



## Program of Study: Entrepreneurship

This Program of Study may serve as a graduation guide for the next four plus years, along with other career planning and educational materials. Courses listed in this model may include recommended coursework and should be individualized to students' educational and career goals. Each graduation plan needs to meet minimum high school graduation requirements. Dual Enrollment courses can be high school academic and/or career technical education courses.

Secondary: Entrepreneurship					Entrance or Exit Point	Postsecondary:		
Course/Grade	9	10	11	12		TCC	Diploma or AAS	Bachelor of Science
English 4 credits	9 <sup>th</sup> Grade Lit	10 <sup>th</sup> Grade Lit	American Lit	British Lit		EN11 TCC Entrepreneurship <ul style="list-style-type: none"><li>MKTG 1130 Business Regulations and Compliance</li><li>MKTG 2010 Small Business Management</li><li>MKTG 2210 Entrepreneurship</li></ul>	Completion of the EN11 TCC leads to the following diplomas: <ul style="list-style-type: none"><li>Marketing Management diploma (MM12)</li><li>Marketing Management degree (MM13)</li></ul>	The University System of Georgia offers students' higher education options at 30 institutions throughout the state, providing a wide range of academic programming including certificates and associate, baccalaureate, masters, doctoral and professional degrees.
Math 4 credits	Algebra I	Geometry	Algebra II	Fourth Math Selection				
Science 4 credits	Environmental Science	Physical Science	Biology	Fourth Science Selection				
Social Studies 3 credits	World History	US History	Economics and Government					
PE 1 credit	Health and Personal Fitness		Consult your counselor for course progression. Course progression on this sheet is based on general guidelines.					
Pathway 3 credits	Introduction to Business and Technology	Legal Environment of Business	Entrepreneurship	See Related CTAE Electives Below		For more information on technical college programs, visit <a href="https://kms.tcsq.edu/POA">https://kms.tcsq.edu/POA</a>		For more information on college and university programs, visit <a href="https://apps.ds.usg.edu">apps.ds.usg.edu</a>
Electives	World Language Sequence French or Spanish 2 Units Required for admission to Georgia University System Colleges		Fine Arts Visual Arts Band Chorus Drama	Advanced Placement Courses  Dual Enrollment Courses				
	Related CTAE Electives Business and Technology Financial Literacy Introduction to Digital Technology AVTF I		Work-Based Learning Internship Cooperative Education Youth Apprenticeship					

**NOTE:** Students have many options to ENTER and EXIT from their academic studies into the workforce. When a student graduates from high school, they are eligible to choose one of many ENTRANCE POINT options: 1. Enroll in either a 2- or 4-year post-secondary program; 2. Enroll in an apprenticeship program or the military; or 3. Enter the workforce using technical skills learned in high school. When a student finishes a 2- or 4-year degree program, they may choose to EXIT and 1. Enroll in an apprenticeship program or the military; 2. Enroll in a professional university degree program; or 3. Enter the workforce using technical skills learned.

### Entrepreneurship Career Pathway Completers - Industry Credentialing for High School Students

Upon completion of sequenced courses in the Entrepreneurship Career Pathway, students are eligible to complete the Industry-Recognized student credential for fulfillment of the End of Pathway Assessment. Secondary students completing the Entrepreneurship pathway will be able to sit for the National Industry Credentialed assessment offered on-line from NOCTI. Once mastery is reached, students will receive recognition for completion and use this credential in conjunction with their job or continuing training.

Sample High Demand Careers in Georgia				
Occupation Specialties	Level of Education Needed	Georgia Average Salary	Annual Average Openings	2014-2024 Employment Outlook
General and Operations Managers	Associate's Degree	\$116,076	2983	In Demand, High Skill
Marketing Research Analysis & Marketing Specialists	Bachelor's Degree	\$63,503	519	In Demand, High Skill
Personal Financial Advisors	Bachelor's Degree	\$119,425	410	In Demand, High Skill

