

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	<i>21st Century Life and Careers</i>
AGRICULTURE, FOOD & NATURAL RESOURCES CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	AGRICULTURE, FOOD & NATURAL RESOURCES (AG)
9.3.12.AG.1	Analyze how issues, trends, technologies and public policies impact systems in the Agriculture, Food & Natural Resources Career Cluster.
9.3.12.AG.2	Evaluate the nature and scope of the Agriculture, Food & Natural Resources Career Cluster and the role of agriculture, food and natural resources (AFNR) in society and the economy.
9.3.12.AG.3	Examine and summarize the importance of health, safety and environmental management systems in AFNR businesses.
9.3.12.AG.4	Demonstrate stewardship of natural resources in AFNR activities.
9.3.12.AG.5	Describe career opportunities and means to achieve those opportunities in each of the Agriculture, Food & Natural Resources Career Pathways.
9.3.12.AG.6	Analyze the interaction among AFNR systems in the production, processing and management of food, fiber and fuel and the sustainable use of natural resources.
PATHWAY:	AGRIBUSINESS SYSTEMS (AG-BIZ)
9.3.12.AG-BIZ.1	Apply management planning principles in AFNR businesses.
9.3.12.AG-BIZ.2	Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations.
9.3.12.AG-BIZ.3	Manage cash budgets, credit budgets and credit for an AFNR business using generally accepted accounting principles.
9.3.12.AG-BIZ.4	Develop a business plan for an AFNR business.
9.3.12.AG-BIZ.5	Use sales and marketing principles to accomplish AFNR business objectives.
PATHWAY:	ANIMAL SYSTEMS (AG-ANI)
9.3.12.AG-ANI.1	Analyze historic and current trends impacting the animal systems industry.
9.3.12.AG-ANI.2	Utilize best-practice protocols based upon animal behaviors for animal husbandry and welfare.
9.3.12.AG-ANI.3	Design and provide proper animal nutrition to achieve desired outcomes for performance, development, reproduction and/or economic production.
9.3.12.AG-ANI.4	Apply principles of animal reproduction to achieve desired outcomes for performance, development and/or economic production.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	<i>21st Century Life and Careers</i>
AGRICULTURE, FOOD & NATURAL RESOURCES CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.AG-ANI.5	Evaluate environmental factors affecting animal performance and implement procedures for enhancing performance and animal health.
9.3.12.AG-ANI.6	Classify, evaluate and select animals based on anatomical and physiological characteristics.
9.3.12.AG-ANI.7	Apply principles of effective animal health care.
PATHWAY:	<i>ENVIRONMENTAL SERVICE SYSTEMS (AG-ENV)</i>
9.3.12.AG-ENV.1	Use analytical procedures and instruments to manage environmental service systems.
9.3.12.AG-ENV.2	Evaluate the impact of public policies and regulations on environmental service system operations.
9.3.12.AG-ENV.3	Develop proposed solutions to environmental issues, problems and applications using scientific principles of meteorology, soil science, hydrology, microbiology, chemistry and ecology.
9.3.12.AG-ENV.4	Demonstrate the operation of environmental service systems (<i>e.g.</i> , pollution control, water treatment, wastewater treatment, solid waste management and energy conservation).
9.3.12.AG-ENV.5	Use tools, equipment, machinery and technology common to tasks in environmental service systems.
PATHWAY:	<i>FOOD PRODUCTS & PROCESSING SYSTEMS (AG-FD)</i>
9.3.12.AG-FD.1	Develop and implement procedures to ensure safety, sanitation and quality in food product and processing facilities.
9.3.12.AG-FD.2	Apply principles of nutrition, biology, microbiology, chemistry and human behavior to the development of food products.
9.3.12.AG-FD.3	Select and process food products for storage, distribution and consumption.
9.3.12.AG-FD.4	Explain the scope of the food industry and the historical and current developments of food products and processing.
PATHWAY:	<i>NATURAL RESOURCES SYSTEMS (AG-NR)</i>
9.3.12.AG-NR.1	Plan and conduct natural resource management activities that apply logical, reasoned and scientifically based solutions to natural resource issues and goals.
9.3.12.AG-NR.2	Analyze the interrelationships between natural resources and humans.
9.3.12.AG-NR.3	Develop plans to ensure sustainable production and processing of natural resources.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	<i>21st Century Life and Careers</i>
AGRICULTURE, FOOD & NATURAL RESOURCES CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.AG-NR.4	Demonstrate responsible management procedures and techniques to protect or maintain natural resources.
PATHWAY:	<i>PLANT SYSTEMS (AG-PL)</i>
9.3.12.AG-PL.1	Develop and implement a crop management plan for a given production goal that accounts for environmental factors.
9.3.12.AG-PL.2	Apply the principles of classification, plant anatomy and plant physiology to plant production and management.
9.3.12.AG-PL.3	Propagate, culture and harvest plants and plant products based on current industry standards.
9.3.12.AG-PL.4	Apply principles of design in plant systems to enhance an environment (e.g., floral, forest, landscape and farm).
PATHWAY:	<i>POWER, STRUCTURAL & TECHNICAL SYSTEMS (AG-PST)</i>
9.3.12.AG-PST.1	Apply physical science principles and engineering applications to solve problems and improve performance in AFNR power, structural and technical systems.
9.3.12.AG-PST.2	Operate and maintain AFNR mechanical equipment and power systems.
9.3.12.AG-PST.3	Service and repair AFNR mechanical equipment and power systems.
9.3.12.AG-PST.4	Plan, build and maintain AFNR structures.
9.3.12.AG-PST.5	Use control, monitoring, geospatial and other technologies in AFNR power, structural and technical systems.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
ARCHITECTURE & CONSTRUCTION CAREER CLUSTER[®]	
Number	Standard statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	ARCHITECTURE & CONSTRUCTION (AC)
9.3.12.AC.1	Use vocabulary, symbols and formulas common to architecture and construction.
