### Cluster Overview: Preparing individuals for employment in career pathways that relate to families and human needs.

**Consumer Services**

**Career Goal** (O*NET Code): Sales Representative, Wholesale & Mfg (41-4011/12), Wholesale & Retail Buyer (13-1022), Advertising & Promotions Manager (11-0111), Sales Manager (11-2022), Market Research Analyst (19-3021).

**SUGGESTED COURSEWORK**

<table>
<thead>
<tr>
<th>Middle School</th>
<th>High School</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Courses:</td>
<td>Core Courses:</td>
</tr>
<tr>
<td>English I</td>
<td>English II</td>
</tr>
<tr>
<td>Algebra I</td>
<td>Geometry</td>
</tr>
<tr>
<td>Biology</td>
<td>Chemistry</td>
</tr>
<tr>
<td>World Geography</td>
<td>World History</td>
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<tr>
<td>Languages other than English I</td>
<td>Languages other than English II</td>
</tr>
<tr>
<td>Physical Education</td>
<td>Career-Related Electives:</td>
</tr>
<tr>
<td>Principles of Human Services</td>
<td>United States History</td>
</tr>
<tr>
<td>Career-Related Electives:</td>
<td>Professional Communications</td>
</tr>
<tr>
<td>Advanced Interior Design or Business Management or Languages other than English III</td>
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</tr>
<tr>
<td>Core Courses:</td>
<td>Core Courses:</td>
</tr>
<tr>
<td>English IV</td>
<td>English III</td>
</tr>
<tr>
<td>Algebra II</td>
<td>Mathematical Models with Applications</td>
</tr>
<tr>
<td>Environmental Systems</td>
<td>Physics</td>
</tr>
<tr>
<td>Government/Economics</td>
<td>United States History</td>
</tr>
<tr>
<td>Fine Arts</td>
<td>Professional Communications</td>
</tr>
<tr>
<td>Career-Related Electives:</td>
<td>Career-Related Electives:</td>
</tr>
<tr>
<td>Practicum in Human Services or Advertising and Sales Promotion or Problems and Solutions or Languages other than English IV</td>
<td></td>
</tr>
<tr>
<td>HS Courses:</td>
<td>Coleman Courses:</td>
</tr>
<tr>
<td>(Local districts may list high school credit courses here)</td>
<td></td>
</tr>
</tbody>
</table>

**CURRICULAR EXPERIENCES:**

- Business Professionals of America
- Future Business Leaders of America
- Family, Career and Community Leaders of America
- DECA

**EXTRACURRICULAR EXPERIENCES:**

- Language Immersion Programs
- School Newspaper
- School Organization Officer
- Student Government
- UIL Academic Competitions
- Yearbook

**EXTENDED LEARNING EXPERIENCES**

**Service Learning Experiences:**

- 4-H Youth Development
- Campus Service Organizations
- Community Service Volunteer
- Peer Mentoring/Peer Tutoring

**COLLEGE CREDIT OPPORTUNITIES -- High School**

Students should take Advanced Placement (AP), International Baccalaureate (IB), dual credit, Advanced Technical Credit (ATC), or locally articulated courses (Tech Prep), if possible. List those courses that count for college credit on your campus.

**Professional Associations:**

- American Academy of Advertising
- American Purchasing Society
- Sales & Marketing Professionals International

- Students may select other elective courses for personal enrichment purposes.

This plan of study serves as a guide, along with other career planning materials, for pursuing a career path and is based on the most recent information as of 2009. All plans meet high school graduation requirements as well as college entrance requirements.

Students should take Advanced Placement (AP), International Baccalaureate (IB), dual credit, Advanced Technical Credit (ATC), or locally articulated courses (Tech Prep), if possible. List those courses that count for college credit on your campus.

**Postsecondary Bachelor Degrees**

- Business Administration & Management
- Business Marketing
- Marketing
- Merchandising
- Public Relations
- Assistant Buyer
- Sales Representative
- Sales Trainer
- Assistant Store Manager
- Sales Associate
- Retail Salesperson
- Display Designer
- Furnishings & Equipment
- Merchandising
- Purchasing Manager
- Market Research Analyst
- Vice President of Sales

**Postsecondary Associate Degrees**

- Advertising
- Business Administration
- Entrepreneurship
- Home Furnishings Merchandising
- Management
- Marketing
- Merchandising
- Public Relations
- Manufacturer's Agent
- Sales Manager
- Manufacturer's Agent
- Sales Representative
- Manufacturer's Agent
- Sales Trainer
- Assistant Buyer
- Sales Representative
- Sales Trainer

**Furnishings Sales Associate**

**Retail Salesperson**

**Showroom Assistant**

**NOTE:** These experiences may be started and/or completed as part of the high school experience.

**Note:** Students may select other elective courses for personal enrichment purposes.