



Sales and Service Pathway

Transportation, Distribution and Logistics Career Cluster



This Program of Study plan should serve as a guide in the development of secondary and post-secondary course planning for students. Courses listed within this plan are only recommended and are indicative of the courses needed to complete a Program of Study. The following items need to be considered:

- Courses in the arts and humanities are valued by post-secondary institutions for their cognitive benefits and in communicating and expressing the ideas and emotions of the human spirit.
- Post-secondary institutions have varying course requirements for admission including World Languages.

Grade	English	Math	Science	Social Studies	Other Required Courses	Pathway Electives Recommended	Credit Review	
	4.0	3.0	3.0	3.0	2.0	Recommended Sequence for Pathway (may adjust yearly as needed) [Minimum– 8.5 elective credits needed for graduation]	Grade Graduation Credit Requirements	
Grade 9	<ul style="list-style-type: none"> • English 9 (1.0) -OR- • Enriched English 9 (1.0) 	<ul style="list-style-type: none"> • Algebra I (1.0) 	<ul style="list-style-type: none"> • Earth Science (0.5) 	<ul style="list-style-type: none"> • US History (0.5) 	<ul style="list-style-type: none"> • Level I Physical Education (0.5) • Health 9 (0.5) 	<ul style="list-style-type: none"> • Entrepreneurship (TC) (0.5) 	<ul style="list-style-type: none"> • 9-12 4.0 Required <u>2.0</u> Elective 6.0 Total	
Grade 10	<ul style="list-style-type: none"> • English 10 (1.0) -OR- • Enriched English 10 (1.0) 	<ul style="list-style-type: none"> • Geometry (1.0) -OR- • Enriched Geometry (1.0) 	<ul style="list-style-type: none"> • Biology (1.0) 	<ul style="list-style-type: none"> • World Studies (1.0) -OR- • AP European Studies (1.0) 	<ul style="list-style-type: none"> • Level II Physical Education (0.5) 	<ul style="list-style-type: none"> • Accounting I (0.5) • Personal Finance (TC) (0.5) 	<ul style="list-style-type: none"> • 10-12 • 10-12 4.5 Required <u>1.5</u> Elective 6.0 Total	
Grade 11	<ul style="list-style-type: none"> • English 11 (1.0) -OR- • AP Language & Composition (1.0) 	<ul style="list-style-type: none"> • Algebra II & Trigonometry (1.0) -OR- • Enriched Algebra II/Trigonometry (1.0) 	<ul style="list-style-type: none"> • Chemistry (1.0) 	<ul style="list-style-type: none"> • Government (0.5) -OR- • AP United States Government and Politics (0.5) 	<ul style="list-style-type: none"> • Level III Physical Education (0.5) 	<ul style="list-style-type: none"> • Marketing I (TC) (1.0) • Automotive Mechanics I (1.0) 	<ul style="list-style-type: none"> • 11-12 • 11-12 4.0 Required <u>2.0</u> Elective 6.0 Total	
Grade 12	<ul style="list-style-type: none"> • English 12 (1.0) -OR- • AP Literature & Composition (1.0) 	<ul style="list-style-type: none"> • See post-secondary education institution for math requirements 	<ul style="list-style-type: none"> • Physics (1.0) 	<ul style="list-style-type: none"> • AP Psychology (1.0) -OR- • Psychology (0.5) -OR- • Sociology/Social Issues (0.5) • AP Economics (0.5) -OR- • Economics (0.5) 		<ul style="list-style-type: none"> • Preparation for College & Business Communications (1.0) • Marketing II (TC) (1.0) 	<ul style="list-style-type: none"> • 11-12 • 12 2.5 Required <u>3.0</u> Elective 5.5 Total	
Course Code Key (see course catalog for further details)			28 Credits Possible		Other Related Courses and Activities (curricular, co-curricular, and extra-curricular)			
AP Advanced Placement AS Advanced Standing TC Transcribed Credit YO Youth Options (0.5) Course is worth 0.5 credit (0.75) Course is worth 0.5 credit (non-TC) or 0.75 credit (TC) (1.0) Course is worth 1.0 credit			Credits Required Grades 9-12 15.0 Minimum Electives..... 8.5 Credits for Graduation 23.5		<ul style="list-style-type: none"> • Recreational Small Engines (0.5) • Vehicle Care (0.5) • Automotive Mechanics II (1.0) • DECA • Skills USA • World Languages • Transportation, Distribution, & Logistics Youth Apprenticeship (1.0) • Finance Youth Apprenticeship (1.0) 			



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Advisement provided through Student Services office and post-secondary transfer credits determined by college admissions counselors.
 Postsecondary credit transfer information also available at <http://www.uwsa.edu/tis>

Please visit the web site of institutions listed below for any program updates.

Post-Secondary Options	Baccalaureate Degree		Associate Degree Programs	Certificate/License
	University of Wisconsin – Eau Claire • Business Administration • Marketing University of Wisconsin--Stout • Business Administration • Management	University of Wisconsin – Madison • Marketing University of Minnesota – Twin Cities • Marketing	Chippewa Valley Technical College • Business Management • Marketing	University of Wisconsin – Eau Claire • Business Communication Certificate
	Adult Apprenticeship, On-the-Job Training or Other		Employment Options	
	Careers	<ul style="list-style-type: none"> • Auto Parts Store Manager • Cargo and Freight Agent • Cashier, Counter and Rental Clerk • Customer Order and Billing Clerk • Customer Service Manager 	<ul style="list-style-type: none"> • Customer Service Representative • Dealership Sales and Service Manager • Marketing Manager • Reservation, Travel and Transportation Agent/Clerk 	<ul style="list-style-type: none"> • Sales Manager • Sales Representative for Transportation/Logistics Services • Transportation/Logistics Manager • Warehouse Manager