9.3.12.AC.2	Use architecture and construction skills to create and manage a project.
9.3.12.AC.3	Comply with regulations and applicable codes to establish and manage a legal and safe workplace.
9.3.12.AC.4	Evaluate the nature and scope of the Architecture & Construction Career Cluster and the role of architecture and construction in society and the economy.
9.3.12.AC.5	Describe the roles, responsibilities, and relationships found in the architecture and construction trades and professions, including labor/management relationships.
9.3.12.AC.6	Read, interpret and use technical drawings, documents and specifications to plan a project.
9.3.12.AC.7	Describe career opportunities and means to achieve those opportunities in each of the Architecture & Construction Career Pathways.
PATHWAY:	CONSTRUCTION (AC-CST)
9.3.12.AC-CST.1	Describe contractual relationships between all parties involved in the building process.
9.3.12.AC-CST.2	Describe the approval procedures required for successful completion of a construction project.
9.3.12.AC-CST.3	Implement testing and inspection procedures to ensure successful completion of a construction project.
9.3.12.AC-CST.4	Apply scheduling practices to ensure the successful completion of a construction project.
9.3.12.AC-CST.5	Apply practices and procedures required to maintain jobsite safety.
9.3.12.AC-CST.6	Manage relationships with internal and external parties to successfully complete construction projects.
9.3.12.AC-CST.7	Compare and contrast the building systems and components required for a construction project.
9.3.12.AC-CST.8	Demonstrate the construction crafts required for each phase of a construction project.
9.3.12.AC-CST.9	Safely use and maintain appropriate tools, machinery, equipment and resources to accomplish construction project goals.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
ARCHITECTURE & CONSTRUCTION CAREER CLUSTER[®]	
Number	Standard statement
PATHWAY:	DESIGN/PRE-CONSTRUCTION (AC-DES)
9.3.12.AC-DES.1	Justify design solutions through the use of research documentation and analysis of data.
9.3.12.AC-DES.2	Use effective communication skills and strategies (listening, speaking, reading, writing and graphic communications) to work with clients and colleagues.
9.3.12.AC-DES.3	Describe the requirements of the integral systems that impact the design of buildings.
9.3.12.AC-DES.4	Apply building codes, laws and rules in the project design.
9.3.12.AC-DES.5	Identify the diversity of needs, values and social patterns in project design, including accessibility standards.
9.3.12.AC-DES.6	Apply the techniques and skills of modern drafting, design, engineering and construction to projects.
9.3.12.AC-DES.7	Employ appropriate representational media to communicate concepts and project design.
9.3.12.AC-DES.8	Apply standards, applications and restrictions pertaining to the selection and use of construction materials, components and assemblies in the project design.
PATHWAY:	MAINTENANCE/OPERATIONS (AC-MO)
9.3.12.AC-MO.1	Recognize and employ universal construction signs and symbols to function safely in the workplace.
9.3.12.AC-MO.2	Use troubleshooting procedures when solving a maintenance problem in buildings.
9.3.12.AC-MO.3	Apply construction skills when repairing, restoring or renovating existing buildings.
9.3.12.AC-MO.4	Determine work required to repair or renovate an existing building.
9.3.12.AC-MO.5	Plan and practice preventative maintenance activities to service existing buildings.
9.3.12.AC-MO.6	Maintain and inspect building systems to achieve safe and efficient operation of buildings.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
ARTS, A/V TECHNOLOGY & COMMUNICATIONS CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	ARTS, A/V TECHNOLOGY & COMMUNICATIONS (AR)
9.3.12.AR.1	Analyze the interdependence of the technical and artistic elements of various careers within the Arts, A/V Technology & Communications Career Cluster.
9.3.12.AR.2	Analyze the importance of health, safety and environmental management systems, policies and procedures common in arts, audio/video technology and communications activities and facilities.
9.3.12.AR.3	Analyze the lifestyle implications and physical demands required in the arts, audio/visual technology and communications workplace.
9.3.12.AR.4	Analyze the legal and ethical responsibilities required in the arts, audio/visual technology and communications workplace.
9.3.12.AR.5	Describe the career opportunities and means to achieve those opportunities in each of the Arts, A/V Technology & Communications Career Pathways.
9.3.12.AR.6	Evaluate technological advancements and tools that are essential to occupations within the Arts, A/V Technology & Communications Career Cluster.
PATHWAY:	A/V TECHNOLOGY & FILM (AR-AV)
9.3.12.AR-AV.1	Describe the history, terminology, occupations and value of audio, video and film technology.
9.3.12.AR-AV.2	Demonstrate the use of basic tools and equipment used in audio, video and film production.
9.3.12.AR-AV.3	Demonstrate technical support skills for audio, video and/or film productions.
9.3.12.AR-AV.4	Design an audio, video and/or film production.
PATHWAY:	JOURNALISM & BROADCASTING (AR-JB)
9.3.12.AR-JB.1	Describe the diversity of functions within the Journalism & Broadcasting Career Pathway.
9.3.12.AR-JB.2	Demonstrate writing processes used in journalism and broadcasting.
9.3.12.AR-JB.3	Plan and deliver a media production (<i>e.g.</i> , broadcast, video, Internet and mobile).
9.3.12.AR-JB.4	Demonstrate technical support related to media production (<i>e.g.</i> , broadcast, video, Internet, mobile).

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
ARTS, A/V TECHNOLOGY & COMMUNICATIONS CAREER CLUSTER[®]	
Number	Standard Statement
PATHWAY:	PERFORMING ARTS (AR-PRF)
9.3.12.AR-PRF.1	Describe the scope of the Performing Arts Career Pathway and the roles of various individuals in it.
9.3.12.AR-PRF.2	Demonstrate the fundamental elements, techniques, principles and processes of various dance styles and traditions.
9.3.12.AR-PRF.3	Perform a varied repertoire of vocal and/or instrumental music representing diverse styles, cultures and historical periods.
