

2012-2013

Career and Technical Education
Marketing, Sales & Service Courses

For up-to-date Bright Futures and State University System course eligibility information, go to:
<http://www.floridastudentfinancialaid.org/SSFAD/bf/acadrequire.htm>

For up-to-date NCAA Clearinghouse course eligibility information, go to:
https://web1.ncaa.org/eligibilitycenter/student/index_student.html

The first seven digits of any course number listed below are determined by the Florida Department of Education. The 8th digit of any course number listed below is issued only by BCPS to meet the scheduling needs of our district.

Program Title: Entrepreneurship
Course Title: Principles of Entrepreneurship
Course Number: 88121000
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of this program is to introduce students to the concept of entrepreneurship, present entrepreneurship as a viable career option, provide students with the skills needed to realistically evaluate their potential as a business owner and develop the fundamental knowledge and skills necessary to start and operate their own business. This is the first of three courses in the Entrepreneurship Program. This course provides instruction in the basic principles of entrepreneurship including the role of the entrepreneur, entrepreneurship as a career, business ethics and the principles of marketing, financing, and managing a business. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Business Management and Law
Course Number: 88121200
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the second of three courses in the Entrepreneurship Program. This course is designed to provide an introduction to business management techniques. Topics include human relations, decision making, communication techniques, business law concepts, and characteristics of the American enterprise system. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Principles of Entrepreneurship*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Business Management and Law (Honors)
Course Number: 8812120H
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the second of three courses in the Entrepreneurship Program. This course is designed to provide an introduction to business management techniques. Topics include human relations, decision making, communication techniques, business law concepts, and characteristics of the American enterprise system. This Honors section of the Entrepreneurship Program is appropriate for those students who have a recommendation by the Entrepreneurship Teacher as evidenced by the signed Honors contract. Business Management and Law Honors students are expected to complete the following rigorous academic tasks: Create a Project Management Research 30-page term paper: This paper is designed to encourage students to recognize marketing as a force for the economic and social good of the community. The project should be a research study that must focus on project management. The focus is to be planned, conducted and reported by the student, the use of which will measurably improve the business and marketing activities of an individual company, a group of companies (such as a shopping mall), an organization, a club or the business community. Such a project might concern itself with finding new markets for local projects, promoting the community’s resources, increasing the trading area of facilities, increasing sales, increasing employment, providing better shopping facilities, solving problems or challenges affecting the marketing process, etc. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Principles of Entrepreneurship

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS “Core” Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)	X		
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Business Ownership
Course Number: 88120000
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the third of three courses in the Entrepreneurship Program or may be offered independently. The purpose of this course is to prepare students for employment as entrepreneurs, introduce students to the concept of entrepreneurship, present entrepreneurship as a career path that is worthy of consideration, provide students with the skills needed to realistically evaluate their potential as a business owner and develop the fundamental knowledge and skills necessary to start and operate their own business. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Business Ownership (Honors)
Course Number: 8812000H
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the third of three courses in the Entrepreneurship Program or may be offered independently. The purpose of this course is to prepare students for employment as entrepreneurs, introduce students to the concept of entrepreneurship, present entrepreneurship as a career path that is worthy of consideration, provide students with the skills needed to realistically evaluate their potential as a business owner and develop the fundamental knowledge and skills necessary to start and operate their own business. This Honors section of the Entrepreneurship Program is appropriate for those students who have a recommendation by the Entrepreneurship Teacher as evidenced by the signed Honors contract. Business Management and Law Honors students are expected to complete the following rigorous academic tasks: Create a Business Plan Research 30-page term paper: The Business Plan research term paper involves the development of a proposal to start a new business, a self-analysis, and an analysis of the business situation, a description of the way the business will operate and detailed plans for financing the business through its first three years of operation. Any type of business may be used.

DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)	X		
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Hospitality and Tourism
Course Title: Introduction to Hospitality and Tourism
Course Number: 88501100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the introductory course for the Hospitality and Tourism. The content includes an overview of the components of the industry: airline, hotel, cruise and rental car industry. Also included are the history and latest trends impacting the way people travel. Students will also learn about the careers that are available in the industry. Learning activities, in and out of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Computer Technology for Travel and Tourism
Course Number: 88451400
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first course of the Hospitality and Tourism Program, which provides the student with a basic knowledge of data processing, hands-on data entry and microcomputer applications with a simulated software package. Students learn how the airlines, hotel and car rental agencies use computer-based data. The use of simulation activities encourages the students to complete reservations under a variety of circumstances. Learning activities, in and out of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: NONE

General Course Information:

	YES	NO	Other
Graduation Requirement		x	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Hospitality and Tourism Internship
Course Number: 88451300
Credit: 1.00
Grade Level: 11-12

Major Concepts/Content

The internship course provides students the opportunity to demonstrate human relations, communications and employability skills necessary for entry-level employment in the travel and tourism industry. Additionally, it will enhance the instruction and competencies developed through classroom instruction. The Hospitality and Tourism Internship is scheduled during the summer months and the student/intern must work a minimum of 150 hours to earn school credit.

