



Distribution and Logistics

Career Goal (O*NET Code): International Distribution Manager (11-3071), Logistician (13-1081), Scheduler (43-5061), Route Sales (53-3031), Translator (27-3091).

Cluster Overview: Marketing, Sales, and Service careers encompass planning, managing, and performing marketing activities to reach organizational objectives.

SUGGESTED COURSEWORK

EXTENDED LEARNING EXPERIENCES

High School	9th	Core Courses	English I Algebra I Biology	World Geography Languages other than English I Health/PE or Equivalent	Curricular Experiences: Business Professionals of America DECA Future Business Leaders of America Career Learning Experiences: Career Preparation (Paid/Unpaid) Job Shadowing Internship School Based Enterprise	Extracurricular Experiences: Academic Decathlon UIL Math Tutor School Class Officer School Newspaper Yearbook Service Learning Experiences: Boys and Girls Clubs of America Boy Scouts of America Community Service Volunteer Girl Scouts of the USA
		Career-Related Electives	Energy-Power-Transportation Systems or Business Management AND Business Ownership or Recordkeeping or Accounting I			
	10th	Core Courses	English II Geometry Chemistry	World History Languages other than English II Business Computer Information Systems I**		
		Career-Related Electives	Business Computer Programming I** or Telecommunications and Networking** or Fundamentals of E-Commerce Travel or Tourism Marketing			
	11th	Core Courses	English III Algebra II Physics	United States History Communication Applications PE or Equivalent		
		Career-Related Electives	Business Computer Information Systems II or Principles of Real Estate or Database Fundamentals or Marketing Dynamics or Languages other than English III			
12th	Core Courses	English IV Statistics Earth and Space Science	Government/Economics Fine Arts			
	Career-Related Electives	International Marketing and Services Marketing or Business Law AND International Business or related Career Preparation program* or Independent Study or Marketing Management or Languages other than English IV				
Postsecondary	On-the-Job Training	Shipping Clerk Inventory Clerk Router	Media Distributor Circulation Manager Travel Guide	Professional Associations : Education Society for Resource Management Institute for Supply Management Institute of Packaging Professional Society Junior Chamber of Commerce Sales and Marketing Executives International Society of Professional Engineers		
	Certificates	Internet and Computing Core Certification (IC3) National Professional Certification in Customer Service OSHA CareerSafe	Certified Travel Associate (CTA) A*S*K Certification		Career Options: Computer Reservationist Customer Service Representative	
	NOTE: Students may earn all or part of these certificates as part of the High School experience.					
Postsecondary	Associate's Degrees	15 hours Core Curriculum		Career Options: Logistics Coordinator Freight Agent Transportation Inspector Fleet Coordinator Purchase Order Checker Shipping Manager Terminal Manager		
		Cluster Foundation Business Math (POFT 1X21) OR College Algebra (MATH 1X14) OR Contemporary Math I (MATH 1X32) OR Mathematics for Business and Social Sciences (MATH 1X24) OR Business Calculus (MATH 1X25) Business Computer Applications (BCIS 1X05) OR Micro-Computer Applications (COSC 1X01) OR Computer Applications I (POFI 1X01) Integrated Software Applications I (ITSC 1X09) OR Introduction to Computers (ITSC 1X01) Principles of Accounting - Financial (ACCT 2X01) OR Introduction to Accounting (ACNT 1X03) Business Communications (BUSI 2X04) OR Communications in Management (BMGT 1X05) Supervision (BMGT 1X01) OR Principles of Management (BMGT 1X27) Salesmanship (BUSI 1X11) OR Principles of Selling (MRKG 2X33) Principles of Marketing (MRKG 1X11) Small Business Management (BUSG 2X09) Information & Project Management (BMGT 1X09) Advanced Communications in Management (BMGT 2X05)				
	Bachelor's Degrees	POS Specific Courses Business Law (BUSI 2X01) OR Legal Environment of Business (BUSI 2X02) OR Business Law/Commercial (BUSG 2X17) OR Import Customs Relations (IBUS 2X45) OR Contracts (LGLA 1X51) Global Logistics Management (IBUS 1X00) OR International Logistics Management (LMGT 2X30) Principles of Quality Management (BMGT 2X31) OR Quality Control (QCTC 1X03) Introduction to Business Logistics (LMGT 1X19) Principles of Purchasing (BMGT 1X13) Production and Operations Management (BMGT 1X31) Economics of Transportation and Distribution (LMGT 1X45)		Certifications, Licenses & Credentials Industry specific		
		Business Administration General Management Logistic Supply Chain Mgmt Production Mgmt		Purchasing Chemistry Geography Linguistics	Airway Science Marine Transport Asian Language Arabic Culture	Career Options: Commute Planner Safety Inspector Translator Transit Performance Auditor Transportation Security Specialist Transportation Engineer
Graduate Degrees	International Logistics Industrial Distribution Business Administration International Business	International Law International Relations Urban and Regional Planning Transportation Planning	Transportation and Logistics Civil Engineering Security Studies	Career Options: Global Sales Director Contract Negotiator Acquisition Integrator Air Quality Planner Transportation Planner Emergency Operations Analyst		

* May substitute for the required credit for Physical Education
 ** Satisfies the required credit for Technology Applications
 *** May substitute for the required credit for Health Education

Students should take Advanced Placement (AP), International Baccalaureate (IB), dual credit, Advanced Technical Credit (ATC), or locally articulated courses, if possible.

This plan of study serves as a guide, along with other career planning materials, for pursuing a career path and is based on the most recent information as of 2007. All plans should meet high school graduation requirements as well as college entrance requirements. Students may select other elective courses for personal enrichment purposes.