9.3.12.AR-PRF.4	Demonstrate knowledge of music theory.
9.3.12.AR-PRF.5	Explain key issues affecting the creation of characters, acting skills and roles.
9.3.12.AR-PRF.6	Create stage, film, television or electronic media scripts in a variety of traditional and current formats.
9.3.12.AR-PRF.7	Describe how technology and technical support enhance performing arts productions.
9.3.12.AR-PRF.8	Analyze all facets of stage and performing arts production management.
PATHWAY:	PRINTING TECHNOLOGY (AR-PRT)
9.3.12.AR-PRT.1	Manage the printing process, including customer service and sales, scheduling, production and quality control.
9.3.12.AR-PRT.2	Demonstrate the production of various print, multimedia or digital media products.
9.3.12.AR-PRT.3	Perform finishing and distribution operations related to the printing process.
PATHWAY:	TELECOMMUNICATIONS (AR-TEL)
9.3.12.AR-TEL.1	Demonstrate the use of telecommunications terminology, tools and test equipment.
9.3.12.AR-TEL.2	Demonstrate telecommunication installation processes using appropriate tools, materials, schematics, diagrams, blueprints and industry specific codes and regulations.
9.3.12.AR-TEL.3	Demonstrate decision making, problem-solving techniques and communication skills when providing services for customers.
9.3.12.AR-TEL.4	Demonstrate the installation, repair and delivery of network systems.
PATHWAY:	VISUAL ARTS (AR-VIS)
9.3.12.AR-VIS.1	Describe the history and evolution of the visual arts and its role in and impact on society.

9.3 – Career & Technical Education (CTE)
Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
ARTS, A/V TECHNOLOGY & COMMUNICATIONS CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.AR-VIS.2	Analyze how the application of visual arts elements and principles of design communicate and express ideas.
9.3.12.AR-VIS.3	Analyze and create two and three-dimensional visual art forms using various media.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
BUSINESS MANAGEMENT AND ADMINISTRATION CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	BUSINESS MANAGEMENT AND ADMINISTRATION (BM)
9.3.12.BM.1	Utilize mathematical concepts, skills and problem solving to obtain necessary information for decision-making in business.
9.3.12.BM.2	Describe laws, rules and regulations as they apply to effective business operations.
9.3.12.BM.3	Explore, develop and apply strategies for ensuring a successful business career.
9.3.12.BM.4	Identify, demonstrate and implement solutions in managing effective business customer relationships.
9.3.12.BM.5	Implement systems, strategies and techniques used to manage information in a business.
9.3.12.BM.6	Implement, monitor and evaluate business processes to ensure efficiency and quality results.
PATHWAY:	ADMINISTRATIVE SUPPORT (BM-ADM)
9.3.12.BM-ADM.1	Plan, staff, lead and organize human resources to enhance employee productivity and satisfaction.
9.3.12.BM-ADM.2	Access, evaluate and disseminate information for business decision making.
9.3.12.BM-ADM.3	Plan, monitor and manage day-to-day business activities.
PATHWAY:	BUSINESS INFORMATION MANAGEMENT (BM-BIM)
9.3.12.BM-BIM.1	Describe and follow laws and regulations affecting business operations and transactions.
9.3.12.BM-BIM.2	Plan, monitor, manage and maintain the use of financial resources to ensure a business's financial wellbeing.
9.3.12.BM-BIM.3	Access, evaluate and disseminate information for business decision making.
9.3.12.BM-BIM.4	Plan, monitor and manage day-to-day business activities to sustain continued business functioning.
9.3.12.BM-BIM.5	Plan, organize and manage an organization/department to achieve business goals.
PATHWAY:	GENERAL MANAGEMENT (BM-MGT)
9.3.21.BM-MGT.1	Describe and follow laws and regulations affecting business operations and transactions.
9.3.12.BM-MGT.2	Access, evaluate and disseminate information for business decision making.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
BUSINESS MANAGEMENT AND ADMINISTRATION CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.BM-MGT.3	Apply economic concepts fundamental to global business operations.
9.3.12.BM-MGT.4	Employ and manage techniques, strategies and systems to enhance business relationships.
9.3.12.BM-MGT.5	Plan, monitor, manage and maintain the use of financial resources to ensure a business's financial wellbeing.
9.3.12.BM-MGT.6	Plan, monitor and manage day-to-day business activities to sustain continued business functioning.
9.3.12.BM-MGT.7	Plan, organize and manage an organization/department to achieve business goals.
9.3.12.BM-MGT.8	Create strategic plans used to manage business growth, profit and goals.
PATHWAY:	HUMAN RESOURCES MANAGEMENT (BM-HR)
9.3.12.BM-HR.1	Describe and follow laws and regulations affecting human resource operations.
9.3.12.BM-HR.2	Access, evaluate and disseminate information for human resources management decision making.
9.3.12.BM-HR.3	Motivate and supervise personnel to achieve completion of projects and business goals.
9.3.12.BM-HR.4	Plan, monitor and manage the use of financial and human resources to ensure a business's financial wellbeing.
9.3.12.BM-HR.5	Plan, staff, lead and organize human resources to enhance employee productivity and satisfaction.
9.3.12.BM-HR.6	Plan, monitor and manage day-to-day business activities to foster a healthy and safe work environment.
9.3.12.BM-HR.7	Plan, organize and implement compensation, benefits, health and safety programs.
PATHWAY:	OPERATIONS MANAGEMENT (BM-OP)
9.3.12.BM-OP.1	Describe and follow laws and regulations affecting business operations and transactions.
9.3.12.BM-OP.2	Develop and maintain positive customer relationships.
9.3.12.BM-OP.3	Apply inventory tracking systems to facilitate operational controls.
9.3.12.BM-OP.4	Plan, monitor and manage day-to-day business activities to maintain and improve operational functions.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
EDUCATION & TRAINING CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	EDUCATION & TRAINING (ED)
9.3.12.ED.1	Apply communication skills with students, parents and other groups to enhance learning and a commitment to learning.
