

MARKETING EDUCATION-SENIOR ONLY

2021-2022



Marketing Education is designed for students interested in pursuing a career in marketing, management or a related field. Students obtain skills in marketing, distribution, management, sales, promotion, and entrepreneurship. This program is also offered at several satellite classrooms within Penta's member school districts: Anthony Wayne, Oak Harbor, Bowling Green, Maumee, Perrysburg, and Rossford high schools. Seniors are required to be employed (co-op) and have early release school privileges. Seniors will work in the school store providing customer service, working the point of sale system, conducting inventory, and designing products. Seniors will have leadership, networking, and competitive opportunities through DECA.

Program Highlights:

- Experience a wide range of dynamic business strategies for creating, communicating and delivering products and services to customers
- Design and implement powerful marketing and management plans to solve real-world business challenges
- Work with marketing professionals in a competitive business management setting

The Program Focuses on the Following State Approved Courses:

- Marketing Principles
- Business Foundations
- Marketing Applications
- Marketing Research



COST-FREE COLLEGE CREDIT OPPORTUNITIES

College Credit Plus through Owens Community College

- BUS 101: Contemporary Business (3 Credit Hours)
- BUS 102: College & Career Professional (3 Credit Hours)

Articulated Credits through Hocking College – Up to 9 Credit Hours

Articulated Credits through Northwest State Community College – 3 Credit Hours

Articulated Credits through Northwood University – 3 Credit Hours

Articulated Credits through the University of Northwestern Ohio – 5 Credit Hours

INDUSTRY-RECOGNIZED CREDENTIALS (POINT VALUES)

- RISE UP Retail Industry Fundamentals (6 Points)
- RISE UP Customer Service and Sales (6 Points)
- The Business of Retail: Operations & Profit (6 Points)

OHIO MEANS JOBS OCCUPATIONS LISTED ACCORDING TO TYPICAL SALARY

OCCUPATION TITLE	TYPICAL SALARY-BOTTOM 10%	TYPICAL SALARY-MEDIAN	TYPICAL SALARY-TOP 10%	TYPICAL EDUCATION	ANNUAL JOB OPENINGS
Property, Real Estate, & Community Association Managers*	\$23,140	\$49,710	\$122,910	HS Diploma or Equivalent	930
Customer Service Representatives*	\$23,400	\$35,830	\$55,430	HS Diploma or Equivalent	12,690
Insurance Sales Agents*	\$29,340	\$55,440	\$124,370	HS Diploma or Equivalent	2,060
Sales Representatives, Wholesale and Manufacturing*	\$32,500	\$60,600	\$125,590	HS Diploma or Equivalent	5,620
Market Research Analysts and Marketing Specialists*	\$34,410	\$61,010	\$109,290	Bachelor's Degree	3,230
Sales Managers*	\$59,980	\$122,460	\$208,000	Bachelor's Degree	1,030
Marketing Managers*	\$73,010	\$132,830	\$208,000	Bachelor's Degree	660

JOB OUTLOOK COMPILED BY OHIO MEANS JOBS AS OF SEPTEMBER 2021; VISIT OHIOMEANSJOBS.COM FOR MORE INFORMATION.

*Denotes an In-Demand Occupation in the State of Ohio

Instructor: Jason Biniker 419.666.1120 Ext. 1301 jbiniker@pentacc.org
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EDUCATION WITH PURPOSE