PREREQUISITE: *Introduction to Hospitality and Tourism, and Computer Technology for Travel and Tourism*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)	X		
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Hospitality and Tourism Marketing Management
Course Number: 88451200
Credit: 1.00
Grade Level: 11-12

Major Concepts/Content

This is an advanced course, which will provide students with a more in-depth study of the components of the hospitality and tourism industry. The content includes examining destinations development, tour packages, business travel, the travel agency and convention travel. In addition, students are introduced to Marketing and Entrepreneurship. Learning activities, in and out of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Introduction to Hospitality and Tourism, Computer Technology for Travel and Tourism, Hospitality and Hospitality and Tourism Internship*

General Course Information

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: International Marketing
Course Title: Marketing Essentials
Course Number: 88271100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of four courses in International Marketing Education Programs. The purpose of this course is to develop the competencies essential to marketing. These competencies include human relations, employability, communications, math and economic skills. The fundamentals of marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: International Marketing 1
Course Number: 88391100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the second core course in the International Marketing Education Program, which is designed to provide students with an in-depth study of international marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of international marketing occupations. The purpose of this course is to introduce the student to the basics of international marketing. These competencies include an understanding of import and export basics. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Marketing Essentials*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: International Marketing 2
Course Number: 88391200
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This is the third core course in the International Marketing Education Program, which is designed to provide students with an in-depth study of international marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of international marketing occupations. The purpose of this course is to develop competencies regarding international marketing, transportation, finance, laws and regulations, and communications. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials and International Marketing 1

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: International Marketing 3
Course Number: 88391300
Credit: 1.00
Grade Level: 11-12

Major Concepts/Content

This is the fourth core course in the International Marketing Education Program, which is designed to provide students with an in-depth study of international marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of international marketing occupations. This course provides instruction for career sustaining level employment in the industry. The content includes applied skills related to international marketing functions including employment skills required for success in international marketing and career planning. Entrepreneurship as related to an international market is also included in this course. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: International Marketing 1 and 2

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Customer Service Representative
Course Title: Customer Service 1
Course Number: 88481100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of this course is to prepare students for employment in customer service occupations such as Customer Service Representative and Customer Care Representative. The program is designed to prepare students for entry level positions involving customer service activities in all industry areas of marketing and in all institutions of marketing (financial, retail, wholesale, services). The content includes interpersonal skills, customer service and selling concepts, communications skills, and employability skills. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

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Course Title: Customer Service 2
Course Number: 88481200
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This course provides instruction concerning the duties and responsibilities of a customer service specialist, the telephone activities performed by a customer service representative, customer relations activities, job seeking and employability skills, and developing a career plan for a career in customer service. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program. At the completion of this course, the student will have met Occupational Completion Data Code A: Customer Service Representative - Industry Title.

PREREQUISITE: *Customer Service 1*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Customer Service 3
Course Number: 88481300
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

The purpose of this course is to provide students with the competencies required for employment at the career specialist level in the customer service industry. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program. Students will have met Occupational Completion Point Data Code B: Customer Service Consultant - Industry Title.

PREREQUISITE: Customer Service 1 and 2

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Customer Service 4
Course Number: 88481400
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

The purpose of this course is to provide students with the skills and knowledge required for supervisory level and mid-management level employment in the customer service industry. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program. Students will have met Occupational Completion Point Data Code C: Customer Care Team Leader - Industry Title.

PREREQUISITE: Customer Service 1, 2, 3

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Fashion Marketing
Course Title: Fashion Essentials (or Marketing Essentials, 8827110)
Course Number: 88060100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of three required courses in the Fashion Marketing Program. The purpose of this course is to develop the competencies essential to fashion marketing. These competencies include employability, human relations, communications, math and economic skills. The fundamentals of fashion marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Fashion Applications (or Marketing Applications 8827120)

Course Number: 88060200

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

This course provides instruction for advancement to positions above the entry-level employment. This course is designed to provide students with an in-depth study of marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of fashion marketing occupations. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Fashion Essentials

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Fashion Marketing Management
Course Number: 88060300
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This is the third of three courses in the Fashion Marketing program. Fashion Marketing Management provides instruction for career sustaining level employment in the fashion industry. The content includes applied skills related to the marketing functions and fashion marketing industries including employment skills required for success in fashion and career planning as related to the fashion industry. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Fashion Essentials and Fashion Applications*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Floral Design and Marketing
Course Title: Floral Design and Marketing 1
Course Number: 88180100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of six courses in the Floral Design and Marketing Program. This program is designed to prepare students for employment as delivery persons, floral (deliverer-merchandising) (299.477-010), salespersons, flowers (260.357-026), weighers, measurers, checkers, samplers, suppliers, and recordkeeping (floral) - OES 58017, floral design helper/assistants, sales persons, florist supplies (275.357-054), floral designers (142.081-010), (floral) retail managers, store (185.167-046), floral (business) records clerks, and to provide supplemental training for persons previously or currently employed in any of these occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Floral Design and Marketing 2