9.3.12.ED.2	Demonstrate effective oral, written and multimedia communication in multiple formats and contexts.
9.3.12.ED.3	Use critical thinking to process educational communications, perspectives, policies and/or procedures.
9.3.12.ED.4	Evaluate and manage risks to safety, health and the environment in education and training settings.
9.3.12.ED.5	Demonstrate group collaboration skills to enhance professional education and training practice.
9.3.12.ED.6	Analyze ethical and legal policies of professional education and training practice.
9.3.12.ED.7	Explain legal rights that apply to individuals and practitioners within education and training settings.
9.3.12.ED.8	Demonstrate ethical and legal behavior within and outside of education and training settings.
9.3.21.ED.9	Describe state-specific professional development requirements to maintain employment and to advance in an education and training career.
9.3.12.ED.10	Apply organizational skills and logic to enhance professional education and training practice.
9.3.12.ED.11	Demonstrate group management skills that enhance professional education and training practice.
PATHWAY:	ADMINISTRATION & ADMINISTRATION SUPPORT (ED-ADM)
9.3.12.ED-ADM.1	Use research-based practices to develop, communicate and enlist support for a vision of success for all learners.
9.3.12.ED-ADM.2	Identify behaviors necessary for developing and sustaining a positive learning culture.
9.3.12.ED-ADM.3	Create instructional programs to meet the learning organization's objectives.
9.3.12.ED-ADM.4	Identify instructional practices that meet the learning organization's objectives.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
EDUCATION & TRAINING CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.ED-ADM.5	Model leadership skills for personnel in order to improve the performance of the learning organization.
9.3.12.ED-ADM.6	Identify operations to meet the learning organization’s objectives.
9.3.12.ED-ADM.7	Plan strategically to meet the learning organization’s objectives.
9.3.12.ED-ADM.8	Apply internal and external resources to meet the learning organization’s objectives and learner needs.
9.3.12.ED-ADM.9	Describe advocacy strategies to promote the learning organization’s needs.
PATHWAY:	PROFESSIONAL SUPPORT SERVICES (ED-PS)
9.3.12.ED-PS.1	Identify strategies, techniques and tools used to determine the needs of diverse learners.
9.3.12.ED-PS.2	Implement methods to enhance learner success.
9.3.12.ED-PS.3	Identify resources and support services to meet learners’ needs.
9.3.12.ED-PS.4	Identify resources and support services available in the learning organization to enhance the learning environment.
PATHWAY:	TEACHING/TRAINING (ED-TT)
9.3.12.ED-TT.1	Use foundational knowledge of subject matter to plan and prepare effective instruction and design courses or programs.
9.3.12.ED-TT.2	Employ knowledge of learning and developmental theory to describe individual learners.
9.3.12.ED-TT.3	Use content knowledge and skills of instruction to develop standards-based goals and assessments.
9.3.12.ED-TT.4	Identify materials and resources needed to support instructional plans.
9.3.12.ED-TT.5	Establish a positive climate to promote learning.
9.3.12.ED-TT.6	Identify motivational, social and psychological practices that guide personal conduct.
9.3.12.ED-TT.7	Demonstrate organizational and relationship building skills used to manage instructional activities and related procedures.
9.3.12.ED-TT.8	Demonstrate flexibility and adaptability in instructional planning.
9.3.12.ED-TT.9	Utilize assessment and evaluation tools and data to advance learner achievement and adjust instructional plans.

9.3 – Career & Technical Education (CTE)
Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
EDUCATION & TRAINING CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.ED-TT.10	Evaluate teaching and training performance indicators to determine and improve effectiveness of instructional practices and professional development.
9.3.12.ED-TT.11	Implement strategies to maintain relationships with others to increase support for the organization.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
FINANCE CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	FINANCE (FN)
9.3.12.FN.1	Utilize mathematical concepts, skills and problem solving to obtain necessary information for decision making in the finance industry.
9.3.12.FN.2	Utilize tools, strategies and systems to plan, monitor, manage and maintain the use of financial resources.
9.3.12.FN.3	Plan, staff, lead and organize human resources in finance to enhance employee productivity and job satisfaction.
9.3.12.FN.4	Determine effective tools, techniques and systems to communicate and deliver value to finance customers.
9.3.12.FN.5	Create and maintain positive, ongoing relationships with finance customers.
9.3.12.FN.6	Plan, monitor and manage day-to-day activities to ensure effective and efficient finance operations.
9.3.12.FN.7	Implement safety, health and environmental controls to ensure a safe and productive finance work workplace.
9.3.12.FN.8	Describe and follow laws, regulations and ethical standards that affect finance operations and transactions.
9.3.12.FN.9	Plan, manage and maintain the use of financial resources to protect solvency.
9.3.12.FN.10	Plan, organize and manage a finance organization/department.
9.3.12.FN.11	Plan, monitor and manage day-to-day activities required to sustain continued business functioning.
9.3.12.FN.12	Access, evaluate and disseminate financial information to enhance financial decision-making processes.
9.3.12.FN.13	Manage a financial product or service mix in order to respond to market opportunities.
9.3.12.FN.14	Employ financial risk-management strategies and techniques used to minimize business loss.
PATHWAY:	ACCOUNTING (FN-ACT)
9.3.12.FN-ACT.1	Describe and follow laws and regulations to manage accounting operations and transactions.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
FINANCE CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.FN-ACT.2	Utilize accounting tools, strategies and systems to plan, monitor, manage and maintain the use of financial resources.
9.3.12.FN-ACT.3	Process, evaluate and disseminate financial information to assist business decision making.
9.3.12.FN-ACT.4	Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop an accounting career.
PATHWAY:	BANKING SERVICES (FN-BNK)
9.3.12.FN-BNK.1	Describe and follow laws and regulations to manage business operations and transactions in the banking services industry.
9.3.12.FN-BNK.2	Create and maintain positive, ongoing relationships with banking customers.
