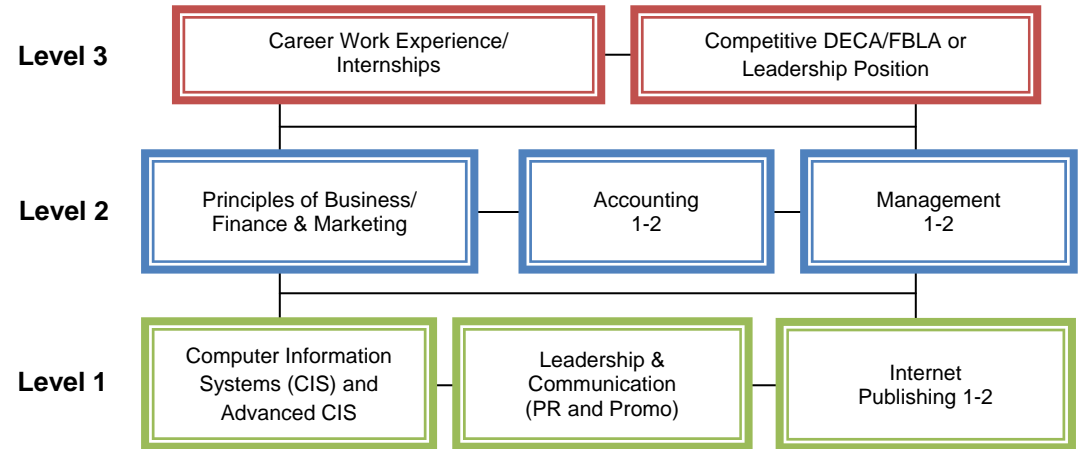




Entrepreneurship • Accounting/Finance • Marketing

9 th Grade year	
Term 1	Term 2
English 1-2 or Hon English 1-2	Math
Recommended Level 1 or 2	Computer Information Systems 1-2
ENS 1-2	ENS 3-4
10 th Grade year	
Term 1	Term 2
English 3-4 or Hon. Humanities 1-2	World History 1-2 or Hon World History 1-2
Math	Recommended Level 1 or 2
11 th Grade year	
Term 1	Term 2
American Lit 1-2 or Hon American Lit	US History 1-2 or AP US History
Math	Recommended Level 2 or 3
12 th Grade year	
Term 1	Term 2
Literature/English Class	Civics/Econ.
Recommended Level 2 or 3	Recommended Level 2 or 3
	Recommended Level 2 or 3

UC/CSU Requirements - Grade of "C" or better required



This Course sequence Meets:

- » All UC/CSU Graduation Requirements
- » PUSD High School Graduation Requirements
- » Computer Literacy
- » Up to 20 transferrable college credits (transferable from Palomar to CA UC/CSU System as well as Out-of-State Universities)
- » This Course Sequence allows students to take at least 4 Advanced Placement (AP) courses

College Course Credit	Palomar Course	Amount of Credit		Palomar College (transferable to CSU/UC)
Computer Information Systems	OIS 120	3	Units	Students must receive a grade of B or Higher in each course and have submitted the correct paperwork to Palomar College in order to receive college credit.
Intro to Business/Finance & Marketing	NEW # TBD	3	Units	
Management 1-2	BUS 100	3	Units	
Accounting 1-2	BUS 105	3	Units	
Internet Publishing 1-2	RCSIS 137	2	Units	
Work Experience	CE110	2-3	Units	
Career Internship	CE110	2-3	Units	
Total		20	Units	

Introduction to Business and Personal Finance

This course provides students an excellent starting point to the advanced programs that are offered through the business department. Introduction to Business and Personal Finance presents commonplace functions of business that everyone will experience. Units of study include Career/Academic Planning, Leadership Skills, Business Communications, Personal Finance Management, Investments, and Consumer Rights. Students will get an introduction to Economics, Marketing, Management, and Accounting.

