tr> <tr> <td>41.00.00.00.050</td> <td><a href="#">CTE Internship</a></td> <td style="text-align: center;">.50</td> </tr> <tr> <td>41.00.00.00.030</td> <td><a href="#">Workplace Skills</a></td> <td style="text-align: center;">.50</td> </tr> <tr> <td colspan="4" style="text-align: center; background-color: #333; color: white; padding: 5px;"><b>3.00 credits for completion</b></td> </tr> </tbody> </table> <p style="font-size: small;">** This course satisfies the .50 Financial Literacy requirement.</p> <p style="text-align: center; font-weight: bold; margin-top: 10px;">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	<a href="#">Customer Service</a>	.50	1.00 credit	32.02.00.00.200	<a href="#">Economics</a>	.50	ELECTIVE COURSES				32.02.00.00.010	<a href="#">Accounting 1</a>	.50	2.00 credits	32.02.00.00.140	<a href="#">Business Management</a>	.50	32.01.00.00.001	<a href="#">Business Math and Personal Finance **</a>	1.00	32.02.00.00.220	<a href="#">Entrepreneurship</a>	.50	37.01.00.00.240	<a href="#">Retailing</a>	.50	41.00.00.00.050	<a href="#">CTE Internship</a>	.50	41.00.00.00.030	<a href="#">Workplace Skills</a>	.50	<b>3.00 credits for completion</b>				<p><b>Consumer Service &amp; Management is:</b> &gt; In-demand</p> <p><b>Sample Occupations Requiring:</b> <a href="#">High School Diploma</a> &gt; Claims Correspondence Clerk &gt; Credit Checkers &gt; Customer Services Representative</p> <p><a href="#">Certificate</a> &gt; N/A</p> <p><a href="#">Assoc. or Technical Degree</a> &gt; Account Representative &gt; Consumer Advocate &gt; Dispute Resolution Analyst</p> <p><a href="#">Baccalaureate Degree</a> &gt; Budget Analyst &gt; Career and Technical Education Teacher &gt; Credit Counselor &gt; Financial Manager &gt; Personal Financial Advisor</p> <p><a href="#">Graduate or Prof. Degree</a> &gt; Economist</p>
CORE CODE	FOUNDATION COURSES (required)	CREDITS																																									
37.01.00.00.025	<a href="#">Customer Service</a>	.50	1.00 credit																																								
32.02.00.00.200	<a href="#">Economics</a>	.50																																									
ELECTIVE COURSES																																											
32.02.00.00.010	<a href="#">Accounting 1</a>	.50	2.00 credits																																								
32.02.00.00.140	<a href="#">Business Management</a>	.50																																									
32.01.00.00.001	<a href="#">Business Math and Personal Finance **</a>	1.00																																									
32.02.00.00.220	<a href="#">Entrepreneurship</a>	.50																																									
37.01.00.00.240	<a href="#">Retailing</a>	.50																																									
41.00.00.00.050	<a href="#">CTE Internship</a>	.50																																									
41.00.00.00.030	<a href="#">Workplace Skills</a>	.50																																									
<b>3.00 credits for completion</b>																																											
<p><b>Student Testimonial</b> “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; color: white;">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;"> <thead> <tr> <th style="background-color: #00a0a0; color: white; text-align: center;">12th Grade</th> <th style="background-color: #ff8c00; color: white; text-align: center;">1-Year Certificate</th> <th style="background-color: #90ee90; color: white; text-align: center;">2-Year Associate or Technical Degree</th> <th style="background-color: #ffd700; color: white; text-align: center;">4-Year Bachelor’s Degree</th> <th style="background-color: #808080; color: white; text-align: center;">More Graduate or Prof. Degree</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;"> <p style="font-size: x-small;">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 style="font-size: x-small;">In high school a variety of certificates can be earned.</p> </td> <td colspan="3" style="padding: 5px;"> <p style="font-size: x-small;">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 style="font-size: x-small;">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> </td> <td style="padding: 5px;"></td> </tr> </tbody> </table>	12th Grade	1-Year Certificate	2-Year Associate or Technical Degree	4-Year Bachelor’s Degree	More Graduate or Prof. Degree	<p style="font-size: x-small;">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 style="font-size: x-small;">In high school a variety of certificates can be earned.</p>	<p style="font-size: x-small;">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 style="font-size: x-small;">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>				<p><b>Utah Business and Industry Facts</b> 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="font-size: x-small;">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 style="font-size: x-small;">In high school a variety of certificates can be earned.</p>	<p style="font-size: x-small;">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 style="font-size: x-small;">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>																																										
<p style="text-align: center; font-weight: bold; margin: 0;">UtahFutures: College and Career Planning</p> <p style="font-size: x-small; margin: 0;">Visit <a href="http://UtahFutures.org">UtahFutures.org</a> to explore occupations, search salary projections, access labor market information, investigate training options, and to create a plan.</p>	<p style="text-align: center; font-weight: bold; margin: 0;">CTE Credentials of Value</p> <p style="font-size: x-small; margin: 0;">In 2017-2018, 112,867 CTE Skill Certifications were awarded to secondary students and 19,189 third-party certifications were earned by secondary students.</p>																																										
<p style="font-size: x-small; margin: 0;">Visit <a href="http://UtahCTE.org">UtahCTE.org</a> to access high-quality, rigorous career-focused programs that result in attainment of credentials with labor market value.</p>	<p style="font-size: x-small; margin: 0;">In 2017-2018, the graduation rate for students who concentrated in a CTE Career Pathway was 95 percent, compared to Utah’s statewide graduation rate of 87 percent.</p>																																										