9.3.12.FN-BNK.3	Manage the use of financial resources to enhance banking performance.
9.3.12.FN-BNK.4	Demonstrate the use of banking technology and equipment.
9.3.12.FN-BNK.5	Plan, monitor and manage the day-to-day activities within a banking organization to ensure secure operations.
9.3.12.FN-BNK.6	Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in banking services.
9.3.12.FN-BNK.7	Determine client needs and wants and respond through planned, personalized communication to guide purchase decisions and enhance future business opportunities in banking services.
PATHWAY:	BUSINESS FINANCE (FN-BF)
9.3.12.FN-BF.1	Describe and follow laws and regulations to manage business operations and transactions in corporate finance.
9.3.12.FN-BF.2	Manage the use of financial resources to ensure business stability.
9.3.12.FN-BF.3	Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop in a corporate finance career.
9.3.12.FN-BF.4	Employ risk-management strategies and techniques in corporate finance to minimize business loss.
PATHWAY:	INSURANCE (FN-INS)
9.3.12.FN-INS.1	Describe and follow laws and regulations to manage business operations and transactions in the insurance industry.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
FINANCE CAREER CLUSTER[®]	
Number	Standard Statement
9.3.12.FN-INS.2	Plan, monitor and manage day-to-day insurance organization activities.
9.3.12.FN-INS.3	Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in insurance.
9.3.12.FN-INS.4	Demonstrate underwriting techniques and strategies to evaluate the risk posed by potential insurance clients.
9.3.12.FN-INS.5	Determine client needs and wants and respond through planned, personalized communication to guide purchase decisions and enhance future insurance business opportunities.
PATHWAY:	SECURITIES & INVESTMENTS (FN-SEC)
9.3.12.FN-SEC.1	Describe and follow laws and regulations to manage business operations and transactions in the securities and investments industry.
9.3.12.FN-SEC.2	Manage the use of financial resources to perform key duties in the securities and investments industry.
9.3.12.FN-SEC.3	Plan, monitor and manage day-to-day securities and investments operations.
9.3.12.FN-SEC.4	Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop in a securities and investments career.
9.3.12.FN-SEC.5	Determine client needs and wants and respond through planned, personalized communication to guide purchase decisions and enhance future securities and investments opportunities.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
GOVERNMENT & PUBLIC ADMINISTRATION CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	GOVERNMENT & PUBLIC ADMINISTRATION (GV)
9.3.GV.1	Explain the purpose and functions of government and public administration and the application of democratic principles in the process of governmental and administrative policymaking.
9.3.GV.2	Analyze the systemic relationships of government and public administration agencies.
9.3.GV.3	Describe health, safety and environmental management systems, as well as policies and procedures in government and public administration agencies.
9.3.GV.4	Describe the implementation of plans and policies to respond to public health, safety and environmental needs in government and public administration agencies.
9.3.GV.5	Describe career opportunities and the means to achieve those opportunities in each of the Government & Public Administration Career Pathways.
9.3.GV.6	Explain the administration of human, financial, material and information resources in government and public administration agencies.
PATHWAY:	FOREIGN SERVICE (GV-FIR)
9.3.GV-FIR.1	Apply the knowledge acquired from history, law, geography, science, language studies, social sciences (including economic and political science), business, foreign policy and culture to perform diplomatic functions.
9.3.GV-FIR.2	Describe the laws, customs and current administrative practices of the United States and host countries used to manage administrative, social and policy matters.
9.3.GV-FIR.3	Describe the application of United States and host country laws, regulations, policies and procedures used to manage consular administrative matters.
9.3.GV-FIR.4	Describe the application of host country laws, customs and effective administrative practices used to manage the conduct of diplomatic operations.
PATHWAY:	GOVERNANCE (GV-GOV)
9.3.GV-GOV.1	Employ research skills to gather and document factual information, analyze data and interpret statistics applicable to matters of public policy.
9.3.GV-GOV.2	Develop and articulate reasoned, persuasive arguments to support public policy options or positions.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
GOVERNMENT & PUBLIC ADMINISTRATION CAREER CLUSTER[®]	
Number	Standard Statement
9.3.GV-GOV.3	Select and apply appropriate political processes to gain consensus for the resolution of differing opinions and positions.
9.3.GV-GOV.4	Advocate to gain support for new laws, regulations, ordinances, programs or procedures; alternatively, advocate to gain support to reform or revoke existing laws, regulations, ordinances, programs or procedures.
PATHWAY:	NATIONAL SECURITY (GV-SEC)
9.3.GV-SEC.1	Instruct persons who will perform tasks relating to national homeland security.
9.3.GV-SEC.2	Describe the appropriate duties, responsibilities and authority of a national security agency's personnel at all levels.
9.3.GV-SEC.3	Describe the leadership characteristics necessary to ensure compliance with rules of engagement and applicable ethical standards.
9.3.GV-SEC.4	Collect and analyze information from within and outside the United States to assess threats and opportunities regarding national security.
9.3.GV-SEC.5	Develop strategies to defend against and respond to the effects of chemical, biological, radiological, nuclear (CBRN) or other emergent events.
PATHWAY:	PLANNING (GV-PLN)
9.3.GV-PLN.1	Explain the planning process used to support the development and implementation of new and updated plans, programs and regulations for government and public administration agencies.
9.3.GV-PLN.2	Develop a comprehensive and focused strategic planning process for government and public administration agencies to manage change.
9.3.GV-PLN.3	Select and apply appropriate political processes to gain consensus for the resolution of differing opinions and positions.
9.3.GV-PLN.4	Advocate to gain support for new laws, regulations, ordinances, programs or procedures; alternatively, advocate to gain support to reform or revoke existing laws, regulations, ordinances, programs or procedures.
PATHWAY:	PUBLIC MANAGEMENT & ADMINISTRATION (GV-MGT)
9.3.GV-MGT.1	Describe the organization of a government or public administration department or agency.
