

Secondary Scope & Sequence

- ⊙ Technical - Major units and levels with estimated hours
- ⊙ Academic - Recommended

Subject – Hours	Level I	Estimate of Hours	Level II	Estimate of Hours	Level III	Estimate of Hours	Level IV	Estimate of Hours
Technical	INTERPRETING MARKETING AND BUSINESS FUNDAMENTALS	281	SOLVING MATHEMATICAL PROBLEMS IN MARKETING	64	SELLING GOODS AND SERVICES	120	CERTIFICATION PREPARATION: PROVIDING PERSONALIZED CUSTOMER SERVICE	67
	CTSO ORIENTATION	10	CTSO PARTICIPATION	182	ADVERTISING & PROMOTING GOODS AND SERVICES	140	COMMUNICATIONS IN MARKETING	89
	EXPLORING CAREER DEVELOPMENT OPPORTUNITIES	48	MANAGING MARKETING INFORMATION	48	CTSO MANAGEMENT	80	COMPUTER APPLICATIONS	120
	USING OPERATIONS IN A RETAIL BUSINESS	21	MERCHANDISING	66	PURCHASING	20	BUSINESS MANAGEMENT ISSUES	84
English (4)	College Prep English I		College Prep English II		College Prep English III		College Prep English IV	
Math (3)	Algebra I		Algebra II		Geometry		Higher Level College Prep Math (recommended)	
Science (3)	Biology		Chemistry		Physics			
Humanities (covering these courses in any order) (3)	Civics		U.S. History		World History			
Other	Foreign Language I (recommended)		Foreign Language II (recommended)					