

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 th grade Lit/ Composition	10 th grade Lit/ Composition	American Lit/ Composition	World Lit/ Composition / British Lit	EN11 TCC Entrepreneurship Find the campus for the TCC options	Completion of the EN11 TCC leads to the Marketing Management diploma (MM12) and the Marketing Management degree (MM13). Find the campus for the Diploma, Degree options	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. https://apps.ds.usg.edu/ords/?p=118:1:0
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) Economics (½ unit)			
PATHWAY COMPLETER	Introduction to Business and Technology	Legal Environment of Business	Entrepreneurship	Another course in focus area, Work-Based Learning, or Youth Apprenticeship			
Industry Recognized Credential (Pathway Completer)		Visit the End of Pathway Assessment Page (see note below)					
Required/ Selective Electives	Health & Personal Fitness (can be taken in grades 9-12)	Financial Literacy	Introduction to Digital Technology	Computer Science Principles			
	Modern Language/Latin 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.		Other Electives 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 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).

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

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.