- Examine the Outlook for the 21st Century
- Develop College and Career Entry Materials
- Understand Strategies for Investing and Financial Security
- Understand Labor Laws, Equitable Pay, Benefits, Income Tax, Budgeting, Financial Records, Checking/Saving Accounts, Credit Purchases, Vehicle and Home Ownership
- Research the Preliminary Steps of Business Development

Marketing Education

Marketing is a people-oriented field that provides students in training in directing ideas, products, and services to meet the needs of consumers. It is designed for students desiring to major in marketing, management, or business, or for those who have aspirations of service-oriented employment or business ownership.

- Receive Professional Employment Training
- Participate in Business and Industry Sponsored Projects
- Practice Techniques for Delivering Successful Presentations
- Receive Customer Focused Salesmanship Training
- Develop Ideas For Product/Service Design, and Promotion
- Earn ROP Certification Transferable to Palomar College and Employment Advancement

Small Business Management

Small Business Management is designed to encourage and develop the skills and knowledge required for business initiation and operation as well as develop an understanding of the entrepreneur's critical role in our Global economy.

- Determine Your Potential as an Entrepreneur
- Develop a Successful Business Plan
- Role Play Effective Management Strategy
- Learn Ideas and Success Attributes from Business Leaders
- Receive Business Level 100 College Credit

Career/Technical Work Experience

An opportunity for career-minded seniors to receive credit for paid career/technical training provided through local business and industry partnerships. CE110 College Credit.

Career and Community Internships

A structured off-campus learning experience that offers college-bound students an opportunity to work with professionals in various business, industry, and civic organizations. CE110 College Credit.

Principles of Accounting

The Accounting Curriculum is the foundation course for all post-secondary business instruction. Concepts and practices are presented in the context of a sole proprietorship, partnership, and small corporate environment. The content presented is identical to that of a college accounting foundations course. Strategies are made relevant through modeling and verbal analysis of all transaction procedures presented.

- Gain Skills for High-Level \$\$\$\$ Part-Time Employment
- Receive Excellent Success Preparation for Advanced College Coursework
- Understand How to Produce Business Income and Forecast Profit
- Earn Business Level 150 College Credit For Successful Program Completion

Computer Information Systems

Computer Information Systems offers students the fundamental computer skills that colleges and the workforce require. Not only will they develop basic and advanced skills that will help them throughout high school, they will be more effective students and employees which ultimately leads to greater success. Units of study include Word Processing, Spreadsheets, Desktop Publishing, Database, Presentation software, Web Design, and Multimedia.

- Receive most up-to-date applied software and advanced technical skills
- Develop school and work-ready skills that colleges and Industry require
- Enhance technical reading and writing skills
- Project-based curriculum emphasizing real-world connections

Internet Publishing

This course teaches students the basics of web design. Not only will students understand the fundamental components of a web page, HTML, but they will transition to using the Industry standard in software to develop page layouts, graphics and animation that run seamlessly on the web. Students will learn about appropriate design techniques related to web layout.

- Build basic web sites using HTML
- Use Adobe Fireworks to create original images, animations and interactive web pages
- Create Adobe Flash animations, movies, and web pages to enhance the interactivity of web sites.
- Use Adobe Dreamweaver to layout, organize and manage web sites
- Develop Project Management skills while working through a project

Planning and Leadership (ASB)

Planning and Leadership is a course in which students are taught leadership skills, parliamentary procedure, group processes, planning, and organization. Members of the Planning and Leadership class actively participate in student activities and student government. Counts as Practical Arts for graduation.

WESTVIEW W BUSINESS

COMMUNITY LEADERSHIP

CAREER/TECHNICAL PREPARATION

CONNECTING STUDENTS TO COLLEGE ADVANCEMENT

Entrepreneurship

Accounting & Finance

Marketing

- Course Sequencing
- 4-year plan
- Transferrable College Credit
- Graduation Requirements



Co-Curricular Leadership Organizations - Providing Industry Experience and Scholarship