



SD Program of Study-DRAFT

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	Foundations of CTE and/or Sports & Entertainment Marketing and/or Introduction to Business and/or Business Communications and/or Computer Applications and/or Desktop Publishing and/or Web Publishing Design	<input type="checkbox"/> Account Executive <input type="checkbox"/> Broker <input type="checkbox"/> Director of Sales <input type="checkbox"/> District Sales Manager <input type="checkbox"/> Industrial Sales Agent <input type="checkbox"/> Marketing Sales Consultant <input type="checkbox"/> National Sales Manager <input type="checkbox"/> Manufacturer Sales Representative <input type="checkbox"/> Regional Sales Manager <input type="checkbox"/> Sales Agent <input type="checkbox"/> Sales Engineer <input type="checkbox"/> Sales Executive <input type="checkbox"/> Sales Representative <input type="checkbox"/> Territorial Sales Manager <input type="checkbox"/> Vice President of Sales		
	10	* English II	* Geometry	* Biology I		2 units total - any combination of: * World Language or				
	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 and/or Principles of Selling & Advertising and/or Comprehensive Marketing and/or Advanced Computer Applications			
	12	* English IV	Calculus	Sociology College Science Elective	* U.S. Government * Psychology	* Personal Finance or * Economics	Retail Marketing and/or Marketing Merchandising and/or International Business and/or Marketing Workplace Experience * Capstone Experience			
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									
	Year 16									

◀ Blue Text - College Level - Dual Credit

Underlined Text - Industry Certification Available

† Red Text - Courses can be articulated to Postsecondary Education

* Classes available through Virtual School

✧ Recommended academic