College Credit in High School
Find your passion. Get a head start. Experience college with rock star teachers. Earn FREE college credit.

Experience
Determine if you are a born marketer or if management is more your style. Thinking about Finance as a major? This will help you decide what area in business is for you!

Outcome
Some of the most popular college majors are in business-related fields. This Career Academy will give you a jump start to determine which of the areas best matches your future goals.

Career Focus
Management, Marketing, Financial, or business-related majors add value and prepare you for a variety of flexible career opportunities in our region.

College Credits Earned: 12
Thinking about becoming a Business major in college but unsure which area is the best for you to focus on? Will you study Finance? Management? Sales? The options are limitless. This Career Academy is designed for students to explore the different areas of Business. Pre-business transfer students are encouraged to enroll in the Arts & Sciences Academy.

Iowa Average Salaries in Business Related Careers
Manager: $50,000 - $100,000 depending on field
Marketing Manager: $60,000 - $80,000
Human Resources Specialist: $25.34 hour/$52,700
More info can be found at: [www.bls.gov](http://www.bls.gov)

College Credit Courses
Courses subject to change based on college curriculum. (Offered AM Only)

**FALL**

**BUS-102 | Introduction to Business | 3 College Credits**
Focuses on American and global business and introduces the student to each primary facet of operating a business. This course will help the student understand economic, social and political influences that affect business success.

**MGT-145 | Human Relations in Management | 3 College Credits**
Emphasizes the importance of proper attitudes towards self, others and organization values. Stresses the development of a good self-concept and the relationship this has to energy levels, emotions, verbal and nonverbal communication. Prepares students to understand how to deal with conflict and how to be a productive member of a work group.

**SPRING**

**MGT-112 | Business Innovation | 3 College Credits**
Applies creativity and innovation to manage projects in conjunction with STEM (Science, Technology, Engineering and Mathematics) mentors from local businesses. Provides an experiential learning environment designed to foster development of entrepreneurial leadership skills through strategic development and execution.

**MKT-140 | Principles of Selling | 3 College Credits**
Provides basic skills needed to sell goods and services in a marketing economic system. Students learn about careers in selling, buyer behavior, product knowledge and selling concepts. Emphasis is on problem solving.

Need to Know
Students receive credit from their high school and college credit from Kirkwood Community College. The high school district pays the college tuition.

The grade earned in this course is reflected on the student’s official college transcript. Students not planning to attend Kirkwood Community College after high school graduation should plan to include this transcript as part of the application process to other colleges or universities.

As part of earning college credit for this Career Academy, students must complete an online application to Kirkwood Community College, and must provide a social security number as part of the secure online college application process to create the official student record.

How to Get Started
Talk to your parents and your Guidance Counselor