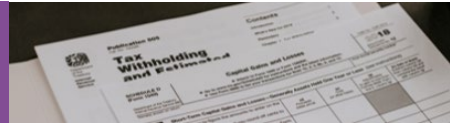


Business, Marketing, and Finance Career Cluster

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.

Accounting and Financial Services Statewide Program of Study



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.

Secondary Courses for High School Credit

Level 1

- Principles of Business, Marketing, and Finance
- Money Matters
- Business Information Management I/Lab

Level 2

- Accounting I
- Banking and Financial Services
- Financial Mathematics

Level 3

- Accounting II
- Financial Analysis
- Insurance Operations

Level 4

- Securities and Investments
- Practicum in Business Management
- Practicum in Entrepreneurship
- Career Preparation I

Postsecondary Opportunities

Associates Degrees

- Real Estate
- Financial, General
- Financial Planning and Services
- Certified Income Specialist

Bachelor's Degrees

- Accounting
- Financial, General
- Financial Planning and Services
- Certified Income Specialist

Master's, Doctoral, and Professional Degrees

- Financial Accounting
- Business Administration
- Financial Planning

Work-Based Learning and Expanded Learning Opportunities

Exploration Activities

- Participate in Business Professionals of America, Future Business Leaders of America, or DECA

Work-Based Learning Activities

- Intern with a local accounting firm
- Earn Microsoft Office certifications

Industry-Based Certifications

- Accounting - Basic
- Accounting Foundations
- Certified Insurance Service Representative
- Intuit QuickBooks Certified User
- MB-920: Microsoft Dynamics 365 Fundamentals Finance and Operations Apps
- Microsoft Office Specialist: Microsoft Access Expert (Access and Access 2019) Microsoft Office Specialist: Microsoft Excel Expert (Excel and Excel 2019)
- Volunteer Income Tax Assistance/Tax Counseling Certification: Advanced
- Volunteer Income Tax Assistance/Tax Counseling Certification: Basic
- Volunteer Income Tax Assistance/Tax Counseling Certification: Volunteer for Elderly
- Microsoft Office Specialist-Excel*

*IBC sunsetting 8/31/24

Aligned Occupations

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%

Accounting and Financial Services Course Information

Level 1

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	None
Money Matters	13016200 (1 credit)	None	None
Business Information Management I/Lab	13011400 (1 credit) 13011410 (2 credits)	None	None

Level 2

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Accounting I	13016600 (1 credit)	None	None
Banking and Financial Services	13016300 (.5 credit)	None	None
Financial Mathematics	13018000 (1 credit)	Algebra I	None

Level 3

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Accounting II	13016700 (1 credit)	Accounting I	None
Financial Analysis	13016800 (1 credit)	Accounting I	None
Insurance Operations	13016500 (1 credit)	None	None

Level 4

COURSE NAME	SERVICE ID	PREREQUISITES	COREQUISITES
Securities and Investments	13016400 (1 credit)	None	None
Practicum in Business Management	13012200 (2 credits) 13012205 (3 credits) 13012210 (2 credits) 13012215 (3 credits)	None	None
Practicum in Entrepreneurship	N1303425 (2 credits)	None	None
Career Preparation I	12701300 (2 credits) 12701305 (3 credits)	None	None

FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER, PLEASE CONTACT: CTE@tea.texas.gov
<https://tea.texas.gov/cte>

[LEA name] does not discriminate on the basis of race, color, national origin, sex, disability or age 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: [title, address, telephone number, email.]

Further nondiscrimination information can be found at [Notification of Nondiscrimination in Career and Technical Education Programs](#).