Course Number: 88180200

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

This is the second of six courses in the Floral Design and Marketing program. This program is designed to prepare students for employment as delivery persons, floral (deliverer-merchandising) (299.477-010), salespersons, flowers (260.357-026), weighers, measurers, checkers, samplers, suppliers, and recordkeeping (floral) - OES 58017, floral design helper/assistants, sales persons, florist supplies (275.357-054), floral designers (142.081-010), (floral) retail managers, store (185.167-046), floral (business) records clerks, and to provide supplemental training for persons previously or currently employed in any of these occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Floral Design and Marketing 1

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Floral Design and Marketing 3
Course Number: 88180300
Course Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This course prepares the student to use data entry and appropriate business software to complete weighers, measures, checkers, and samplers, recordkeeping (Floral) OES 58017 SOC 43-4011 including weighing, measuring and checking materials, supplies, and equipment for the purpose of keeping relevant records. Content includes basic skills in accounts receivable, accounts payable, payroll, inventory control, wire service orders, collecting and keeping record of samples of products or materials and maintaining other financial records required for small business operations. Students will have met Occupational Completion Point C, Weighers, Measurers, Checkers, Samplers, Suppliers, and Recordkeeping (Floral)-OES 58017 SOC 43-4011. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Floral Design and Marketing 1 and 2*

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Floral Design and Marketing 4
Course Number: 88180400
Course Credit: 1.00
Grade Level: 9-12

Major Concepts/Content:

This course prepares the student with basic skills in making symmetrical and asymmetrical fresh and silk floral designs under the supervision of a designer. Students will copy designs, perform skills appropriate for an interior decorator’s assistant, a floral manufacturing assembly line worker, and/or a craft shop worker. Students will have met Occupational Completion Point D, Floral Design Assistant/Helper-Salesperson, Florist Supplies - DOT 275.357-054 SOC 27-1023. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Floral Design and Marketing 1, 2, and 3*

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS “Core” Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Floral Design and Marketing 5
Course Number: 88180500
Course Credit: 1.00
Grade Level: 9-12

Major Concepts/Content:

This course provides advanced training for the student to utilize creative skills and previous experience to design appropriate floral arrangements according to customer requirements. Content includes creating advanced designs for symmetrical and asymmetrical silk and fresh floral arrangements, including seasonal periods, special events, banquet, sympathy, and wedding designs. Students will have met Occupational Completion Point E - Floral Designer DOT 142.081-010 SOC 27-1023. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Floral Design and Marketing 1, 2, 3, and 4*

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Floral Design and Marketing 6
Course Number: 88180600
Course Credit: 1.00
Grade Level: 9-12

Major Concepts/Content:

The course prepares students in the basic skills involved with marketing and management of a floral business. Content includes sales promotion and marketing techniques, entrepreneurship, and management functions. Students will have met Occupational Completion Point F, (Floral) Retail Manager, Store - DOT 185.167-046 SOC 11-2021. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Floral Design and Marketing 1, 2, 3, 4, and 5

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Marketing
Course Title: Marketing Essentials
Course Number: 88271100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of three courses in Marketing Education Programs. The purpose of this course is to develop the competencies essential to marketing. These competencies include human relations, employability, communications, math and economic skills. The fundamentals of marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Applications
Course Number: 88271200
Credit: 1.00
Grade Level: 9-12
Major Concepts/Content

This is the second core course in the Marketing Education Program which is designed to provide students with an in-depth study of marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of marketing occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Management
Course Number: 88271300
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This is the third of three courses required to complete the Marketing Management Program. Marketing Management provides instruction for career sustaining level employment in the industry. The content includes applied skills related to the marketing functions including employment skills required for success in marketing and career planning as related to the marketing industry. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials and Marketing Applications

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Management (Honors)
Course Number: 8827130H
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This section of Marketing Management is appropriate for those students who meet the following criteria: level 3 or higher in FCAT scores and a recommendation by the Marketing Teacher as evidenced by the signed Honors contract. Marketing Honors students are expected to complete the following rigorous academic tasks: Creation of a book list with presentation of a written and oral report, completion of a Company History Paper, performance demonstration of role-playing, performance of leadership activities as a member in the Career and Technical Student Organization, DECA, composition of an Internet Assessment/Career Portfolio, research five Marketing Careers, evaluation of authentic tasks identified in the Training Agreement and Training Evaluation, and submission of a Written Research Project. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials and Marketing Applications

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)	X		
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: E-Commerce Marketing
Course Title: Marketing Essentials
Course Number: 88271100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of three courses in Marketing Education Programs. The purpose of this course is to develop the competencies essential to marketing. These competencies include human relations, employability, communications, math and economic skills. The fundamentals of marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Applications

Course Number: 88271200

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

This is the second core course in the Marketing Education Program which is designed to provide students with an in-depth study of marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of marketing occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: E-Commerce Marketing
Course Number: 88272100
Course Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This course is designed to provide students with general knowledge of the use of the World Wide Web as a marketing tool including the development of a web site and supporting marketing activities including the management of an Internet Marketing campaign. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program. After completion of the prerequisites and this course, the student will have attained Occupational Completion Point – Data Code B, Internet Specialist (E-Commerce Specialist – Industry Title; SOC 27-1024.

