**Student Plan of Study – Small Business Development**

Name_________________________  Date______________  School______________________________________

Parent/Guardian Signature_________________________  Date______________  Advisor/Counselor Signature_________________________  Date______________

Current Area of Interest: **Business Management & Administration/Small Business Development** - This PLAN OF STUDY should serve as a guide for the next four years. Courses listed in this plan are only recommended coursework and should be individualized to meet each student’s educational and career goals. All plans will meet minimum high school graduation requirements. Applicants to University System of Georgia and the Technical College System of Georgia institutions should be advised that meeting minimum requirements will not guarantee admission. Postsecondary institutions may set additional requirements.

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**Grade Level**  
9th Literature & Composition or Dual Enrollment  
1 credit

<table>
<thead>
<tr>
<th>Grade Level</th>
<th>I. English/Language Arts Total 4 credits</th>
<th>II. Math Total 4 credits</th>
<th>III. Science Total 4 credits</th>
<th>IV. Social Studies Total 3 credits</th>
<th>V. Health/Personal Fitness Total 1 credit</th>
<th>VII. Possible electives in additional pathways (students should check the local course description catalog for these and other electives) Total 4 credits</th>
</tr>
</thead>
</table>
| 9th Literature & Composition or Dual Enrollment | 1 credit **CCGPS Cord Alg**  
1 credit **CCGPS Analytic Geom**  
1 credit **CCGPS Accel Cord Alg/Alyric Geom**  
1 credit **CCGPS Accel Analytic Geom B/Adv Alg** | 1 credit **Biology or Dual Enrollment**  
1 credit **American Government/Civics or AP Government/Politics US or Dual Enrollment** | ½ credit **Health**  
½ credit **Government/Civics or AP Government/Politics US or Dual Enrollment** | **Advanced Academic Pathways**  
**English/Language Arts, Math, Science, Social Studies**  
An advanced academic pathway may be followed in any one of the content subjects listed above. Upon graduation, students earn an advanced academic pathway when they complete the required coursework to include at least one AP or one IB or one Dual Enrollment course. An advanced academic pathway should also include at least two credits in one world language. DP, Dual Enrollment and Georgia Virtual School courses may be available. |

10th Literature & Composition or World Literature & Composition or Dual Enrollment  
1 credit

<table>
<thead>
<tr>
<th>Grade Level</th>
<th>I. English/Language Arts Total 4 credits</th>
<th>II. Math Total 4 credits</th>
<th>III. Science Total 4 credits</th>
<th>IV. Social Studies Total 3 credits</th>
<th>V. Health/Personal Fitness Total 1 credit</th>
<th>VII. Possible electives in additional pathways (students should check the local course description catalog for these and other electives) Total 4 credits</th>
</tr>
</thead>
</table>
| 10th Literature & Composition or World Literature & Composition or Dual Enrollment | 1 credit **CCGPS Advanced Geom**  
1 credit **CCGPS Advanced Algeb**  
1 credit **CCGPS Pre-Calcualus** | 1 credit **Physical Science or Physics or Dual Enrollment**  
1 credit **World History or AP World History or Dual Enrollment** | 1 credit **World History or AP World History or Dual Enrollment** | **World Language Pathways**  
**2 credits required for admissions to University System Institutions**  
For a listing of world language courses offered at your high school, please check with your advisor, counselor, or local course description catalog. A world language pathway may be followed in any of the world language areas included in the state list of approved courses. Upon graduation, students earn a world language pathway when they complete 3 units in one language. The third course may reflect an AP, IB or Dual Enrollment designation. Georgia Virtual School and ACCEL courses may be available. |

American Literature/Composition or AP English Literature & Composition or Dual Enrollment  
1 credit

