

# Industry Credentials, Concentration Sequences, and Career Clusters

## Agricultural Business Fundamentals I (8022)

### Industry Credentials:

*These apply only to 36-week courses.*

- College and Work Readiness Assessment (CWRA+)
- Customer Service Examination
- Customer Service Specialist (CSS) Examination
- Microsoft 365 Fundamentals Examination
- Microsoft Certified Azure Fundamentals Examination
- Microsoft Dynamics 365 Fundamentals Examination
- Microsoft Office Specialist (MOS) Examinations
- National Career Readiness Certificate Assessment
- Professional Communications Certification Examination
- Workplace Readiness Skills for the Commonwealth Examination

### Concentration Sequences:

*A combination of this course and those below, equivalent to two 36-week courses, is a **concentration sequence**. A **program completer** is a student who has met the requirements for a CTE concentration sequence and all other requirements for high school graduation or an approved alternative education program. Students wishing to complete a specialization may take additional courses based on their career pathways.*

- Agricultural Business Operations II (8024/36 weeks)
- Agricultural Fabrication and Emerging Technologies (8019/36 weeks)
- Agricultural Power Systems (8018/36 weeks)
- Agricultural Power Systems, Advanced (8020/36 weeks)
- Agricultural Production Technology (8010/36 weeks)
- Agricultural Structural Systems (8017/36 weeks)
- Community Forestry and Tree Management (8048/36 weeks)
- Ecology and Environmental Management (8046/36 weeks)
- Equine Science, Advanced (8094/36 weeks)
- Fisheries and Wildlife Management (8041/36 weeks)
- Floral Design II (8056/36 weeks)
- Floriculture (8038/36 weeks)
- Forestry Management, Advanced (8044/36 weeks)
- Foundations of Agriculture, Food, and Natural Resources (8006/36 weeks)

- Greenhouse Plant Production and Management (8035/36 weeks)
- Horticulture Sciences (8034/36 weeks)
- Landscaping II (8039/36 weeks)
- Livestock Production Management (8012/36 weeks)
- Operating the Farm Business (8014/36 weeks)
- Outdoor Recreation, Parks, and Tourism Systems Management (8043/36 weeks)
- Small Animal Care I (8083/36 weeks)
- Small Animal Care II (8084/36 weeks)
- Small Engine Repair (8082/36 weeks)
- Turfgrass Management, Advanced (8054/36 weeks)
- Veterinary Science II (8089/36 weeks, 140 hours)

### **Career Clusters, Career Pathways, and Occupations:**

- **Agriculture, Food and Natural Resources**
  - **Agribusiness Systems**
    - Agricultural Commodity Broker
    - Agricultural Economist
    - Agricultural Loan Officer
    - Agricultural Products Sales Representative
    - Farm Products Purchasing Agent and Buyer
    - Farm, Ranch Manager
    - Farmer/Rancher
    - Feed, Farm Supply Store Sales Manager
    - Sales Manager
  - **Animal Systems**
    - Agricultural Products Sales Representative
    - Aquacultural Manager
    - Poultry Manager
  - **Environmental Service Systems**
    - Agricultural Products Sales Representative
    - Secondary School Teacher
  - **Natural Resources Systems**
    - Fish and Game Officer
    - Forest Manager, Forester
    - Park Manager
  - **Plant Systems**
    - Agricultural Products Sales Representative
    - Certified Crop Advisor
    - Crop Grower
    - Custom Harvester
    - Farm, Ranch Manager
    - Farmer/Rancher
    - Floral Designer
    - Floral Shop Manager
    - Golf Course Superintendent

- Nursery and Greenhouse Manager
  - Secondary School Teacher
  - Turf Farmer
- **Power, Structural, and Technical Systems**
  - Agricultural Equipment Parts Manager
  - Agricultural Equipment Parts Salesperson
- **Finance**
  - **Accounting**
    - Accountant
    - Accounting Clerk
    - Controller
    - Cost Analyst
    - Management Accountant
    - Merger and Acquisitions Manager
    - Personal Financial Advisor
    - Revenue Agent
    - Tax Account
  - **Banking Services**
    - Account Executive
    - Accountant
    - Bill and Account Collector
    - Branch Manager
    - Compliance Officer
    - Credit Analyst
    - Debt Counselor
    - Financial Manager
    - Loan Officer
    - Personal Financial Advisor
  - **Business Finance**
    - Accountant
    - Accounting Clerk
    - Auditor
    - Bill and Account Collector
    - Cash Manager
    - Controller
    - Cost Analyst
    - Economist
    - Financial Analyst
    - Management Accountant
    - Project Manager
    - Revenue Agent
    - Shipping and Receiving Clerk
    - Tax Accountant
    - Tax Preparer
  - **Insurance**
    - Customer Service Representative

- Insurance Appraiser
  - Insurance Processing Clerk
  - Insurance Sales Agent
  - Risk and Insurance Manager
  - Underwriter
- **Securities and Investments**
  - Financial Analyst
  - Fund Manager
  - Meeting and Convention Planner
  - Securities and Commodities Sales Agent
  - Tax Preparer
- **Marketing**
  - **Marketing Communications**
    - Advertising Account Executive
    - Advertising and Promotions Manager
    - International Merchandising Manager
    - Marketing Communication Manager
    - Marketing Manager
    - Public Information Director
    - Public Relations Manager
    - Public Relations Specialist
    - Sales Manager
  - **Marketing Management**
    - Advertising and Promotions Manager
    - Brand Manager
    - Chief Executive Officer
    - Entrepreneur
    - Franchisee
    - General Manager
    - Marketing Communication Manager
    - Marketing Manager
    - Public Information Director
    - Public Relations Manager
    - Retail Manager
    - Shipping and Receiving Clerk
  - **Marketing Research**
    - Brand Manager
    - Market Research Analyst
    - Product Planner
  - **Merchandising**
    - Account Executive
    - Customer Service Representative
    - Merchandise Buyer
  - **Professional Sales**
    - Account Executive
    - Entrepreneur

- Human Resources Manager
- Investment Banker
- Manufacturer's Sales Representative
- Sales Manager
- Salesperson
- Wholesale and Manufacturing, Technical and Scientific Products
- Sales Representative