

# PROGRAM OF STUDY: Entrepreneurship



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

| SECONDARY:                                                |                                                                                                                                                                                                                                                                |                                                                           |                                                                                                                                                                   |                                                                            | POSTSECONDARY:                                                                              |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
|-----------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| COURSE/ GRADE                                             | NINTH                                                                                                                                                                                                                                                          | TENTH                                                                     | ELEVENTH                                                                                                                                                          | TWELFTH                                                                    | TCC                                                                                         | DIPLOMA OR AAS                                                                                                                                                                                 | BACHELOR OF SCIENCE                                                                                                                                                                                                                                                                                                                                                      |
| ENGLISH                                                   | 9 <sup>th</sup> grade Lit/ Composition                                                                                                                                                                                                                         | 10 <sup>th</sup> grade Lit/ Composition                                   | American Lit/ Composition                                                                                                                                         | World Lit/ Composition / British Lit                                       | <b>EN11 TCC Entrepreneurship</b><br><br><a href="#">Find the campus for the TCC options</a> | Completion of the EN11 TCC leads to the Marketing Management diploma (MM12) and the Marketing Management degree (MM13).<br><br><a href="#">Find the campus for the Diploma, Degree options</a> | The University System of Georgia offers students' higher education options at 30 institutions throughout the state, providing a wide range of academic programming including certificates and associate, baccalaureate, masters, doctoral and professional degrees.<br><br><a href="https://apps.ds.usg.edu/ords/?p=118:1:0">https://apps.ds.usg.edu/ords/?p=118:1:0</a> |
| MATHEMATICS                                               | Coordinate Algebra / Algebra I                                                                                                                                                                                                                                 | Analytic Geometry / Geometry                                              | Advanced Algebra / Algebra II                                                                                                                                     | Pre-calculus                                                               |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
| SCIENCE                                                   | Physical Science                                                                                                                                                                                                                                               | Biology                                                                   | Chemistry                                                                                                                                                         | Physics                                                                    |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
| SOCIAL STUDIES                                            | World History                                                                                                                                                                                                                                                  | Psychology                                                                | US History                                                                                                                                                        | Government (½ unit)<br>Economics (½ unit)                                  |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
| PATHWAY COMPLETER                                         | <b>Introduction to Business and Technology</b>                                                                                                                                                                                                                 | <b>Legal Environment of Business</b>                                      | <b>Entrepreneurship</b>                                                                                                                                           | Another course in focus area, Work-Based Learning, or Youth Apprenticeship |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Industry Recognized Credential (Pathway Completer)</b> |                                                                                                                                                                                                                                                                | <a href="#">Visit the End of Pathway Assessment Page</a> (see note below) |                                                                                                                                                                   |                                                                            |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Required/ Selective Electives</b>                      | Health & Personal Fitness (can be taken in grades 9-12)                                                                                                                                                                                                        | Financial Literacy                                                        | Introduction to Digital Technology                                                                                                                                | Computer Science Principles                                                |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |
|                                                           | <b>Modern Language/Latin</b><br>2 units required for admissions to Georgia University System Colleges/Universities For a listing of Modern Language/Latin courses offered at your high school, please contact your advisor, counselor, or curriculum handbook. |                                                                           | <b>Other Electives</b><br>For a listing of other elective courses offered at your high school, please check with your advisor, counselor, or curriculum handbook. |                                                                            |                                                                                             |                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                          |

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

**Entrepreneurship Career Pathway Completers - Industry Credentialing for High School Students**  
 Upon completion of sequenced courses in the Entrepreneurship Pathway, students are eligible to complete the Industry-Recognized student credential for fulfillment of the End of Pathway Assessment. Secondary students completing the Entrepreneurship pathway will be able to sit for the National Industry Credentialed assessment offered on-line from NOCTI and OKCareerTech. Once mastery is reached, students will receive recognition for completion and use this credential in conjunction with their job or continuing training. For specific assessment information, refer to: <http://bit.ly/BMA-EOPA>

## Sample In Demand Careers in Georgia

| Occupation Specialties                              | Level of Education Needed | Georgia Average Salary | Annual Average Openings in Georgia | 2014 – 2024 Employment Outlook   |
|-----------------------------------------------------|---------------------------|------------------------|------------------------------------|----------------------------------|
| General and Operations Managers                     | Associates Degree         | \$116,076              | 2,983                              | In Demand, High Skill, High Wage |
| Marketing Research Analysis & Marketing Specialists | Bachelor's Degree         | \$63,503               | 519                                | In Demand, High Skill            |
| Personal Financial Advisors                         | Bachelor's Degree         | \$119,425              | 410                                | In Demand, High Skill, High Wage |
| Fundraisers                                         | Bachelor's Degree         | \$46,321               | 355                                | High Skill, In Demand            |

Data link here.

