## Regional College-Career Pathway: Business & Financial Services

<table>
<thead>
<tr>
<th>ORIENTATION / INTRODUCTION</th>
<th>SKILL DEVELOPMENT</th>
<th>CAPSTONE / ADVANCED</th>
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<tbody>
<tr>
<td>Grades 9–10</td>
<td>Grades 10–12</td>
<td>Grades 12</td>
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<tr>
<td>Introduction to Business or BUS 100 Introduction to Business or/and Computer Applications or CIS 110 Introduction to Computers</td>
<td>Introduction to Accounting or ACC 100 Introductory Accounting or/and Entrepreneurship Courses/Electives</td>
<td>MKT 103 Marketing, MLT 105 Sales, MMT 101 Principles of Management, BUS 112 Legal Environment of Business, or BUS 1113 Business Law or ACC 200 Financial Accounting</td>
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Courses and Work-Based Learning Address the PWR Act Recommended Technical and Essential Employability Competencies

### Work-Based Learning

**Career Focus Courses**

**CAREER FOCUSED COURSES**

**Science Sequence**
- Algebra
- Geometry

**Social Science Sequence**
- Team-Based Challenge
- Career Development Experience or Youth Apprenticeship

**English Sequence**
- English Sequence

**Math**
- Pre-Calculus
- Algebra 2

**Science**
- Introduction to Business

**Social Science**
- Computer Applications

**Math**
- Introduction to Accounting

**Work-Based Learning**
- Business & Financial Services
  - Regional College-Career Pathway: Introduction to Accounting or ACC 100 Introductory Accounting or Entrepreneurship Courses/Electives

**Science Sequence**
- Science Sequence

**Social Science Sequence**
- Social Science Sequence

**English Sequence**
- English Sequence

**AP / Dual Credit**
- AP Language & Composition or ENG 101 English Composition I & ENG 102 English Composition II
- AP Microeconomics or ECN 201 Principles of Microeconomics
- Pre-Calculus/Transitional Math (STEM) or MTH 112 College Algebra

**College and Career Pathway Endorsement Earned**
- AP or Dual Credit Course

**CAPSTONE / ADVANCED**
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### POSTSECONDARY OPTIONS

#### ACCOUNTING

**Accounting AAS**
- ACC 240 Managerial Accounting
- ECN 202 Principles of Macroeconomics
- MTH 126 Business Calculus

Bachelor of Arts/Science, Accounting

#### BUSINESS

**Business AAS**
- BUS 145 E-Commerce
- BUS 260 Global Business
- MTH 126 Business Calculus

Bachelor of Arts/Science, Business

#### SUPPLY CHAIN MANAGEMENT

**Supply Chain Management AAS**
- SCM 101 Supply Chain Operations Management
- SCM 105 Transportation and Logistics
- BUS 131 Customer Service Solutions

#### GUIDED TRANSFER

**Business AA/AS**
- MTH 126 Business Calculus
- ECN 202 Principles of Macroeconomics
- ACC 240 Managerial Accounting

### SELECTED OCCUPATIONS, WAGES, & JOB GROWTH

| Program | Typical Job | Near or Above Living Wage Threshold for 1 Adult + 1 Child | Median Hourly Wage | Growth in IL: Annual Job Openings | Growth in IL: % Change Over 10 years | Stackable?
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<tr>
<td>1 Accounting AAS</td>
<td>Bookkeeping, Accounting, and Auditing Clerks</td>
<td>N</td>
<td>$21.11</td>
<td>6,170</td>
<td>-3%</td>
<td>Certain Courses Typically Stack to Bachelor’s Degree Program in Business</td>
</tr>
<tr>
<td>2 Business AAS</td>
<td>First Line Supervisors of Office and Administrative Support Workers</td>
<td>Y</td>
<td>$28.99</td>
<td>4,450</td>
<td>0%</td>
<td>Certain Courses Typically Stack to Bachelor’s Degree Program in Business</td>
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<tr>
<td></td>
<td>First Line Supervisor of Retail Sales Workers</td>
<td>N</td>
<td>$19.68</td>
<td>5,620</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>First Line Supervisor of Non-Retail Sales Workers</td>
<td>Y</td>
<td>$34.71</td>
<td>1,070</td>
<td>3%</td>
<td></td>
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<tr>
<td>3 Supply Chain Management AAS</td>
<td>First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators</td>
<td>Y</td>
<td>$27.20</td>
<td>650</td>
<td>7%</td>
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<tr>
<td>4 Business AA/AS</td>
<td>Management Analysts</td>
<td>Y</td>
<td>$43.19</td>
<td>4,170</td>
<td>15%</td>
<td>Typically Stacks to Bachelor’s Degree Program in Business</td>
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<tr>
<td></td>
<td>Market Research Analysts and Marketing Specialists</td>
<td>Y</td>
<td>$29.63</td>
<td>2,960</td>
<td>22%</td>
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<tr>
<td></td>
<td>Personal Financial Advisors</td>
<td>Y</td>
<td>$55.03</td>
<td>1,260</td>
<td>9%</td>
<td></td>
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1. Living wage calculations are based on MIT’s Living Calculator (https://livingwage.mit.edu/), where the "Living Wage" for 1 Adult + 1 Child is $26.27/hour for the state of Illinois. "Near" defined as 85% of the statewide living wage, which is $22.33/hour.

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In Collaboration With

[Logos of various institutions]