# Logo Description automatically generatedBusiness, Marketing and Finance Career ClusterStatewide Program of Study: Accounting & Financial Services; Business, Marketing, and Finance Career Cluster

|  |  |
| --- | --- |
| **Level 1** | Principles of Business, Marketing, and Finance  Business Information Management I |
| **Level 2** | Accounting I |
| **Level 3** | Accounting II |
| **Level 4** | None |

This Program of Study will also earn the student a Business & Industry Endorsement for high school Graduation.

| **HIGH SCHOOL/ INDUSTRY CERTIFICATION** | **CERTIFICATE/ LICENSE\*** | **ASSOCIATE’S DEGREE** | **BACHELOR’S DEGREE** | **MASTER’S/ DOCTORAL PROFESSIONAL DEGREE** |
| --- | --- | --- | --- | --- |
| QuickBooks Certified User | Certified Management Accountant | Real Estate | Accounting | Financial Accounting |
| **OHS: Microsoft Office Specialist or Expert - Excel** | Certified Internal Auditor | Financial, General | Financial, General | Business Administration |
| Certified Insurance Service Representative | Certified Income Specialist | Financial Planning and Services] | Financial Planning and Services] | Financial Planning |
|  | Certified Public Accountant | Certified Income Specialist | Certified Income Specialist |  |

Additional industry-based certification information is available on the TEA CTE website. For more information on postsecondary options for this program of study, visit TXCTE.org.

| **Occupations** | **Median Wage** | **Annual Openings** | **% Growth** |
| --- | --- | --- | --- |
| Accountants and Auditors | $71,469 | 14,436 | 22% |
| Loan Officers | $68,598 | 2,419 | 19% |
| Personal Financial Advisors | $86,965 | 1,861 | 52% |
| Administrative Service Managers | $96,138 | 2,277 | 21% |
| Insurance Underwriters | $66,206 | 594 | 14% |

**WORK BASED LEARNING AND EXPANDED**

**LEARNING OPPORTUNITIES**

| **Exploration Activities:** | **Work Based Learning**  **Activities:** |
| --- | --- |
| Business Professionals of America (BPA)  Future Business Leaders of America (FBLA)  DECA | Internship with local accounting firm  Microsoft Office Specialist (MOS) certifications |

The Accounting and Financial Services program of study teaches CTE learners how to examine, analyze, and interpret financial records. Through this program of study, students will learn the skills necessary to perform financial services, prepare financial statements, interpret accounting records, give advice, or audit and evaluate statements prepared by others. This program of study will also introduce students to mathematical modeling tools.

****

**The Business, Marketing, and Finance Career Cluster focuses on careers in planning, organizing, directing, and evaluating business functions essential to efficient and productive business operations.**

Successful completion of the Accounting & Financial Services program of study will fulfill requirements of the Business and Industry Endorsement. Revised - July 2020

## O'DONNELL HS COURSE INFORMATION

| **COURSE**  **NAME** | **SERVICE ID** | **PREREQUISITES (PREQ)**  **COREQUISITES (CREQ)** | **Grade** |
| --- | --- | --- | --- |
| Principles of Business, Marketing, and Finance | 13011200 (1 credit)  Course #: 7063 | None | 9-11 |
| Business Information Management I | 13011400 (1 credit)  Course #: 7050 | None | 9-12 |
| Accounting I | 13016600 (1 credit)  Course #: 7054 | None | 10-12 |
| Accounting II | 13016700 (1 credit)  Course #: 7055 | PREQ: Accounting I | 11-12 |
|  |  |  |  |
| **OHS Industry-Based Certification Opportunities** |  | **OHS Value-Added Certification Opportunities** |  |
| POS Industry-Based Certification: Microsoft Office Specialist or Expert-Excel | Offered in BIM II | Microsoft Office Specialist-PowerPoint | Offered in BIM II |
| Additional Industry-Based Certification not included in POS: Microsoft Office Specialist or Expert-Word | Offered in BIM II | Microsoft Office Specialist-Access | Offered in BIM II |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER, PLEASE CONTACT:  
[CTE@tea.texas.gov](mailto:CTE@tea.texas.gov)

<https://tea.texas.gov/cte>

O'Donnell ISD offers career and technical education programs in Business & Industry, Education & Training, Animal Science, Business Management, and Accounting & Financial Services. Admission to these programs is based on student qualifications. It is the policy of O'Donnell ISD not to discriminate on the basis of race, color, national origin, sex or handicap in its vocational programs, services or activities as required by Title VI of the Civil Rights Act of 1964, as amended; Title IX of the Education Amendments of 1972; and Section 504 of the Rehabilitation Act of 1973, as amended. It is the policy of O'Donnell ISD not to discriminate on the basis of race, color, national origin, sex, handicap, or age in its employment practices as required by Title VI of the Civil Rights Act of 1964, as amended; Title IX of the Education Amendments of 1972; the Age Discrimination Act of 1975, as amended; and Section 504 of the Rehabilitation Act of 1973, as amended. O'Donnell ISD will take steps to assure that lack of English language skills will not be a barrier to admission and participation in all educational and vocational programs. For information about your rights or grievance procedures, contact the high school office.