<table>
<thead>
<tr>
<th>Grade Level</th>
<th>I. English/Language Arts Total 4 credits</th>
<th>II. Math Total 4 credits</th>
<th>III. Science Total 4 credits</th>
<th>IV. Social Studies Total 3 credits</th>
<th>V. Health/Personal Fitness Total 1 credit</th>
<th>VII. Possible electives in additional pathways (students should check the local course description catalog for these and other electives) Total 4 credits</th>
</tr>
</thead>
</table>
| American Literature/Composition or AP English Literature & Composition or Dual Enrollment | 1 credit **CCGPS Adv Alg**  
1 credit **CCGPS Pre-Calculus**  
1 credit **CCGPS Accel Pre-Calculus**  
1 credit **CCGPS Calk or AP Calc** | 1 credit **Chemistry or Environmental Science or Earth Systems or AP/IB Dual Enrollment**  
1 credit **United States History or AP US History or AP History of the Americas or Dual Enrollment** | 1 credit **United States History or AP US History or AP History of the Americas or Dual Enrollment** | **Advanced Academic Pathways**  
**English/Language Arts, Math, Science, Social Studies**  
An advanced academic pathway may be followed in any one of the content subjects listed above. Upon graduation, students earn an advanced academic pathway when they complete the required coursework to include at least one AP or one IB or one Dual Enrollment course. An advanced academic pathway should also include at least two credits in one world language. DP, Dual Enrollment and Georgia Virtual School courses may be available. |

At the end of the 11th grade, students planning to enter a University System of Georgia Institution or Technical College System of Georgia Institution should take the appropriate admissions test (SAT, ACT, Compass).

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**Legend:**

* **Science:** Approved 4th Sciences may be used to meet both the required science and required elective in a Career, Technical and Agricultural Education (CTAE) sequence of courses; see Fourth Science Requirements for more information. Student may take science courses in any sequence.  
* **Math:** Select Math sequence 1, 2, 3, 4, based on 9th grade entry course.  
* **Students must complete 2 years (2 credits) of the same world language for admission to University System of Georgia institutions.**  
* **Students should complete a CTAE pathway and take the related end of pathway assessment.**  
* **Proposed courses are under development and review.**  

**Other English Elective Courses:**  
(Proposed courses are under development and review.)  
**CAREER PATHWAYS:**  
* **Science:** Approved 4th Sciences may be used to meet both the required science and required elective in a Career, Technical and Agricultural Education (CTAE) sequence of courses; see Fourth Science Requirements for more information. Student may take science courses in any sequence.  
* **Math:** Select Math sequence 1, 2, 3, 4, based on 9th grade entry course.  
* **Students must complete 2 years (2 credits) of the same world language for admission to University System of Georgia institutions.**  
* **Students should complete a CTAE pathway and take the related end of pathway assessment.**  
* **Proposed courses are under development and review.**  

**Other Elective Courses:**  
*Literary Types/Composition, Journalism, Oral/Written Communication Speech**

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Dr. John D. Barge, State School Superintendent  
"Making Education Work for All Georgia Students"
**Students must complete 3 credits to complete CTAE pathway and take the end of pathway assessment.**

**Source:** Georgia Department of Labor

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### Possible Occupation Specialties

<table>
<thead>
<tr>
<th>Possible Occupation Specialties</th>
<th>Entry Level of Education Needed</th>
<th>2012 Annual Wage</th>
<th>Annual Openings 2012-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat, Air Condition, &amp; Refrigeration</td>
<td>High School</td>
<td>$38,500</td>
<td>150</td>
</tr>
<tr>
<td>Mechanics &amp; Installers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Industrial-Organizational Psychologists</td>
<td>Advanced Degree</td>
<td>$94,720</td>
<td>National growth projected to increase 26%</td>
</tr>
<tr>
<td>Interpreters &amp; Translators</td>
<td>Bachelor’s Degree</td>
<td>$38,400</td>
<td>90</td>
</tr>
</tbody>
</table>

Source: Georgia Department of Labor/ONET

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### Go to GAcollege411 at [http://www.GAcollege411.org](http://www.GAcollege411.org) for more information about your education and career planning, including valuable financial aid information that includes grants and scholarships.