PREREQUISITE: Marketing Essentials and Marketing Applications

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Sport, Recreation and Entertainment Marketing
Course Title: Sport, Recreation & Entertainment Marketing Essentials (or Marketing Essentials, 8827110)
Number: 88274100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of this course is to develop the competencies essential to sport, recreation, and entertainment marketing. These competencies include employability, human relations, communication, math, and economic skills. The fundamentals of sport, recreation, and entertainment marketing and selling are also included. There is not an occupational completion point after the completion of this course. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Sport, Recreation & Entertainment Marketing Applications (or Marketing Applications, 8827120)

Course Number: 88274200

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

This course is the second course in the Sports, Recreation and Entertainment Marketing Program, which is designed to provide students with an in-depth study of sport, recreation, and entertainment marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of sport, recreation, and entertainment marketing occupations. After successful completion of the core (Sport, Recreation, and Entertainment Essentials and Sport, Recreation, and Entertainment Applications), students will have met Occupational Completion Point, Data Code A, Salesperson, Retail, Sport, Recreation, and Entertainment.-OES 49011. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Sport, Recreation, and Entertainment Essentials*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Sport, Recreation and Entertainment Internship
Course Number: 88274400
Credit: 1.00
Grade Level: 11-12

Major Concepts/Content

The internship course provides students the opportunity to demonstrate human relations, communications and employability skills necessary for entry-level employment in the sport, recreation and entertainment industry. Additionally, it will enhance the instruction and competencies developed through classroom instruction. The Sport, Recreation and Entertainment Internship requires the student/intern to work a minimum of 150 hours to earn school credit.

PREREQUISITE: *Sport, Recreation and Entertainment Marketing Essentials and Sport, Recreation and Entertainment Marketing Applications.*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Sport, Recreation and Entertainment Marketing Management

Course Number: 88274300

Credit: 1.00

Grade Level: 10-12

Major Concepts/Content

This is the third course in the Sport, Recreation and Entertainment Marketing Program, which provides instruction for career sustaining level employment in the sport, recreation, and entertainment industry. The content includes applied skills related to the sport, recreation, and entertainment marketing functions and industries including employment skills required for success in sport, recreation, and entertainment and career planning as related to the sport, recreation, and entertainment industry. After successful completion of the core (Sport, Recreation, and Entertainment Essentials and Sport, Recreation, Entertainment Applications) and Sport, Recreation and Entertainment Marketing Management students will have met Occupational Completion Point, Data Code B, First Line Supervisors and Manager/Supervisors, Sales and Related Workers, Sport, Recreation, and Entertainment.-OES 41002. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Sport, Recreation, and Entertainment Essentials; Sport, Recreation and Entertainment Applications; and Sport, Recreation and Entertainment Internship

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			3
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Insurance Marketing

Course Title: Marketing Essentials

Course Number: 88271100

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

This is the first of three courses in the Insurance Marketing Program. The purpose of this course is to develop the competencies essential to marketing. These competencies include human relations, employability, communications, math and economic skills. The fundamentals of marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
—Florida Academic Scholar (FAS)		X	
—Florida Medallion Scholar (FMS)		X	
—Florida Gold Seal Vocational (FGSV)	X		4-YR-24-CREDIT OPTION-ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level —1=below grade level; —2= at grade level; —3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
—State Honors (1 quality point)		X	
—BCPS Local Honors ONLY (1 quality point)		X	
—Pre IB (1 quality point)		X	
—Pre AICE (1 quality point)		X	
—AP (Advanced Placement) (2 quality points) *		X	
—IB (International Baccalaureate) (2 quality points)		X	
—AICE (Advanced International Certificate of Education) (2 quality points)		X	
—Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18-credit option, requirements may differ. See your guidance counselor for more information.

Course Title: ~~Marketing Applications~~

Course Number: ~~88271200~~

Credit: ~~1.00~~

Grade Level: ~~9-12~~

Major Concepts/Content

~~This is the second core course in the Insurance Marketing Program which is designed to provide students with an in-depth study of marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of marketing occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.~~

~~**PREREQUISITE: Marketing Essentials**~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4 YR-24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			2
— 1= below grade level,			
— 2= at grade level,			
— 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points) *		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: ~~Insurance Marketing~~

Course Number: ~~8836110~~

Credit: ~~1.00~~

Grade Level: ~~10-12~~

Major Concepts/Content

~~This is the third of three courses required to complete the Insurance Marketing Program. Insurance Marketing provides instruction for career sustaining level employment in the industry. This course is designed to provide students with an in-depth study of insurance marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for advancement to middle-level management employment in a wide variety of insurance marketing operations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.~~

PREREQUISITE: Marketing Essentials and Marketing Applications

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			2
— 1=below grade level, — 2= at grade level, — 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points)*		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Program Title: Restaurant Marketing
Course Title: Marketing Essentials
Course Number: 88271100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of three courses in the Restaurant Marketing Program. The purpose of this course is to develop the competencies essential to marketing. These competencies include human relations, employability, communications, math and economic skills. The fundamentals of marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

SPECIAL NOTE: This course, and minimum scores on specified college entrance exams, may be considered in determining a students' eligibility for the Florida Gold Seal Vocational Scholars Award. In addition, two more courses within the same Career and Technical Education job preparatory program must be successfully completed.

