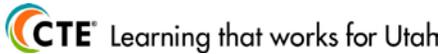


# Utah Career and Technical Education Career Pathway

## 2017-2018 School Year



<p><b>CTSO Information</b> Career and Technical Student Organizations (CTSO) align with the national Career Clusters® and the Utah CTE Career Pathways.</p> <p>FBLA is the CTSO for students in the Entrepreneurship and Management Career Pathway. FBLA provides students with opportunities for leadership, community involvement, and career development.</p> <p><b>Workforce Trends</b> There are 23 million small businesses in the U.S., with women owning about 9.1 million. To be an entrepreneur you don't need to be a certain age. A lot of teens are successful entrepreneurs. The U.S. Small Business Administration (SBA) has a <a href="#">Young Entrepreneur</a> webpage to help teens start, grow, and own a business.</p>	<h3 style="margin: 0;">Career Cluster: Business Management &amp; Administration</h3> <h4 style="margin: 0;">Career Pathway: Entrepreneurship &amp; Management</h4> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr style="background-color: #00a651; color: white;"> <th style="width: 15%;">CORE CODE</th> <th style="width: 55%;">FOUNDATION COURSES (required)</th> <th style="width: 10%;">CREDITS</th> <th style="width: 20%;"></th> </tr> </thead> <tbody> <tr> <td>32.02.00.00.130</td> <td>Business Law</td> <td>.50</td> <td rowspan="3" style="text-align: center; vertical-align: middle;">1.50 credits</td> </tr> <tr> <td>32.02.00.00.140</td> <td>Business Management</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.220</td> <td>Entrepreneurship</td> <td>.50</td> </tr> <tr style="background-color: #00a651; color: white;"> <th colspan="4" style="text-align: center;">ELECTIVE COURSES</th> </tr> <tr> <td>32.02.00.00.010</td> <td>Accounting 1</td> <td>.50</td> <td rowspan="13" style="text-align: center; vertical-align: middle;">1.50 credits</td> </tr> <tr> <td>32.02.00.00.110</td> <td>Business Communication 1</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.111</td> <td>Business Communication 2</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.280</td> <td>Business Web Page Design</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.290</td> <td>Business Web Page Design , Advanced</td> <td>.50</td> </tr> <tr> <td>37.01.00.00.025</td> <td>Customer Service</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.150</td> <td>Digital Business Applications</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.200</td> <td>Economics</td> <td>.50</td> </tr> <tr> <td>32.02.00.00.070</td> <td>Exploring Business and Marketing</td> <td>.50</td> </tr> <tr> <td>37.01.00.00.150</td> <td>Leadership Management Principles</td> <td>.50</td> </tr> <tr> <td>37.01.00.00.155</td> <td>Leadership Principles 2</td> <td>.50</td> </tr> <tr> <td>37.01.00.00.165</td> <td>Marketing 1</td> <td>.50</td> </tr> <tr> <td>37.01.00.00.260</td> <td>Sports and Entertainment Marketing</td> <td>.50</td> </tr> <tr> <td>41.00.00.00.030</td> <td>Workplace Skills</td> <td>.50</td> </tr> <tr> <td colspan="3" style="text-align: right;"><b>3.00 credits for completion</b></td> <td></td> </tr> </tbody> </table> <p style="text-align: center; margin-top: 10px;"><b>Career and Technical Education provides all students access to high-quality, rigorous career-focused programs that result in attainment of credentials with labor market value.</b></p>	CORE CODE	FOUNDATION COURSES (required)	CREDITS		32.02.00.00.130	Business Law	.50	1.50 credits	32.02.00.00.140	Business Management	.50	32.02.00.00.220	Entrepreneurship	.50	ELECTIVE COURSES				32.02.00.00.010	Accounting 1	.50	1.50 credits	32.02.00.00.110	Business Communication 1	.50	32.02.00.00.111	Business Communication 2	.50	32.02.00.00.280	Business Web Page Design	.50	32.02.00.00.290	Business Web Page Design , Advanced	.50	37.01.00.00.025	Customer Service	.50	32.02.00.00.150	Digital Business Applications	.50	32.02.00.00.200	Economics	.50	32.02.00.00.070	Exploring Business and Marketing	.50	37.01.00.00.150	Leadership Management Principles	.50	37.01.00.00.155	Leadership Principles 2	.50	37.01.00.00.165	Marketing 1	.50	37.01.00.00.260	Sports and Entertainment Marketing	.50	41.00.00.00.030	Workplace Skills	.50	<b>3.00 credits for completion</b>				<p><b>Entrepreneurship &amp; Management is:</b> &gt; High skill &gt; High wage &gt; High demand</p> <p><b>Sample Occupations Requiring:</b> <a href="#">High School Diploma</a> &gt; Sales Representative <a href="#">Certificate</a> &gt; N/A <a href="#">Assoc. or Technical Degree</a> &gt; Web Developer <a href="#">Baccalaureate Degree</a> &gt; Career and Technical Education Teacher &gt; General Manager &gt; Marketing Manager &gt; Management Analyst &gt; Operations Manager &gt; Sales Manager <a href="#">Graduate or Prof. Degree</a> &gt; Business Administrator</p>