9.3.GV-MGT.2	Design strategies to maximize the potential of a government or public administration department or agency to meet its vision, mission and goals.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
GOVERNMENT & PUBLIC ADMINISTRATION CAREER CLUSTER[®]	
Number	Standard Statement
9.3.GV-MGT.3	Utilize fiscal management skills to manage budget and allocation processes to ensure that resources are applied in a manner consistent with the department or agency’s vision, mission and goals.
9.3.GV-MGT.4	Facilitate the flow of ideas and information to keep the department or agency and its constituency informed of policies and operations.
9.3.GV-MGT.5	Create plans that utilize department or agency expertise to help elected officials and others identify, implement and achieve common goals and objectives.
9.3.GV-MGT.6	Use analysis, planning and fiscal services to fund department or agency priorities.
9.3.GV-MGT.7	Describe ethical and fiscally responsible procurement systems and procedures used to meet department or agency needs.
9.3.GV-MGT.8	Prepare procurement requirements, procedures and solicitations for bids or proposals.
9.3.GV-MGT.9	Evaluate bids and proposals consistent with the requirements of the procurement process.
9.3.GV-MGT.10	Describe the oversight of awarded contracts to ensure the ethical and optimal use of public funds.
9.3.GV-MGT.11	Describe laws and policies that are used to protect or disclose information.
9.3.GV-MGT.12	Develop strategies that encourage a creative and innovative environment in a government or public administration department or agency.
PATHWAY:	REGULATION (GV-REG)
9.3.GV-REG.1	Describe enforcement of compliance with legal requirements and regulatory standards.
PATHWAY:	REVENUE & TAXATION (GV-REV)
9.3.GV-REV.1	Examine evidence and ensure revenue compliance by interpreting applicable laws, applying appropriate investigative principles and following relevant procedures.
9.3.GV-REV.2	Acquire, analyze and disseminate information to facilitate clear and accurate communication with revenue and taxation stakeholders.
9.3.GV-REV.3	Design, develop, operate and review data analysis systems and procedures to minimize and eliminate revenue-related financial problems.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
HEALTH SCIENCE CAREER CLUSTER[®]	
Number	Standard Statement
<i>At the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	HEALTH SCIENCE (HL)
9.3.HL.1	Determine academic subject matter, in addition to high school graduation requirements, necessary for pursuing a health science career.
9.3.HL.2	Explain the healthcare workers' role within their department, their organization and the overall healthcare system.
9.3.HL.3	Identify existing and potential hazards to clients, coworkers, visitors and self in the healthcare workplace.
9.3.HL.4	Evaluate the roles and responsibilities of individual members as part of the healthcare team and explain their role in promoting the delivery of quality health care.
9.3.HL.5	Analyze the legal and ethical responsibilities, limitations and implications of actions within the healthcare workplace.
9.3.HL.6	Evaluate accepted ethical practices with respect to cultural, social and ethnic differences within the healthcare workplace.
PATHWAY:	BIOTECHNOLOGY RESEARCH & DEVELOPMENT (HL-BRD)
9.3.HL-BRD.1	Summarize the goals of biotechnology research and development within legal and ethical protocols.
9.3.HL-BRD.2	Apply the fundamentals of biochemistry, cell biology, genetics, mathematical concepts, microbiology, molecular biology, organic chemistry and statistics to conduct effective biotechnology research and development of products.
9.3.HL-BRD.3	Demonstrate basic knowledge of recombinant DNA, genetic engineering, bioprocessing, monoclonal antibody production, nanotechnology, bioinformatics, genomics, proteomics and transcriptomics to conduct biotechnology research and development.
9.3.HL-BRD.4	Demonstrate the principles of solution preparation, sterile techniques, contamination control, and measurement and calibration of instruments used in biotechnology research.
9.3.HL-BRD.5	Determine processes for product design and production and how that work contributes to an understanding of the biotechnology product development process.
9.3.HL-BRD.6	Summarize and explain the larger ethical, moral and legal issues related to biotechnology research, product development and use in society.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
HEALTH SCIENCE CAREER CLUSTER[®]	
Number	Standard Statement
PATHWAY:	<i>DIAGNOSTIC SERVICES (HL-DIA)</i>
9.3.HL-DIA.1	Communicate key diagnostic information to healthcare workers and patients in an accurate and timely manner.
9.3.HL-DIA.2	Assess and report patient's/client's health status in order to monitor and document patient progress.
9.3.HL-DIA.3	Demonstrate the principles of body mechanics for positioning, transferring and transporting of patients/clients, and perform them without injury to the patient/client or self.
9.3.HL-DIA.4	Explain procedures and goals to the patient/client accurately and effectively, using strategies to respond to questions and concerns.
9.3.HL-DIA.5	Select, demonstrate and interpret diagnostic procedures.
PATHWAY:	<i>HEALTH INFORMATICS (HL-HI)</i>
9.3.HL-HI.1	Communicate health information accurately and within legal and regulatory guidelines, upholding the strictest standards of confidentiality.
9.3.HL-HI.2	Describe the content and diverse uses of health information.
9.3.HL-HI.3	Demonstrate the use of systems used to capture, retrieve and maintain confidential health information from internal and external sources.
PATHWAY:	<i>SUPPORT SERVICES (HL-SUP)</i>
9.3.HL-SUP.1	Describe, differentiate and safely perform the responsibilities of healthcare support services roles.
9.3.HL-SUP.2	Demonstrate work practices that maintain a clean and healthy healthcare facility to reduce or eliminate pathogenic organisms.
9.3.HL-SUP.3	Follow established internal and external guidelines in order to provide high-quality, effective support services in the healthcare facility.
9.3.HL-SUP.4	Maximize available resources for proper care and use of healthcare equipment and materials.
9.3.HL-SUP.5	Implement healthcare facility standards in order to maintain high-quality healthcare facilities.
PATHWAY:	<i>THERAPEUTIC SERVICES HL-THR</i>
9.3.HL-THR.1	Utilize communication strategies to answer patient/client questions and concerns on planned procedures and goals.

