



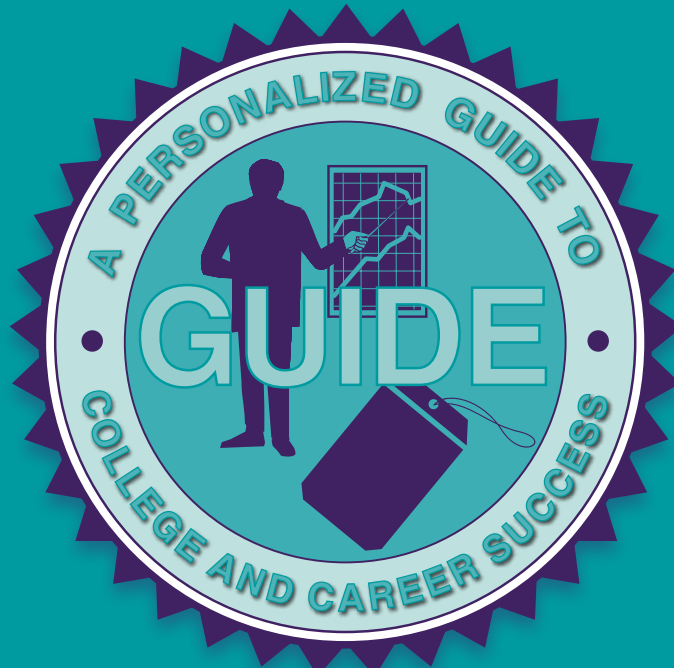
PLAN OF STUDY

SALES MANAGER

Marketing

PATHWAY: **Merchandising**

PLAN OF STUDY: **Sales Manager**





Pathway: Merchandising

Plan of Study: Sales Manager

Career Goal (O*Net Code): Examples: Sales Manager (11-2022), Stock Clerk (43-5081), Counter Clerk (41-2021), Cashier (41-2011), Station Attendant (53-6031), Merchandise Buyer and Procurement (43-3061).

Suggested High School Courses

Pueblo City Schools – High School	9th	Core Academic Courses*:	9th Literature & Composition, Geometry, Integrated Physical Earth & Space, US History 1	Suggested Electives: Computer Applications
		Career Path Courses:		
10th	Core Academic Courses*:	10th Composition & Literature, Algebra 2, Biology 1, World Language 1, US History 2	Suggested Electives: Digital Media, Catering	
	Career Path Courses:	Marketing I, Career Connections Internship		
11th	Core Academic Courses*:	Vocabulary/Grammar/Expos Review, Trigonometry, Chemistry 1, World Language 2, World History	Suggested Electives: Journalism, Digital Media, Accounting	
	Career Path Courses:	Advanced Marketing II, School Store Lab, Career Connections Internship		
12th	Core Academic Courses*:	English 101/102 STS, College Algebra, Physics 1 Honors, World Language 3, Economics	Suggested Electives: Journalism 2, Web Design and Desktop Publishing	
	Career Path Courses:	IB Business Management, Advanced Marketing II, Career Connections Internship		

Secondary to Postsecondary Linkages & Certifications

Recognition for Advanced Learning	Postsecondary Credit Options: AVEP, PSEO
	Industry Recognized Certificate(s) or License(s):

Postsecondary Education Opportunities		Postsecondary Programs Available in Colorado	Colorado Institutions	Entrance Exams/ Requirements
		Certificate	Small Business Management, Entrepreneurship, Sales & Customer Service, Marketing/Management, Sales & Marketing, Marketing, Business Administration	Community Colleges/Colleges: Lamar CC, Northeastern Jr. College, Otero Jr. College, Arapahoe CC, Colorado Mountain College, Aims CC, Arapahoe CC, CC of Aurora, Pikes Peak CC, Morgan CC
Associate Degree	Small Business Management, Entrepreneurship, Management Emph. in Sales & Customer Service, Marketing, Business Administration	Community Colleges/Colleges: Colorado Northwestern CC, Colorado Mountain College, Aims CC, CC of Aurora, Pikes Peak CC, Arapahoe CC, CC of Denver, Morgan CC, Mesa State College	High School diploma/ GED Accuplacer	
Bachelor Degree	Entrepreneurship and Small Business Management, Marketing, Business Administration	University of Colorado-Boulder, Fort Lewis College, Mesa State College, Western State College, Metropolitan State, Colorado State University More options: www.collegeincolorado.com	See each school's Admissions website.	
Graduate Degree	Entrepreneurship, MBA, Marketing, MBA, Business to Consumer Marketing, MBA, General MBA	University of Colorado-Denver, Mesa State College, University of Colorado-Boulder More options: www.collegeincolorado.com	See each school's Admissions website.	

These Colorado institutions do not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities. Please direct inquiries to the Colorado institution's AA/EEO officer.

Cluster Overview: The **Marketing Career Cluster** prepares students in planning, managing, and performing marketing activities to reach organizational objectives.

Extended Learning Experiences

<p>Curricular Experiences:</p> <p>Examples: DECA</p>	<p>Extracurricular Experiences:</p> <p>DECA Competition DECA Activities School Newspaper Yearbook</p>
<p>Work-Based Learning Experiences:</p> <p>Career Connections Internship in approved work stations</p>	<p>Program Accreditation and/or Professional Association(s):</p> <p>International DECA</p>
<p>Service Learning Experiences:</p> <p>Examples: Community Service Learning (Volunteering) as part of Pueblo City Schools' Interscholastic Activity requirement</p>	

Career Options:		Salary Range:
Certificate	Sales Representative, e-Commerce Marketing Assistant, Web Sales Agent	\$\$
Associate Degree	Retail Sales Supervisor, Department Manager, Visual Merchandiser, Purchasing Agent, Buyer, Website Designer	\$\$ - \$\$\$
Bachelor Degree	Store Manager, Marketing Manager, Merchandising Manager, Procurement Specialist, Purchasing Manager, e-Commerce Marketing Specialist	\$\$ - \$\$\$
Graduate Degree	Management Analyst, Operations Researcher, Virtual Marketer, Business Auditor, Brand Director, Business Portal Manager	\$\$ - \$\$\$\$

* \$ = \$15-25,000; \$\$ = \$25-55,000; \$\$\$ = \$55-90,000; \$\$\$\$ = Above \$90,000

Pueblo City Schools does not discriminate on the basis of disability, race, color, religion, sex, national origin, or age in access to, employment in, or in the provision of any of Pueblo City Schools' programs, benefits, or activities. Inquiries regarding Pueblo City Schools' compliance with Title IX, Section 504, Title VI, Title VII, Americans with Disabilities Act – 1990, and Affirmative Action may be referred to the Equal Employment Opportunity/Affirmative Action Compliance Officer for Pueblo City Schools, 315 West 11th St., Pueblo, CO (719-549-7162).

Si hay preguntas sobre esta informacion por favor de llamar la escuela de su niños.

Personal Learning Plan

Student Information

Name _____

Career Cluster or Career Pathway of Interest _____

Plan Last Reviewed On: ____/____/____ Grade: 7 8 9 10 11 12

Coursework

	Middle School	9th Grade	10th Grade	11th Grade	12th Grade	Advanced Coursework	PCS Diploma with CTE endorsement (credits earned)
Language Arts							
Math							
Science							
Social Studies							
Career & Tech Courses							
Additional Requirements & Electives							

Extended Learning

	Middle School	9th Grade	10th Grade	11th Grade	12th Grade	Advanced Coursework	PCS Diploma with CTE endorsement (credits earned)
School Activities							
Community Activities							
Work-based Learning/ Experience							