



Name _____

Learner ID _____

School/College/University _____

SAMPLE PROGRAM OF STUDY

Cluster: Marketing, Sales and Service

Pathway: Distribution and Logistics

Career Pathway Plan of Study for ► Learners ► Parents ► Counselors ► Teachers/Faculty

This Career Pathway Plan of Study (based on the Marketing, Sales and Service Career Cluster) can serve as a guide, along with other career planning materials, as learners continue on a career path. Courses listed within this plan are only recommended coursework and should be individualized to meet each learner's educational and career goals. *This Plan of Study, used for learners at an educational institution, should be customized with course titles and appropriate high school graduation requirements as well as college entrance requirements.

EDUCATION LEVELS	GRADE	English/ Language Arts	Math	Science	Social Studies/ Sciences	Other Required Courses Other Electives Recommended Electives Learner Activities	*Career and Technical Courses and/ or Degree Major Courses for Distribution and Logistics Pathway	SAMPLE Occupations Relating to This Pathway	
Interest Inventory Administered and Plan of Study Initiated for all Learners									
SECONDARY	9	English Composition	Algebra I	Earth Science	Social Studies 9		Business Technology Applications	<ul style="list-style-type: none"> ► Administrative Support Representative ► Customer Service Representative ► Distribution Coordinator ► Inventory Manager/Analyst ► Logistics Analyst/Engineer ► Logistics Manager ► Materials Manager ► Shipping/Receiving Administrator ► Shipping/Receiving Clerk ► Traffic Manager ► Transportation Manager ► Warehouse Manager 	
	10	English Literature	Geometry	Biology	Modern Europe		Marketing I		
	11	Literature & Composition	Pre-Calculus	Chemistry	U.S. History		Marketing I, Entrepreneurship, Business Administration		
	College Placement Assessments-Academic/Career Advisement Provided								
12	English Composition	Intermediate Algebra	Physics	World Issues Economics		Marketing II, Marketing Research, School Store Management			
Articulation/Dual Credit Transcribed-Postsecondary courses may be taken/moved to the secondary level for articulation/dual credit purposes.									
POSTSECONDARY	Year 13	English Composition	Calculus, Statistics	Physical Science	American Government Psychology		Accounting, Principals of Marketing, Entrepreneurship, Buyer Behavior		
	Year 14	Speech/Oral Communication Technical Writing		Biological Science	Public Policy Sociology Economics		Marketing Management, Marketing Research, Database Management Systems		
	Year 15						Advertising & Promotion Strategy, Integrated Marketing Communications		
	Year 16						Web Systems Development, Data System Development, Systems Analysis and Design, Managing Innovation & Technology		