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Applications
Course Number: 88271200
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the second core course in the Restaurant Marketing Program, which is designed to provide students with an in-depth study of marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of marketing occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Marketing Essentials*

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Restaurant Marketing
Course Number: 8824110
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This is the third of three courses required to complete the Restaurant Marketing Program. Restaurant Marketing provides instruction for career sustaining level employment in the industry. This course provides instruction for career sustaining level employment in the food service industry. The content includes applied skills related to the marketing functions and food service industries including employment skills required for success in food service and career planning as related to the food service industry. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials and Marketing Applications

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Program Title: Retail Food Marketing
Course Title: Marketing Essentials
Course Number: 88271100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of three courses in the Retail Food Marketing Program. The purpose of this course is to develop the competencies essential to marketing. These competencies include human relations, employability, communications, math and economic skills. The fundamentals of marketing and selling are also included. Learning activities, within and outside of the classroom, are an integral part of this program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Applications
Course Number: 88271200
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the second core course in the Retail Food Marketing Program, which is designed to provide students with an in-depth study of marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for employment in a wide variety of marketing occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: *Marketing Essentials*

General Course Information:

	YES	NO	Other
Graduation Requirement	X		Fine Art
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Retail Food Marketing
Course Number: 8821110
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This is the third of three courses required to complete the Retail Food Marketing Program. Retail Food Marketing provides instruction for career sustaining level employment in the industry. This course is designed to provide students with an in-depth study of food marketing in a free enterprise society and provide the knowledge, skills, and attitudes required for advancement to middle-level management employment in a wide variety of food marketing occupations. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Marketing Essentials and Marketing Applications

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Cooperative Diversified Education-OJT
Course Number: 83004100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of Cooperative Diversified Education (CDE-OJT) is to provide the student with competencies developed through paid, supervised on-the-job training related to instruction in a job preparatory program. On-the job activities may be continued as a summer learning experience without classroom instruction for the students who participated in the program during the school year immediately preceding the summer assignment. The OJT course may be taken by a student for one or more semesters at the secondary level enabling the student to earn multiple credits. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: *Job related classroom instruction must have been provided in a job preparatory program for a minimum of one semester prior to enrollment in the Cooperative Diversified Education Program or the student must be presently enrolled in a job preparatory program.*

SPECIAL NOTE: *Each student's job placement must be directly related to the job preparatory program in which the student is or was enrolled.*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: ~~Exploration of Marketing Occupations~~

Course Number: ~~88002100~~

Credit: ~~.50~~

Grade Level: ~~9~~

Major Concepts/Content

~~The purpose of this course is to give students initial exposure to the skills and attitudes associated with a broad range of occupations relating to careers in marketing, including job requirements and tasks performed to assist students in making informed decisions regarding their future academic and occupational goals. Instruction provides opportunities for students to explore employment opportunities and requirements, job application procedures, tasks performed by workers, as well as, leadership and human relations skills in sales and marketing occupations including those that retail or market products, services, and process/manage or distribute materials. DECA is the co-curricular vocational student organization, which provides leadership training experiences and reinforces specific vocational skills. These activities are considered an integral part of this instructional program.~~

PREREQUISITE: ~~None~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VQ
Bright Futures (BF)			
—Florida Academic Scholar (FAS)		X	
—Florida Medallion Scholar (FMS)		X	
—Florida Gold Seal Vocational (FGSV)	X		4-YR-24-CREDIT OPTION-ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			--
—1=below grade level;			
—2= at grade level;			
—3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
—State Honors (1 quality point)		X	
—BCPS Local Honors ONLY (1 quality point)		X	
—Pre-IB (1 quality point)		X	
—Pre-AICE (1 quality point)		X	
—AP (Advanced Placement) (2 quality points) *		X	
—IB (International Baccalaureate) (2 quality points)		X	
—AICE (Advanced International Certificate of Education) (2 quality points)		X	
—Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18-credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Marketing Cooperative Education OJT
Course Number: 88004101
Credit: 1.00-2.00 (Second Year)
Grade Level: 10-12

Major Concepts/Content

The purpose of this course is to structure the on-the-job training component when the cooperative method of instruction is used to prepare students for employment in marketing occupations. On-the-job experiences are provided which will develop occupational competencies required for employment in the occupation chosen by the student as a career choice and provide experiences that further develop the competencies acquired by the student in an in-school job preparatory program.

