



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 (TBD) Career Preparation I

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
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	

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%

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.

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



COURSE INFORMATION

COURSE NAME	SERVICE ID	PREREQUISITS (PREQ) COREQUISITES (CREQ)	Grade
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	9-11
Money Matters	13016200 (1 credit)	None	9-12
Business Information Management I/Lab	13011400 (1 credit) 13011410 (2 credits)	None	9-12
Accounting I	13016600 (1 credit)	None	10-12
Banking and Financial Services	13016300 (.5 credit)	None	10-12
Financial Mathematics	13018000 (1 credit)	PREQ: Algebra I	10-12
Accounting II	13016700 (1 credit)	PREQ: Accounting I	11-12
Financial Analysis	13016800 (1 credit)	PREQ: Accounting I	11-12
Insurance Operations	13016500 (1 credit)	None	10-12
Securities and Investments	13016400 (1 credit)	None	10-12
Practicum in Business Management	13012200 (2 credits) 13012205 (3 credits) 13012210 (2 credits) 13012215 (3 credits)	None	11-12
Practicum in Entrepreneurship	TBD	TBD	TBD
Career Preparation I	12701300 (2 credits) 12701305 (3 credits)	None	11-12

FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER, PLEASE CONTACT:

Dale Fowler | Dale.Fowler@tea.texas.gov

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