



SD Program of Study

Professional Sales Pathway

This plan of study should serve as a guide, along with other career planning materials, as you continue your career path. Courses listed within this plan are only recommended coursework and should be individualized to meet each learner's educational and career goals. All plans should meet high school graduation requirements as well as college entrance requirements.

	GRADE	English	Math	Science	Social Studies/ Sciences	SD Required Electives	Career & Technical Education Courses	SAMPLE Career Options Relating to This Pathway	
Interest Inventory Administered and Plan of Study Initiated for all Students									
SECONDARY	9	* English I	* Algebra I	* Physical Science	* World History * Geography	* PE/Health * Fine Art Elective	Introduction to Business (12051), Sports & Entertainment Marketing (12163)	Account Executive Administrative Support Representative Agent Broker	
	10	* English II	* Geometry	* Biology I		2 units total - any combination of: * World Language or	Introduction to Business (12051), Sports & Entertainment Marketing (12163), Desktop Publishing (11152), Web Publishing Design (10201)	Business Development Manager Client Relationship Manager Customer Service Representative Field Marketing Representative	
	Academic/Career Advisement Provided - College Placement Assessments								
	11	* English III	* Algebra II	* Chemistry	* American History	* Computer Studies or Approved Career & Technical Education	Principles of Marketing (12164), Principles of Selling and Advertising (12165), Comprehensive Marketing (12152), Work Experience (12198)	Field Representative Inbound Call Manager Industrial Sales Representative Key Account Manager Manufacturer's Representative National Account Manager	
	12	* English IV	Calculus	College Science Elective	* U.S. Government * Psychology	* Personal Finance or * Economics	Retail Marketing (12161), Business Communications (12009), International Business (12056), Marketing Merchandising (12160), Advanced Computer Applications (10005), Introduction to Hospitality and Tourism ()		
The general course identified in this Program of Study are those required as part of S.D. Advanced Pathway to Graduation.									
POSTSECONDARY	Year 13	Written and Oral Communications	College Level Math	Natural Sciences	Social Studies/ Sciences	Computer Literacy			
	Year 14	Written Communications	Information Literacy			Wellness for Life Arts & Humanities			
	Year 15								

P	Year 16							
	<u>Blue Text - College Level - Dual Credit</u>				Red Text - Courses can be articulated to Postsecondary Education			
<u>Underlined Text - Industry Certification Available</u>				* Classes available through Virtual School				