PREREQUISITE: *Must be concurrently or previously enrolled in a related Marketing Education Program.*

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Marketing Cooperative Education OJT
Course Number: 88004102
Credit: 1.00-2.00 (Third Year)
Grade Level: 10-12

Major Concepts/Content

The purpose of this course is to structure the on-the-job training component when the cooperative method of instruction is used to prepare students for employment in marketing occupations. On-the-job experiences are provided which will develop occupational competencies required for employment in the occupation chosen by the student as a career choice and provide experiences that further develop the competencies acquired by the student in an in-school job preparatory program.

PREREQUISITE: *Must be concurrently or previously enrolled in a related Marketing Education Program.*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: ~~Marketing Education Directed Study~~

Course Number: ~~88001000~~

Credit: ~~1.00~~

Grade Level: ~~11-12~~

Major Concepts/Content

The purpose of this course is to provide students with additional competencies or more extensive work-based learning experiences related to competencies in the Marketing Program that will enhance their opportunities for employment in the occupation chosen by the student. The content is prescribed by the instructor based upon the individual student's need for directed study. Research, portfolio development, and field experiences may be considered appropriate activities if related to framework outcomes in the job preparatory program. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: ~~Marketing Essentials, Marketing Applications and a third-level Marketing course~~

SPECIAL NOTE: ~~Multiple credits may be earned throughout 11th and 12th grade (not in the same grading period).~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4-YR-24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			--
— 1= below grade level;			
— 2= at grade level;			
— 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points) *		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18-credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: ~~Orientation to Marketing Occupations~~

Course Number: ~~88001100~~

Credit: ~~.50~~

Grade Level: ~~9~~

Major Concepts/Content

The purpose of this course is to acquaint students with general marketing activities, the importance of marketing in the economy, career opportunities, and job requirements in marketing occupations. The content includes, but is not limited to, the functions of marketing in our economy, employment requirements for a variety of marketing careers, career development patterns, and the identification of technical programs for achieving personal career goals. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: ~~None~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			--
— 1= below grade level;			
— 2= at grade level;			
— 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points)*		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: ~~_____~~ **Practical Entrepreneurship Skills**

Course Number: ~~_____~~ **88003100**

Credit: ~~_____~~ **.50**

Grade Level: ~~_____~~ **9-12**

Major Concepts/Content

The purpose of this course is to introduce students to the concept of entrepreneurship and to develop an awareness of basic business and economic principles necessary for the potential entrepreneur. The course will also give students an opportunity to evaluate their potential as entrepreneurs. DECA is the co-curricular career and technical student organization, which provides leadership training experiences and reinforces specific technical skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: ~~None~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4-YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			--
— 1= below grade level;			
— 2= at grade level;			
— 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre-IB (1 quality point)		X	
— Pre-AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points)*		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Program Title: Diversified Career Technology
Course Title: Diversified Career Technology Principles
Course Number: 83030100
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This is the first of four required courses to complete the Diversified Career Technology Program. This course is designed to enable each student to demonstrate employability skills; environmental, health, a safety issues; professional, legal, and ethical responsibilities; financial skills; leadership skills; communication skills; human resources and labor issues; America’s economic principles; entrepreneurship principles; planning methods to life and career goals; and industry/technology principles in the workplace. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: None

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS “Core” Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Diversified Career Technology (OJT)
Course Number: 83004100
Credit: 1.00 (First Year)
Grade Level: 10-12

Major Concepts/Content

This course is designed to enable each student to demonstrate competencies in a specific career and to demonstrate legal and ethical behavior within the role and scope of job responsibilities through a realistic, on-the-job training experience. An individualized training plan is developed and utilized to ensure that training is provided which will develop the necessary competencies/skills in order for the student to become competent in the occupation for which he/she is being trained. The training plan is the “curriculum” for the on-the-job training. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: *Diversified Career Technology Principles or concurrent enrollment in any diversified Career Technology.*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS “Core” Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Diversified Career Technology Applications

Course Number: 83030200

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

This course is designed to enable each student to apply environmental, health, and safety issues; professional, legal, and ethical responsibilities; financial management skills; leadership skills; social, legal, and economic aspects of employment; international economic principles; components of a business plan; decision-making skills to life and career goals; technical skills; and the functions of management. Business Professionals of America (BPA) activities provide leadership training experiences and reinforce specific vocational skills. These activities are considered an integral part of this instructional program.