CAREER TREE



TECHNICAL CAREERS

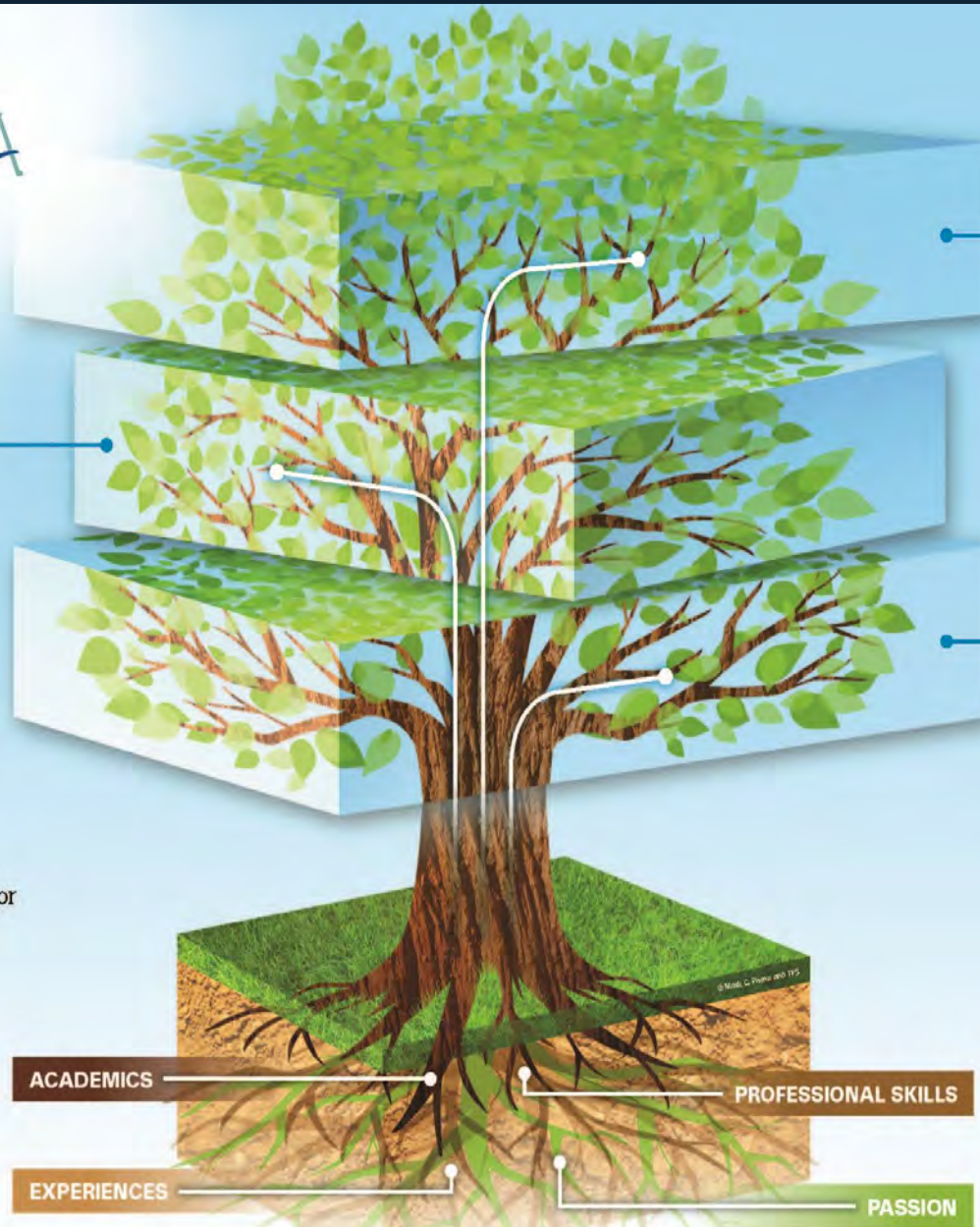
- Advertising & Promotion Manager
- Business Owner
- Fashion Merchandiser
- Franchiser
- Hotel Manager
- Distribution/Logistics Manager
- Real Estate Agent
- Retail Store Manager
- Inside Sales Market Representative
- Trade Expansion Manager
- Direct Marketing Coordinator
- Travel Agent

PROFESSIONAL CAREERS

- Advertising Sales Agent
- Brand Manager
- Concert Promoter
- Fashion Designer
- Human Resource Manager
- Marketing Research Analyst
- Marketing Strategist
- Meeting, Convention, Event Planner
- Public Relations Specialist
- Sales Manager
- Sports Marketer
- Wholesale and Retail Buyer

ENTRY-LEVEL CAREERS

- Bank Teller
- Social Media Coordinator
- Cashier
- Entrepreneur
- Customer Service Representative
- Food Service Manager
- Distribution Center Associate
- Insurance Sales Agent
- Property Manager
- Retail Salesperson
- Multimedia Marketing Assistant
- Waiter/Waitress



MARKETING EDUCATION



For Career Tree® tools and materials please visit TFSresults.com and call our team at 330.840.2680.

THE EDUCATION TREE PROGRAM IS A TRADE SKILLS EDUCATION PROGRAM. THE TRADE SKILLS EDUCATION PROGRAM IS A TRADE SKILLS EDUCATION PROGRAM. THE TRADE SKILLS EDUCATION PROGRAM IS A TRADE SKILLS EDUCATION PROGRAM.