

Industry Credentials, Concentration Sequences, and Career Clusters

Agricultural Business Management III (8026)

Industry Credentials:

These apply only to 36-week courses.

- College and Work Readiness Assessment (CWRA+)
- Customer Service Specialist (CSS) Examination
- Microsoft 365 Fundamentals Examination
- Microsoft Certified Azure Fundamentals Examination
- 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)

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 Accountant
 - **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