PREREQUISITE: Diversified Career Technology Principle and concurrent enrollment in DCT OJT

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: ~~_____ Diversified Career Technology OJT~~

Course Number: ~~_____ 83004100~~

Credit: ~~_____ 1.00 - 2.00 (Second Year)~~

Grade Level: ~~_____ 11-12~~

Major Concepts/Content

~~This course is designed to enable each student to demonstrate competencies in a specific career and to demonstrate legal and ethical behavior within the role and scope of job responsibilities through a realistic, on-the-job training experience. An individualized training plan is developed and utilized to ensure that training is provided which will develop the necessary competencies/skills in order for the student to become competent in the occupation for which he/she is being trained. The training plan is the "curriculum" for the on-the-job training. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.~~

PREREQUISITE: ~~Diversified Career Technology Principles~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4 YR-24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			2
— 1= below grade level,			
— 2= at grade level,			
— 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points) *		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Diversified Career Technology Management
Course Number: 83030300
Credit: 1.00
Grade Level: 10-12

Major Concepts/Content

This course is designed to enable each student to implement competency mastery in the areas of employability (human resource) activities; environmental, health, and safety activities; professional, legal and ethical workplace responsibilities; financial planning strategies; leadership skills; communication skills; labor and human resource issues related to the workplace; global and economic issues; a business plan; employability skills related to life and career goals; managerial/supervisory uses of technology; the five functions of management; the role of the manager; and technical and production skills. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: *Diversified Career Technology Principles and Diversified Career Technology Applications*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Course Title: ~~_____ Diversified Education Directed Study~~

Course Number: ~~_____ 83001000~~

Credit: ~~_____ 1.00~~

Grade Level: ~~_____ 11-12~~

Major Concepts/Content

~~The purpose of this course is to provide students with additional competencies or more extensive work-based learning experiences related to competencies in the Diversified Career and Technology program that will enhance their opportunities for employment in the occupation chosen by the student. The content is prescribed by the instructor based upon the individual student's need for directed study. Research, portfolio development, and field experiences may be considered appropriate activities if related to framework outcomes in the job preparatory program. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.~~

~~**PREREQUISITE:** Only a student who has completed or is currently completing a specific secondary job preparatory program or occupational completion point may take this course for additional study.~~

~~**SPECIAL NOTE:** The selected intended outcomes and student performance standards that the student must master to earn credit must be outlined in an instructional plan developed by the instructor.~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)		X	4-YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			2
— 1= below grade level,			
— 2= at grade level,			
— 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre-IB (1 quality point)		X	
— Pre-AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points) *		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18-credit option, requirements may differ. See your guidance counselor for more information.

Course Title: Guided Workplace Learning

Course Number: 83004300

Credit: 1.00

Grade Level: 9-12

Major Concepts/Content

The purpose of this course is to provide students with the opportunity to gain practical, first-hand knowledge in broad occupational clusters or industry sectors through a structured intern experience. This internship is designed to give students an opportunity to integrate occupational and applied academic learning and to apply knowledge and skills learned in a classroom to actual work situations not generally available through paid employment. Students will be allowed a maximum of 450 total hours at the workplace-learning site, regardless of the number of credits earned. Any Career and Technical Student Organization is appropriate for providing leadership training and for reinforcing specific technical skills.

PREREQUISITE: To enroll in the internship, a student must be currently enrolled in or have completed a career preparatory course/program.

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: ~~Workplace Technology Applications~~

Course Number: ~~83003300~~

Credit: ~~.50~~

Grade Level: ~~9-12~~

Major Concepts/Content

~~The purpose of this course is to provide students with general knowledge of computers, how they work and how they can be used in the workplace. The content includes, but is not limited to, instruction in the use of computers, workplace related software application, legal issues affecting the use of computers and the possible future impact of computers in the workplace. Any Career and Technical Student Organization is appropriate for providing leadership training and for reinforcing specific technical skills.~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)			4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level — 1=below grade level, — 2= at grade level, — 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points) *		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

~~* Must take AP exam; otherwise only 1 quality point.~~

~~** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.~~

Course Title: ~~Workplace Essentials~~

Course Number: ~~83003100~~

Credit: ~~.50~~

Grade Level: ~~9-12~~

Major Concepts/Content

The purpose of this course is to provide students with workplace skills essential for gainful employment. The content of this course includes the following: developing an employment plan, seeking and applying for employment opportunities, accepting employment, communicating on the job, maintaining professionalism, adapting and coping with change, solving problems and critical thinking; maintaining a safe and healthy work environment, demonstrating work ethics and behavior, demonstrating technological literacy, maintaining interpersonal relationships, and demonstrating leadership and team work. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: ~~None~~

General Course Information:

	YES	NO	Other
Graduation Requirement	X		VO
Bright Futures (BF)			
— Florida Academic Scholar (FAS)		X	
— Florida Medallion Scholar (FMS)		X	
— Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)	X		ELECTIVE
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level			2
— 1=below grade level, — 2= at grade level, — 3= above grade level			
Industry Credential Eligible			
Weighted Quality Points			
— State Honors (1 quality point)		X	
— BCPS Local Honors ONLY (1 quality point)		X	
— Pre IB (1 quality point)		X	
— Pre AICE (1 quality point)		X	
— AP (Advanced Placement) (2 quality points)*		X	
— IB (International Baccalaureate) (2 quality points)		X	
— AICE (Advanced International Certificate of Education) (2 quality points)		X	
— Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

Practical Arts Courses

Program Title: Work Experience
Course Title: Work Experience OJT
Course Number: 83016500
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

