

## Focusing Education on the Future!



# CAREER PATHWAY CONSUMER SERVICES

Dual or Tech/Career Seal

People with careers in consumer services assist individuals with decisions and problems relating to finance, real estate, insurance and consumer goods.

### Major Courses

Students must take **THREE** pathway concentration courses and **ONE** additional pathway elective course.

#### Pathway Concentration Courses (3):

- Banking & Investing (formerly Banking)
- Entrepreneurship: Building a Business
- Foundations of Family & Consumer Science
- Marketing Principles

#### Pathway Elective Courses (1):

- Apprenticeship/Internship
- Business Essentials (formerly Business Management)
- Principles of Accounting I
- Other Pathway Concentration Course

### Other Recommended Courses

- AP Microeconomics
- AP Macroeconomics
- Math Money Management
- Speech/Forensics
- Statistics or AP Statistics

### Post-Secondary Options Degrees, Diplomas, & Certificates

<u>Technical College</u>	<u>Colleges/Universities</u>
<ul style="list-style-type: none"> <li>• Banking &amp; Finance</li> <li>• Customer Service</li> <li>• Entrepreneurship</li> <li>• Marketing Management</li> </ul>	<ul style="list-style-type: none"> <li>• Consumer Studies</li> <li>• Financial Planning</li> <li>• Insurance</li> <li>• Marketing</li> <li>• Real Estate</li> </ul>



Consumer Credit Counselor  
Consumer Advocate  
Insurance Representative  
Employee Benefits Representative  
Inside Sales Representative

Small Business Owner  
Certified Financial Planner  
Real Estate Service Representative  
Hospital Patient Accounts Rep  
Field Merchandising Representative

Consumer Affairs Officer  
Account Executive  
Financial Advisor  
Customer Service Representative  
Event Specialist

Buyer  
Banker  
Investment Broker  
Market Researcher  
Sales Consultants

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### EMPLOYMENT OUTLOOK

Consumer services comprise a large segment of available jobs. The latest statistics indicate customer service representatives alone hold 19 million jobs. The outlook through 2010 is favorable with employment expected to increase faster than the average for all occupations.