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<p><b>Student Testimonial</b> "The Entrepreneurship class I took in high school gave me a burning desire to go out and start my own business. CTE courses helped me tremendously to prepare for life after high school, college, and a career."  Austin Harvey</p>	<h3 style="margin: 0;">HIGH SCHOOL TO POSTSECONDARY EDUCATION AND TRAINING</h3> <p style="margin: 0;">There are a number of options for education and training beyond high school, depending on your career goals.</p> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr> <th style="width: 15%; background-color: #00a651; color: white;">12th Grade</th> <th style="width: 15%; background-color: #ff9900; color: white;">1-Year Certificate</th> <th style="width: 15%; background-color: #99cc33; color: white;">2-Year Associate or Technical Degree</th> <th style="width: 15%; background-color: #ffcc00; color: white;">4-Year Bachelor's Degree</th> <th style="width: 15%; background-color: #cccccc; color: white;">More Graduate or Prof. Degree</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;">Certificates are awarded upon the successful completion of a brief course of study, usually one year or less. Upon completion of a course of study, a certificate does not require any further action to retain.  In high school a variety of certificates can be earned.</td> <td colspan="4" style="padding: 5px;">An academic degree is an award for the completion of a program or course of study over multiple years at postsecondary education institutions.  In 2015-2016, 73 percent of secondary students who concentrated in a CTE Career Pathway placed in postsecondary education, advanced training, military service or employment (October 1-December 31).</td> </tr> </tbody> </table>	12th Grade	1-Year Certificate	2-Year Associate or Technical Degree	4-Year Bachelor's Degree	More Graduate or Prof. Degree	Certificates are awarded upon the successful completion of a brief course of study, usually one year or less. Upon completion of a course of study, a certificate does not require any further action to retain.  In high school a variety of certificates can be earned.	An academic degree is an award for the completion of a program or course of study over multiple years at postsecondary education institutions.  In 2015-2016, 73 percent of secondary students who concentrated in a CTE Career Pathway placed in postsecondary education, advanced training, military service or employment (October 1-December 31).				<p><b>Utah Business and Industry Facts</b> In 2017, Fit Small Business ranked Salt Lake City and Utah as one of the top three states (ranking second) to launch a business. In 2016, Forbes ranked Salt Lake City as the best city for business overall. In 2015, Forbes named Utah the #1 State for Business, for the sixth time in the past seven years.</p>																																																							
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<p style="text-align: center; color: #00a651;"><b>CTE Skill Certificates</b></p> <p style="text-align: center;">Competency-based student assessments, measured by core standards and competencies needed to be successful in the workforce.</p>	<p style="text-align: center; color: #00a651;"><b>UtahFutures: College and Career Planning</b></p> <p style="text-align: center;">Visit <a href="#">UtahFutures.org</a> for salary projections, labor market demand, and training options.</p>																																																																		
<p>In 2015-2016, 96,190 CTE skill certificates were awarded to high school students. Students' knowledge and performance is demonstrated as part of the Skill Certificate process.</p>	<p>In 2015-2016, the graduation rate for students who concentrated in a CTE Career Pathway was 96.6 percent, compared to Utah's statewide graduation rate of 85 percent.</p>																																																																		