This course is designed to provide students with realistic on-the-job training experience to acquire and apply knowledge, skills and attitudes in an occupational field. On-the-job supervision is provided by the respective cooperative teacher and employer. This on-the-job portion of the program may be repeated for credit. Specific job skills must be identified on a job skills plan. Selected job skills will be evaluated a minimum of once during each grading period. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: *Must be enrolled in Work Experience in-school course.*

SPECIAL NOTE: *The purpose of this program is to provide support for at-risk students. This support shall be provided through instruction in the methods of acquiring successful employment and for selection of a career plan that will guide the transition from school-to-work.*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			--
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Work Experience 1
Course Number: 83016100
Credit: 1.00
Grade Level: 9-12
Major Concepts/Content

This is the beginning course for all Work Experience students. The purpose of this program is to provide the potential school leaver through part-time employment with experiences in a work environment and through concurrent classroom instruction to assist students in acquiring the necessary human relations skills, work attitudes, and common knowledge required for successful employment and for selection of a vocation and/or a vocational training program. Employment experiences are provided through placement on a job by the teacher/coordinator to prepare the student with competencies through a variety of paid learning experiences. Written training agreements, signed by parents, employer and teacher/coordinator must be prepared for each student. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: None

SPECIAL NOTE: A beginning work experience student will be placed in the Work Experience 1 (8301610), regardless of grade level. The purpose of this program is to provide support for at-risk students. This support shall be provided through instruction in the methods of acquiring successful employment and for selection of a career plan that will guide the transition from school-to-work.

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Work Experience 2
Course Number: 83016200
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of this program is to provide the second year, potential school leaver part-time employment with experiences in a work environment, and through concurrent classroom instruction to assist students in acquiring the necessary human relations skills, work attitudes, and common knowledge required for successful employment, and for selection of a vocation and/or a vocational training program. Employment experiences are provided through placement on a job by the teacher/coordinator to prepare the student with competencies through a variety of paid learning experiences. Written training agreements, signed by parents, employer and teacher/coordinator must be prepared for each student. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: *Work Experience 1*

SPECIAL NOTE: *The purpose of this program is to provide support for at-risk students. This support shall be provided through instruction in the methods of acquiring successful employment and for selection of a career plan that will guide the transition from school-to-work.*

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Work Experience 3
Course Number: 83016300
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of this program is to provide the third year potential school leaver, through part-time employment with experiences in a work environment and through concurrent classroom instruction to assist students in acquiring the necessary human relations skills, work attitudes, and common knowledge required for successful employment, and for selection of a vocation and/or a vocational training program. Opportunities are provided for the student to obtain competencies and recognition through successful work experience and to complete their high school education. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: Work Experience 1 and 2

SPECIAL NOTE: The purpose of this program is to provide support for at-risk students. This support shall be provided through instruction in the methods of acquiring successful employment and for selection of a career plan that will guide the transition from school-to-work.

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program

Course Title: Work Experience 4
Course Number: 83016400
Credit: 1.00
Grade Level: 9-12

Major Concepts/Content

The purpose of this program is to provide the fourth year returning student through part-time employment with experiences in a work environment and through concurrent classroom instruction to assist students in acquiring the necessary human relations skills, work attitudes, and common knowledge required for successful employment, and for selection of a vocation and/or a vocational training program. Opportunities are provided for the student to obtain competencies and recognition through successful work experience and to satisfactorily complete their high school education. Business Professionals of America (BPA) is the appropriate career and technical student organization for providing leadership training and reinforcing specific career and technical skills.

PREREQUISITE: Work Experience 1, 2, and 3

SPECIAL NOTE: The purpose of this program is to provide support for at-risk students. This support shall be provided through instruction in the methods of acquiring successful employment and for selection of a career plan that will guide the transition from school-to-work.

General Course Information:

	YES	NO	Other
Graduation Requirement		X	
Bright Futures (BF)			
Florida Academic Scholar (FAS)		X	
Florida Medallion Scholar (FMS)		X	
Florida Gold Seal Vocational (FGSV)	X		4 YR 24 CREDIT OPTION ONLY **
State University System (SUS)		X	
National Collegiate Athletic Association (NCAA)		X	
BCPS "Core" Course		X	
Course Level 1=below grade level, 2= at grade level, 3= above grade level			2
Industry Credential Eligible			
Weighted Quality Points			
State Honors (1 quality point)		X	
BCPS Local Honors ONLY (1 quality point)		X	
Pre IB (1 quality point)		X	
Pre AICE (1 quality point)		X	
AP (Advanced Placement) (2 quality points) *		X	
IB (International Baccalaureate) (2 quality points)		X	
AICE (Advanced International Certificate of Education) (2 quality points)		X	
Technical Dual Enrollment (2 quality points)		X	

* Must take AP exam; otherwise only 1 quality point.

** For the 3-year, 18 credit option, requirements may differ. See your guidance counselor for more information.

All information contained in this Curriculum Guide is subject to change. For current information, please visit the respective websites for each program