GDOL Labor Market Explorer

Go to GAfutures at <a href="http://www.gafutures.org">www.gafutures.org</a> for more information about your education and career planning, including valuable financial information (grants and scholarships including HOPE Program, grants and loans, FAFSA, and CSS forms).				<h2>Entrepreneurship Pathway Description</h2> <p>Entrepreneurs, innovators, proprietors, and small business owners play a key role in Georgia's economy. According to the United States Small Business Administration, there are 907,068 small businesses in Georgia (<a href="http://www.sba.gov/">http://www.sba.gov/</a>). Small business owners manage their own companies. Job opportunities in business are varied and educational requirements vary according to specialization. Business professionals may be managers, owners, accountants, economists, administrators, or analysts. Those considering a career in business, especially entrepreneurs, should be analytical, detail-oriented, flexible, and decisive. They will be required to coordinate several activities at once, quickly analyze and solve specific problems, and cope with deadlines. Business professionals should also have good communication skills and be able to establish working relationships with many different people, from managers, supervisors and other professionals to clerks and related workers.</p> <p>There are basically three types of small businesses: sole proprietorship, partnerships, and corporations. Marketing skills are critical to a small business owner. It is important for owners to know when to take a risk, adapt to the changing market conditions, improve services, promote their goods or services and hire new employees. As with any other business, owners must be competitive while keeping costs down.</p> <p>Owners who employ other workers must hire, train, and supervise their employees. Some run the entire business themselves.</p>
Career Enhancement Opportunities	<b>Career-Related Education Activities</b> <ul style="list-style-type: none"><li>• Career Awareness</li><li>• Career Exploration</li><li>• Instructional Related</li><li>• Connecting</li><li>• Work-Based Learning</li></ul>	<b>Postsecondary Options:</b> <ul style="list-style-type: none"><li>• 4-Year Universities/ Colleges</li><li>• 2-Year Colleges</li><li>• Technical Colleges</li><li>• State Registered Apprenticeships</li><li>• Special Purpose Schools</li><li>• On-the-Job Training</li><li>• Military</li></ul>	<b>Earning Postsecondary Credits While in High School</b> <p>A vital way to get ahead and realize you can pass college courses is by earning postsecondary credits as a high school student. Georgia offers a dual credit program titled Dual Enrollment. You need to talk with your parents, school counselor, or advisor about the proper courses to take each year in high school and dual credit.</p> <p>Students completing the course work in this Plan, will have earned/completed an Industry Credential, Technical Certificate of Credit (TCC), Associates of Applied Science Degree, and/or Bachelor's Degree.</p>	
	<b>Postsecondary Transition</b> <ul style="list-style-type: none"><li>• Students who will continue their education in a Program of Study at one of the University System of Georgia institutions should prepare to take the ACT or SAT for admissions. Tests for admissions may vary from institution to institution. Contact the selected institution for specific testing information. Additional admissions information can be found at Staying On Course.(<a href="https://www.usg.edu/assets/student_affairs/documents/Staying_on_Course.pdf">https://www.usg.edu/assets/student_affairs/documents/Staying_on_Course.pdf</a>)</li><li>• Students who will continue their education in a Program of Study at one of the Technical College System of Georgia institutions should prepare to complete a placement exam.</li><li>• Students who will continue their education and training in the US Military should take the ASVAB assessment.</li><li>• Students should utilize electronic college and career databases to select the most appropriate postsecondary opportunities to match their selected career field, including registered apprenticeships.</li><li>• Georgia's dual-credit programs have been combined into one program entitled Dual Enrollment, in which high school students may earn their high school course credits while taking college courses.</li></ul>			
	<b>Since there are not specific occupations representing this pathway, the following are resources for small business developers:</b>			
	<ul style="list-style-type: none"><li>• FIRST STOP - <a href="http://www.sos.georgia.gov/firststop">www.sos.georgia.gov/firststop</a></li><li>• Georgia Entrepreneur &amp; Small Business Programs - <a href="http://www.georgia.org/smallbusiness">www.georgia.org/smallbusiness</a></li><li>• SCORE - <a href="http://www.score.org">www.score.org</a></li><li>• Georgia Trends Small Business Guide - <a href="http://lscpagepro.mydigitalpublication.com/publication/?i=448376#{" issue_id":448376,"page":0}"="">http://lscpagepro.mydigitalpublication.com/publication/?i=448376#{"issue_id":448376,"page":0}</a></li></ul>			

<b>Student Organization:</b> Future Business Leaders of America (FBLA)	<b>Programs of Study Developed in Partnership:</b> the Georgia Department of Education, the Technical College System of Georgia, and the University System of Georgia. #CTAEDelivers
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