

# Business, Marketing, and Finance Career Cluster



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. This career cluster includes occupations ranging from business owner and entrepreneur to accountant, retail manager, and market analyst.

**Endorsement: Business & Industry**    **Statewide Program of Study: Accounting**

The Accounting and Financial Services program of study focuses on occupational and educational opportunities associated with examining, analyzing, and interpreting financial records. It includes exploration of financial services, preparing financial statements, auditing financial statements prepared by others, and interpreting accounting records. This program of study also introduces students to mathematical modeling tools.



## Secondary Courses for High School Credit

**9<sup>th</sup> Grade**     Principles of Business, Marketing, and Finance (Level 1)

**10<sup>th</sup> Grade**     Accounting I (Level 2) (KCC)  
 Elective: Banking and Financial Services (Level 2) **AND/OR**  
 Elective: Entrepreneurship I (Level 2), **AND/OR**  
 Elective Math: Financial Math (Level 2) (KCC)

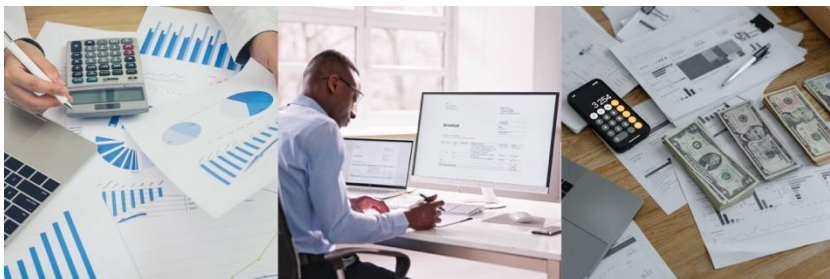
**11<sup>th</sup> Grade**     Accounting II (Level 3) (KCC)

**12<sup>th</sup> Grade**     Career Preparation for Program of Study (Level 4)

A CTE Completer is a student who completes three or more CTE courses for four or more credits including one Level 3 or 4 (advanced level) CTE course within a program of study will fulfill the requirements of a Business and Industry Endorsement.

## Aligned Industry-Based Certifications

- Intuit QuickBooks Certified User



## Work-Based Learning and Expanded Learning Opportunities

### Work-Based Learning Activities

- Intern with a certified public accountant (CPA) at a local business
- Intern with a city or county auditor's office
- Shadow a financial advisor as an intern at an investment company

### Expanded Learning Opportunities

- Participate in BPA, DECA, or FBLA
- Explore student membership in professional organizations such as AICPA, CIMA, or TXCPA

### NAViance ACCESS

All Killeen ISD students (7<sup>th</sup> – 12<sup>th</sup> graders) should login to their Naviance account through Clever.

Log into Naviance by clicking the Clever logo or link and use the College SuperMatch Tool to find colleges offering degree plans in this field.

<https://clever.com/in/killeenisd>



Killeen ISD does not discriminate on the basis of race, color, national origin, sex, or disability in its programs or activities and provides equal access to the Boy Scouts and other designated youth groups. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Rhea Bell, Title IX Coordinator, 902 N. 10<sup>th</sup> St., Killeen, TX 76541, 254-336-2822, [Rhea.bell@killeenisd.org](mailto:Rhea.bell@killeenisd.org). Further nondiscrimination information can be found at [Notification of Nondiscrimination in Career and Technical Education Programs](#).



## Example Postsecondary Opportunities

### Associate Degrees

- Accounting
- Bookkeeping

### Bachelor's Degrees

- Accounting
- Banking and Financial Support Services

### Master's, Doctoral, and Professional Degrees

- Business Administration and Management
- Finance

### Additional Stackable IBCs/License

- Project Management Professional
- Property Tax Consultants Service Contract Providers



## Example Aligned Occupations

### Tax Preparers

Median Wage: \$56,956  
 Annual Openings: 898  
 10-Year Growth: 14%

### Accountants and Auditors

Median Wage: \$78,022  
 Annual Openings: 12,989  
 10-Year Growth: 20%

### Personal Financial Advisors

Median Wage: \$77,605  
 Annual Openings: 1,877  
 10-Year Growth: 21%

Data Source: Texas Wages, Texas Workforce Commission. Retrieved 3/8/2024.



For more information visit:

<https://tea.texas.gov/academics/college-career-and-military-prep/career-and-technical-education/programs-of-study-additional-resources>

# Business, Marketing, and Finance Career Cluster

## Endorsement: *Business & Industry* Statewide Program of Study: *Accounting*

### Course Information



IT IS IN THE BEST INTEREST OF THE STUDENT TO TAKE ALL COURSES LISTED IN EACH GRADE

Level 1  
9<sup>th</sup> Grade

Course	Prerequisites   Corequisites	Career Clusters
Principles of Business, Marketing, and Finance* 13011200 (1 credit)	Prerequisites: None Corequisites: None Recommended Prerequisites: None Recommended Corequisites: None	

Level 2  
10<sup>th</sup> Grade

Course	Prerequisites   Corequisites	Career Clusters
Accounting I 13016600 (1 credit)	Prerequisites: None Corequisites: None Recommended Prerequisites: Principles of Business, Marketing, and Finance Recommended Corequisites: None	
Entrepreneurship I* 13011101 (1 credit)	Prerequisites: None Corequisites: None Recommended Prerequisites: Principles of Business, Marketing, and Finance Recommended Corequisites: None	
Banking and Financial Services 13016300 (0.5 credit)	Prerequisites: None Corequisites: None Recommended Prerequisites: Principles of Business, Marketing, and Finance Recommended Corequisites: None	
Financial Mathematics* 13018000 (1 credit)	Prerequisites: Algebra I Corequisites: None Recommended Prerequisites: None Recommended Corequisites: None	

Level 3  
11<sup>th</sup> Grade

Course	Prerequisites   Corequisites	Career Clusters
Accounting II 13016700 (1 credit)	Prerequisites: Accounting I Corequisites: None Recommended Prerequisites: None Recommended Corequisites: None	

Level 4  
12<sup>th</sup> Grade

Course	Prerequisites   Corequisites	Career Clusters
Career Preparation for Programs of Study* First Time Taken: 12701121 (2 credits)	Prerequisites: At least one Level 2 or higher CTE course Corequisites: None Recommended Prerequisites: None Recommended Corequisites: None	

\* Indicates course is included in more than one program of study.

### Armed Forces Career Information

- Ammunition Stock Control and Accounting Specialist – U.S. Army
- Financial Management and Comptroller – U.S. Airforce
- Material Management – U.S. Air Force
- This is not a comprehensive list.

#### Local Armed Forces Recruiter Contact Information:

- Air Force – (254) 247-8992
- Army – (254) 690-8554
- Army National Guard – (903) 262-6355
- Marines – (254) 690-2626
- Navy – (254) 690-2096

See your school counselor to connect with a military recruiter for career counseling and to take the ASVAB in high school.