Go to **GAfutures** at [www.gafutures.org](http://www.gafutures.org) for more information about your education and career planning, including valuable financial information (grants and scholarships including HOPE Program, grants and loans, FAFSA, and CSS forms).

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| <b>Career Enhancement Opportunities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <b>Career-Related Education Activities</b> <ul style="list-style-type: none"> <li>Career Awareness</li> <li>Career Exploration</li> <li>Instructional Related</li> <li>Connecting</li> <li>Work-Based Learning</li> <li>Employability Skill Dev.</li> <li>Cooperative Education</li> <li>Internship</li> <li>Youth Apprenticeship</li> <li>Clinicals</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Postsecondary Options:</b> <ul style="list-style-type: none"> <li>4-Year Universities/Colleges</li> <li>2-Year Colleges</li> <li>Technical Colleges</li> <li>State Registered Apprenticeships</li> <li>Special Purpose Schools</li> <li>On-the-Job Training</li> <li>Military</li> </ul>                                                                                                                                                                                               | <b>Earning Postsecondary Credits While in High School</b> <ul style="list-style-type: none"> <li>Dual Enrollment Program</li> <li>Earn postsecondary credit while in high school</li> <li>You can complete                             <ul style="list-style-type: none"> <li>Industry Credential</li> <li>Technical Certificate of Credit (TCC)</li> <li>Associates of Applied Science Degree</li> <li>Bachelor's Degree</li> </ul> </li> <li>Who can help?                             <ul style="list-style-type: none"> <li>Parents</li> <li>School Counselor</li> <li>Advisor</li> </ul> </li> </ul> |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>Postsecondary Transition</b> <ul style="list-style-type: none"> <li>University System of Georgia Institutions: Admissions Testing                             <ul style="list-style-type: none"> <li>ACT or SAT</li> <li>For More Information:                                     <ul style="list-style-type: none"> <li>Contact the institution of your choice OR</li> </ul> </li> </ul> </li> <li>Technical College System of Georgia                             <ul style="list-style-type: none"> <li>Placement Exam</li> </ul> </li> <li>United States Military                             <ul style="list-style-type: none"> <li>ASVAB Assessment</li> </ul> </li> <li>Use BRIDGE Law platform to inform decisions on postsecondary opportunities</li> <li>Dual Enrollment                             <ul style="list-style-type: none"> <li>Earning high school course credits while taking college courses</li> </ul> </li> </ul> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Related Pathway Occupations</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Other Related Occupations</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <p><b>Since there are not specific occupations representing this pathway, the following are resources for small business developers:</b></p> <ul style="list-style-type: none"> <li><b>FIRST STOP</b> - <a href="https://sos.ga.gov/index.php/corporations/first_stop_business_guide">https://sos.ga.gov/index.php/corporations/first_stop_business_guide</a></li> <li><b>Georgia Entrepreneur &amp; Small Business Programs</b> – <a href="https://www.georgia.org/small-business">https://www.georgia.org/small-business</a></li> </ul> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <ul style="list-style-type: none"> <li><b>SCORE</b> provides free, one-on-one counseling to potential entrepreneurs And mentoring to those who decide to start their own business. <a href="http://www.score.org">www.score.org</a>.</li> <li><b>Georgia Trends Small Business Guide</b> <a href="https://scpagepro.mydigitalpublication.com/publication/?m=8924&amp;i=448376&amp;p=4">https://scpagepro.mydigitalpublication.com/publication/?m=8924&amp;i=448376&amp;p=4</a></li> </ul> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |

## Entrepreneurship Pathway Description

Entrepreneurs, innovators, proprietors, and small business owners play a key role in Georgia's economy. According to the United States Small Business Administration, there are 907,068 small businesses in Georgia (<http://www.sba.gov/>). Small business owners manage their own companies.

Job opportunities in business are varied and educational requirements vary according to specialization. Business professionals may be managers, owners, accountants, economists, administrators, or analysts. Those considering a career in business, especially entrepreneurs, should be analytical, detail-oriented, flexible, and decisive. They will be required to coordinate several activities at once, quickly analyze and solve specific problems, and cope with deadlines. Business professionals should also have good communication skills and be able to establish working relationships with many different people, from managers, supervisors and other professionals to clerks and related workers.

There are basically three types of small businesses: sole proprietorship, partnerships, and corporations. Marketing skills are critical to a small business owner. It is important for owners to know when to take a risk, adapt to the changing market conditions, improve services, promote their goods or services, and hire new employees. As with any other business, owners must be competitive while keeping costs down.

Owners who employ other workers must hire, train, and supervise their employees. Some run the entire business themselves.