**9.3 – Career & Technical Education (CTE)
Content Area: 21st Century Life and Careers**

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
HEALTH SCIENCE CAREER CLUSTER[®]	
Number	Standard Statement
9.3.HL-THR.2	Communicate patient/client information among healthcare team members to facilitate a team approach to patient care.
9.3.HL-THR.3	Utilize processes for assessing, monitoring and reporting patient's/clients' health status to the treatment team within protocol and scope of practice.
9.3.HL-THR.4	Evaluate patient/client needs, strengths and problems in order to determine if treatment goals are being met.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA	9.3 CAREER AND TECHNICAL EDUCATION
HOSPITALITY & TOURISM CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	HOSPITALITY & TOURISM (HT)
9.3.HT.1	Describe the key components of marketing and promoting hospitality and tourism products and services.
9.3.HT.2	Evaluate the nature and scope of the Hospitality & Tourism Career Cluster and the role of hospitality and tourism in society and the economy.
9.3.HT.3	Demonstrate hospitality and tourism customer service skills that meet customers' needs.
9.3.HT.4	Describe employee rights and responsibilities and employers' obligations concerning occupational health and safety in the hospitality and tourism workplace.
9.3.HT.5	Identify potential, real and perceived hazards and emergency situations and determine the appropriate safety and security measures in the hospitality and tourism workplace.
9.3.HT.6	Describe career opportunities and means to attain those opportunities in each of the Hospitality & Tourism Career Pathways.
PATHWAY:	LODGING (HT-LOD)
9.3.HT-LOD.1	Use various communication technologies to accomplish work tasks in lodging facilities.
9.3.HT-LOD.2	Explain the role and importance of housekeeping operations to lodging facility.
9.3.HT-LOD.3	Allocate staff positions to meet the needs of various lodging departments.
9.3.HT-LOD.4	Describe the role and responsibilities of lodging managers.
9.3.HT-LOD.5	Compare the advantages and disadvantages of independently owned and chain-affiliated lodging facilities.
9.3.HT-LOD.6	Analyze the departmental interrelationships of a lodging facility.
9.3.HT-LOD.7	Explain various check-in and check-out procedures used in the lodging industry.
9.3.HT-LOD.8	Understand reservation procedures used in the lodging industry.
9.3.HT-LOD.9	Explain how room access policies and procedures ensure guest safety and minimize risks to the lodging facility.
9.3.HT-LOD.10	Explain how cash control procedures are used in the lodging industry.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA	9.3 CAREER AND TECHNICAL EDUCATION
HOSPITALITY & TOURISM CAREER CLUSTER[®]	
Number	Standard Statement
9.3.HT-LOD.11	Explain how guests and property are protected to minimize losses or liabilities in the lodging facility.
9.3.HT-LOD.12	Explain the basic legal issues in lodging management.
PATHWAY:	RECREATION, AMUSEMENTS & ATTRACTIONS (HT-REC)
9.3.HT-REC.1	Describe career opportunities in the Recreation, Amusements & Attractions Career Pathway.
9.3.HT-REC.2	Explain admission and traffic control procedures used to manage and control individuals, groups and vehicles in recreation, amusement and attraction venues.
9.3.HT-REC.3	Determine the maintenance and technology needs for various recreation, amusement and attraction venues.
9.3.HT-REC.4	Describe safety and security issues unique to the Recreation, Amusements & Attractions Career Pathway.
9.3.HT-REC.5	Compile a resource base to manage emergency situations in recreation, amusement and attraction venues.
9.3.HT-REC.6	Identify safety and security issues for recreation, amusement and attraction venues that might require customer education.
9.3.HT-REC.7	Compare different ticket sales options to maximize revenue for recreation, amusement and attraction venues.
9.3.HT-REC.8	Describe the types of information and directions a guest would need at a recreation, amusement and attraction entry point.
9.3.HT-REC.9	Develop marketing strategies for recreation, amusement and attractions venues.
9.3.HT-REC.10	Analyze the merchandising, program and product potential for different recreation, amusement and attraction venues.
9.3.HT-REC.11	Compare and contrast various types of recreation, amusement and attraction venues.
PATHWAY:	RESTAURANTS & FOOD/ BEVERAGE SERVICES (HT-RFB)
9.3.HT-RFB.1	Describe ethical and legal responsibilities in food and beverage service facilities.
9.3.HT-RFB.2	Demonstrate safety and sanitation procedures in food and beverage service facilities.
9.3.HT-RFB.3	Use information from cultural and geographical studies to guide customer service decisions in food and beverage service facilities.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

<i>CONTENT AREA</i>	9.3 CAREER AND TECHNICAL EDUCATION
HOSPITALITY & TOURISM CAREER CLUSTER[®]	
Number	Standard Statement
9.3.HT-RFB.4	Demonstrate leadership qualities and collaboration with others.
9.3.HT-RFB.5	Research costs, pricing, market demands and marketing strategies to manage profitability in food and beverage service facilities.
9.3.HT-RFB.6	Explain the benefits of the use of computerized systems to manage food service operations and guest service.
9.3.HT-RFB.7	Utilize technical resources for food services and beverage operations to update or enhance present practice.
9.3.HT-RFB.8	Implement standard operating procedures related to food and beverage production and guest service.
9.3.HT-RFB.9	Describe career opportunities and qualifications in the restaurant and food service industry.
9.3.HT-RFB.10	Apply listening, reading, writing and speaking skills to enhance operations and customer service in food and beverage service facilities.
<i>PATHWAY:</i>	<i>TRAVEL & TOURISM (HT-TT)</i>
9.3.HT-TT.1	Apply information about time zones, seasons and domestic and international maps to create or enhance travel.
9.3.HT-TT.2	Apply unit and time conversion skills to develop travel schedules and compute cost, distance and time (including travel time) factors.
9.3.HT-TT.3	Analyze cultural diversity factors to enhance travel planning.
