

**Finance Career Field Pathway
Course Titles and Descriptions**

Finance

G2

Pathway Courses

Business Foundations¹

Corporate Finance

Database Applications Development

Finance Foundations²

Financial Accounting⁴

Financial Services Operations

Fundamentals of Financial Services

Management Principles

Managerial Accounting⁴

Professional and Technical Sales

Strategic Entrepreneurship⁴

Finance Capstone³

¹Recommended first course in the Career Field; ²Recommended first course in the Pathway; ³Does not count as one of the required four courses; ⁴CTAG available.

Business Foundations

Subject Code: 141000

Business Foundations is the recommended first course in the Business and Administrative Services, Finance, Logistics and Supply Chain Management and Marketing Career Field pathways. Learners will develop foundational professional skills, in addition to exploring fundamental business activities and concepts. This course also includes introductory learning outcomes from each of the four related pathways.

Corporate Finance

Subject Code: 143010

Corporate Finance will explore how businesses manage policy and strategy for corporate budgeting, investment and financial planning. Learners will develop knowledge and skills in financial management, including risk management, compliance, reporting, auditing and cash and capital management.

Database Applications Development

Subject Code: 145085

Students will use developer strategies to manipulate data, present database systems theory, and develop database applications. Students will learn to import and export data, manipulate table properties, make advanced queries, and run basic SQL forms and reports. Students will develop macros for automating database tasks and building menu-driven applications. Knowledge and skills of data modeling, diagramming, query writing, and design theory will be developed.

Finance Foundations

Subject Code: 143000

Finance Foundations is the recommended second course in the Finance Career Field. Learners will develop knowledge and skills in financial analysis and evaluation, including industry-specific competencies in accounting, financial services and corporate finance. This course also includes learning outcomes in business law, governance and economics.

Financial Accounting

Subject Code: 143005

Financial Accounting explores how businesses track, record, summarize and report their financial transactions. Learners will develop knowledge and skills to prepare financial documents, project future income and expenses, and evaluate the accuracy of financial information. This course also includes learning outcomes for evaluating financial performance and monitoring the use of financial resources.

Financial Services Operations

Subject Code: 143025

Financial Services Operations explores the work activities unique to the banking, insurance and investment industries. Learners will develop knowledge and skills in financial operations and management, including related areas of information, inventory and project management as well as compliance, auditing and reporting.

Fundamentals of Financial Services

Subject Code: 143020

Fundamentals of Financial Services explores functions of the banking, insurance and investment industries. Learners will develop knowledge and skills to analyze banking products and services, reduce risk in financial service institutions, and other foundational financial services operations and processes. This course also includes learning outcomes for marketing and selling financial services and products and customer and client relationship management.

Management Principles

Subject Code: 141025

Management Principles explores how businesses plan, organize and lead functions of management to direct staff towards goal achievement. Learners will develop knowledge and skills in relationship management, business governance, change and project management. This course also includes competencies in strategic planning and data and information management to promote problem-solving and decision-making skills.

Managerial Accounting

Subject Code: 143015

Managerial Accounting explores how businesses use financial information to make strategic decisions. Learners will develop knowledge and skills to assess business profitability, measure the cost-effectiveness of expenditures, prepare budget and forecast reports, and set achievable financial goals. This course also includes competencies in inventory, quality, cash and capital management and will assist learners in using financial information to determine risk.

Professional and Technical Sales

Subject Code: 144030

Professional and Technical Sales will explore sales processes and techniques used in a business-to-business environment. Learners will develop knowledge and skills to develop and maintain positive business relationships, in addition to negotiating and adjusting prices and sales terms. This course also includes learning outcomes in marketing and business communications, including marketing research, information management and social media communications.

Strategic Entrepreneurship

Subject Code: 141030

Strategic Entrepreneurship explores how individuals use innovation to generate ideas for new products and services, evaluate the feasibility of business ideas and develop a strategy for commercialization. Learners will develop knowledge and skills to select target markets, profile target customers, define a business mission and develop a business plan. This course also includes learning outcomes in financial analysis and evaluation.

Finance Capstone

Subject Code: 143030

The capstone course provides opportunities for students to apply knowledge, attitudes and skills that were learned in a Finance program in a more comprehensive and authentic way. Capstones often include project-/problem-based learning opportunities that occur both in and away from school. Under supervision of the school and through community partnerships, students may combine classroom learning with work experience. This course can be delivered through a variety of delivery methods including cooperative education or apprenticeship.