**Current Georgia Graduation Rule**

<table>
<thead>
<tr>
<th>Coursework</th>
<th>Credits</th>
<th>Coursework</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. English/Language Arts</td>
<td>4</td>
<td>V. Health &amp; Physical Education</td>
<td>1</td>
</tr>
<tr>
<td>II. Math</td>
<td>4</td>
<td>VI. <strong>Career, Technical &amp; Agricultural Education</strong></td>
<td>3</td>
</tr>
<tr>
<td>III. <strong>Science</strong></td>
<td>4</td>
<td>and/or *<strong>World Languages, and or Fine Arts</strong></td>
<td>4</td>
</tr>
<tr>
<td>IV. Social Studies</td>
<td>3</td>
<td>VII. Electives</td>
<td>4</td>
</tr>
<tr>
<td>TOTAL</td>
<td>23</td>
<td><strong>TOTAL</strong></td>
<td>23</td>
</tr>
</tbody>
</table>

*Selected 4th Science courses may be used to meet both the required science and required elective in CTAE sequence of courses.*

**Students must complete 3 credits to complete CTAE pathway and take the end of pathway assessment.**

**Students must complete 2 years of the same world language for admission to Georgia Board of Regents colleges/universities.**

**Current graduation requirements should be met in all content areas.**

**NOTE:** This plan represents minimum graduation requirements. Local systems may require additional coursework.

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### Postsecondary Transition:

- **Students who will continue their education in a Program of Study at one of University System of Georgia institutions should prepare to take the ACT or SAT for admissions. Admission’s testing varies from institution to institution. Students should contact the selected institution for specific testing information. Additional admissions information can be found at [Staying On Course](http://www.usg.edu/student_affairs/documents/Staying_on_Course.pdf).

- **Students who will continue their education in a Program of Study at one of Georgia’s Technical Colleges should prepare to take the COMPASS test for admissions.**

- **Students who will continue their education and training in the U.S. Military should take the ASVAB assessment.**

- **Students should utilize GAcollege411 to select the most appropriate postsecondary opportunities including registered apprenticeships to match their selected career field.**

- **Students can earn both high school and postsecondary credit while in high school. Georgia has multiple dual enrollment programs, including ACCEL, AP, IB, Dual Hope, Move On When Ready and Articulation.**

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### Possible Student Pathway Credentialing Opportunities:

Entrepreneurship/Management Assessment or Fundamental Business Concepts Assessment are options for pathway credentials.

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**Small Business Development**

Entrepreneurs, innovators, proprietors, and small businesses play a key role in Georgia’s economy. According to the United States Small Business Administration, there are 907,068 small businesses in Georgia (2008). ([http://www.sba.gov/](http://www.sba.gov/)) Small business owners manage their own companies. Businesses include not only retail stores such as gift shops and bookstores, but also real estate, advertising, and employment agencies; self-service laundries; manufacturing firms; and franchise operations such as fast food restaurants and gas stations.

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 small business, 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. Owners are usually responsible for planning, managing money and buying needed materials no matter the nature of their company. 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. Like any other business, owners must be competitive while keeping cost down.

Owners who employ other workers must hire, train, and supervise their employees. Some run the entire business themselves. The store owner may also unpack merchandise, build displays, and clean the shop.

Business job opportunities are expected to be moderate; however, job seekers should understand their business success is dependant on many external factors imposed by local, state and federal rules and regulations including taxes.

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Since there are not specific occupations representing this pathway, the following are resources for small business developers:

- **FIRST STOP -** [www.sos.georgia.gov/firststop](http://www.sos.georgia.gov/firststop)

- **Georgia Entrepreneur & Small Business Programs –** [www.georgia.org/smallbusiness](http://www.georgia.org/smallbusiness)

- **SCORE provides free, one-on-one counseling to potential entrepreneurs and mentoring to those who decide to start their own business.**

- **www.score.org**

- **Georgia Trends Small Business Guide**


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