



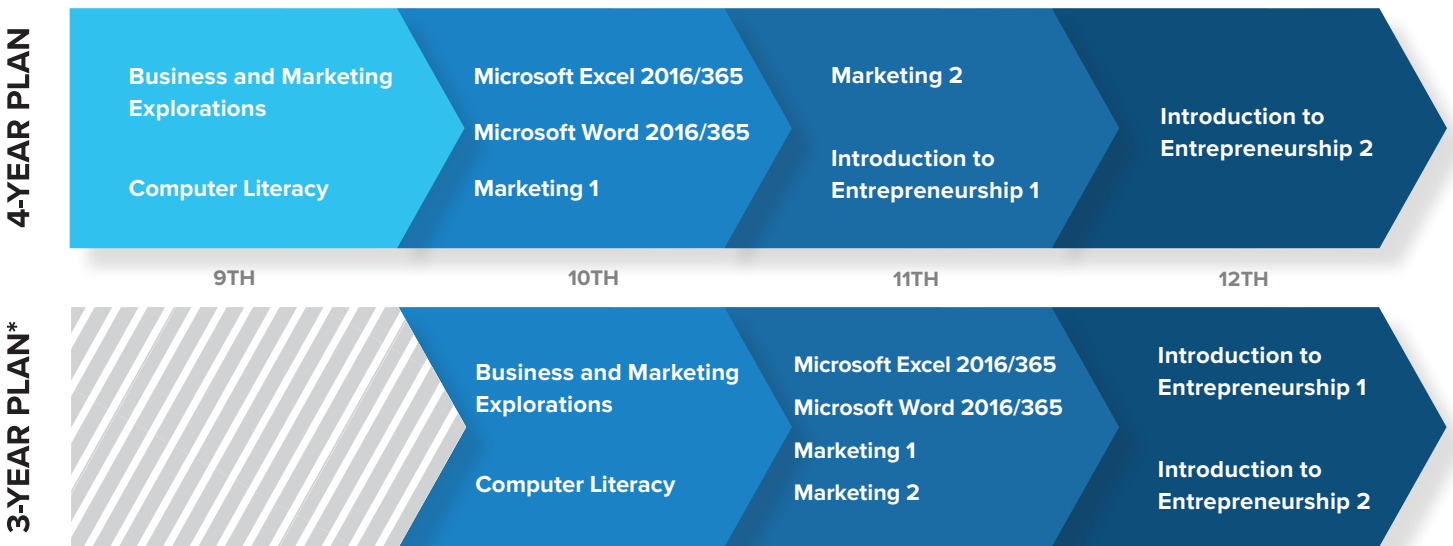
# Your Student's Head Start on Career Goals and College Aspirations



## MARKETING MARKETING MANAGEMENT (ENTREPRENEURSHIP) PATHWAY

The Destinations **Marketing Management (Entrepreneurship) Pathway** prepares students to work in many aspects of business management in multiple kinds of industries, including providing necessary skills for starting a business.

### SAMPLE COURSE PROGRESSION



#### Possible Careers\*\*

- Administrative Support Representative
- Customer Service Representative
- Entrepreneur
- Franchisee
- Independent Distributor
- Principal
- Promotions Manager
- Small Business Owner

*Some careers require a college education and other certifications that are not part of this program.*

#### Industry-Recognized Credentials

The Destinations Marketing Management (Entrepreneurship) Pathway prepares students for the:

- Certiport® Entrepreneurship and Small Business Management Certification
- Microsoft Office Certifications

#### Success Beyond High School

Graduates from the Destinations Marketing Management (Entrepreneurship) Pathway may pursue:

- Starting a small business
- Associate's degree in entrepreneurship or marketing
- Bachelor's degree in entrepreneurship or marketing

### DID YOU KNOW? \*\*

#### CUSTOMER SERVICE REPRESENTATIVES CAN EARN

\$32,890/YR

5% JOB GROWTH  
EXPECTED BY 2026

#### PROMOTIONS MANAGERS CAN EARN

\$129,380/YR

10% JOB GROWTH  
EXPECTED BY 2026

\*Program may be accelerated depending on student goals and abilities and course availability.

\*\*Bureau of Labor Statistics, U.S. Department of Labor, [Occupational Outlook Handbook](#). Website last modified date: Friday, April 13, 2018.



# MARKETING

## MARKETING MANAGEMENT (ENTREPRENEURSHIP) PATHWAY

### COURSE DESCRIPTIONS

#### **BUSINESS AND MARKETING EXPLORATIONS**

In this course, students explore basic concepts in the broad areas of business and marketing as well as career options in each area. In addition to studying concepts of entrepreneurship, accounting, and marketing, students explore these concepts on scales that range from a single person to nations. After exploring basic business and marketing concepts, students are then introduced to common industries within the marketing field. Students explore the advertising, sports and entertainment, restaurant management, and hospitality and tourism industries to examine their role in business and marketing.

#### **COMPUTER LITERACY**

In this introductory course, students become familiar with the basic principles of a personal computer, including the internal hardware, operating system, and software applications. Students gain practice in using key applications such as word processing, spreadsheet, and presentation software, as well as understanding social and ethical issues around the internet, information, and security. In the first part of the course, the focus is on the fundamentals: learning and using the applications, and understanding the basic roles and responsibilities of the software, hardware, and operating system. In the second part, the focus is on gathering and analyzing data, and using the right tools and methods to collect and present data.

#### **MICROSOFT EXCEL 2016/365**

While completing projects, students learn how to use the program as well as why each step in the process is necessary. The course engages students in critical-thinking and problem-solving skills to create their own solutions using Microsoft Excel. For instance, students learn how to use Excel worksheets for many purposes and work with trend-lines, pivot tables, and slicers. Students have the opportunity to learn about cloud and web technologies.

#### **MICROSOFT WORD 2016/365**

While completing projects, students learn how to use the programs as well as why each step in the process is necessary. The course engages students in critical-thinking and problem-solving skills to create their own solutions using Microsoft Word. For instance, students learn how to create a variety of documents and use a variety of document collaboration and integration

tools. Students have the opportunity to learn about cloud and web technologies.

#### **MARKETING 1**

This course presents marketing as a set of skills and knowledge combined with economics, finance, and career planning to create strategic plans. Students learn the foundations and functions needed to successfully market goods, services, and ideas to consumers. While students study business, economics, selling, human relations, communications, logistics, promotion, product planning, and pricing, they are also presented with information to help them see marketing as its own career choice.

#### **MARKETING 2**

This course continues presenting marketing as a set of skills and knowledge combined with economics, finance, and career planning to create strategic plans. Students learn the foundations and functions needed to successfully market goods, services, and ideas to consumers. While students study business, economics, selling, human relations, communications, logistics, promotion, product planning, and pricing, they are also presented information to help them see marketing as its own career choice.

#### **INTRODUCTION TO ENTREPRENEURSHIP 1**

In this introductory business course, students learn the basics of planning and launching their own successful business. Whether they want to start their own money-making business or create a non-profit to help others, this course helps students develop the core skills they need to be successful. They learn how to come up with new business ideas, attract investors, market their business, and manage expenses.

#### **INTRODUCTION TO ENTREPRENEURSHIP 2**

Students build on the business concepts they learned in Introduction to Entrepreneurship 1. They learn about sales methods, financing and credit, accounting, pricing, and government regulations. They enhance their employability skills by preparing job-related documents, developing interviewing skills, and learning about hiring, firing, and managing employees. Students develop a complete business plan and a presentation for potential investors.

CA-1610-F50