9.3.HT-TT.4	Assess the potential (real and perceived) hazards related to multiple environments, and recommend appropriate safety, health and security measures for travelers.
9.3.HT-TT.5	Develop a safety and security plan containing proactive and reactive solutions to manage emergency situations for travelers and staff.
9.3.HT-TT.6	Use common travel and tourism terminology used to communicate within the industry.
9.3.HT-TT.7	Customize travel with diverse transportation, lodging, cruise and food options.
9.3.HT-TT.8	Compare and contrast services and products from related industries to understand and evaluate how they impact the delivery of travel and tourism products and services to customers.
9.3.HT-TT.9	Identify the community elements necessary to maintain cooperative tourism development efforts.

9.3 – Career & Technical Education (CTE)
Content Area: 21st Century Life and Careers

CONTENT AREA	9.3 CAREER AND TECHNICAL EDUCATION
HOSPITALITY & TOURISM CAREER CLUSTER[®]	
Number	Standard Statement
9.3.HT-TT.10	Develop a travel product that matches customer needs, wants and expectations.
9.3.HT-TT.11	Design promotional packages to effectively market travel and tourism.
9.3.HT-TT.12	Select the most effective communication technique and media venue to convey travel marketing information to a target audience.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
HUMAN SERVICES CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	HUMAN SERVICES (HU)
9.3.HU.1	Evaluate principles of planning, development, implementation and evaluation to accomplish long-range goals in the human services.
9.3.HU.2	Evaluate the role of the family, community and human services in society and the economy.
9.3.HU.3	Use effective communication with human services clients and their families.
9.3.HU.4	Demonstrate ethical and legal conduct in human services settings.
9.3.HU.5	Evaluate career opportunities in each of the Human Services Career Pathways.
9.3.HU.6	Explain how human development principles enhance the wellbeing of individuals and families.
PATHWAY:	CONSUMER SERVICES (HU-CSM)
9.3.HU-CSM.1	Summarize necessary credentials, licensures or state-specific requirements to prepare for a career in consumer services.
9.3.HU-CSM.2	Communicate product or equipment features that meet the needs of clients and consumers.
9.3.HU-CSM.3	Make consumer services recommendations meeting the needs of clients or customers.
9.3.HU-CSM.4	Analyze financial/economic situations when making recommendations about consumer services.
9.3.HU-CSM.5	Use standard business processes or procedures to create consumer service information and facilitate client interactions.
9.3.HU-CSM.6	Use a variety of methods to educate audiences about consumer services.
9.3.HU-CSM.7	Demonstrate knowledge of ethical and legal responsibilities associated with providing consumer services.
9.3.HU-CSM.8	Apply business procedures and utilize equipment and facilities to produce satisfying client outcomes.
PATHWAY:	COUNSELING & MENTAL HEALTH SERVICES (HU-CMH)
9.3.HU-CMH.1	Use clear written, spoken and nonverbal messages when communicating with clients about mental health services and the counseling process.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
HUMAN SERVICES CAREER CLUSTER[®]	
Number	Standard Statement
9.3.HU-CMH.2	Utilize functional and specialized assessments to evaluate needs and solutions for counseling and mental health.
9.3.HU-CMH.3	Evaluate client motivation, strengths and weaknesses to develop a client treatment program.
9.3.HU-CMH.4	Demonstrate knowledge of an operational mental health or counseling program that meets organizational goals.
9.3.HU-CMH.5	Demonstrate the ethical and legal responsibilities of counseling and mental health services.
9.3.HU-CMH.6	Choose appropriate counseling and therapy techniques to serve identified needs.
PATHWAY:	EARLY CHILDHOOD DEVELOPMENT & SERVICES (HU-ED)
9.3.HU-ED.1	Demonstrate communication techniques with children to facilitate ongoing development and enhance learning.
9.3.HU-ED.2	Communicate effectively with fellow staff members to facilitate child development activities.
9.3.HU-ED.3	Maintain working knowledge of child development licensing and certification organizations to keep abreast of current procedures and changes.
9.3.HU-ED.4	Create and maintain relationships between staff and parents/family members to encourage involvement and facilitate child development and learning.
9.3.HU-ED.5	Evaluate safety and sanitation procedures associated with the early childhood education environment to assure compliance and prevent potential hazards.
9.3.HU-ED.6	Adhere to ethical and legal responsibilities, laws and regulations to protect children and families.
9.3.HU-ED.7	Apply principles of child growth and development, including social, emotional, physical and cognitive milestones, to provide comprehensive program offerings.
9.3.HU-ED.8	Evaluate curriculum for inclusiveness of children with special needs.
PATHWAY:	FAMILY & COMMUNITY SERVICES (HU-FAM)
9.3.HU-FAM.1	Use formal and informal assessment practices to create and evaluate a prevention and/or treatment plan.
9.3.HU-FAM.2	Identify community resources to provide family and community services.
9.3.HU-FAM.3	Communicate effectively to gain support from the client’s family and other support groups.

9.3 – Career & Technical Education (CTE)

Content Area: 21st Century Life and Careers

CONTENT AREA:	STANDARD 9.3 CAREER AND TECHNICAL EDUCATION
HUMAN SERVICES CAREER CLUSTER[®]	
Number	Standard Statement
9.3.HU-FAM.4	Comply with laws and procedures that govern abuse, neglect, confidentiality and other health and safety situations.
9.3.HU-FAM.5	Evaluate crisis prevention, intervention and resolution techniques to formulate emergency plans.
PATHWAY:	PERSONAL CARE SERVICES (HU-PC)
9.3.HU-PC.1	Analyze basic principles of biology, chemistry and human anatomy for safe and effective utilization and selection of personal care products and services.
9.3.HU-PC.2	Evaluate an individualized personal care plan that reflects client preferences, needs and interests for a course of treatment/action.
9.3.HU-PC.3	Utilize data and information to maintain electronic records of client services and make recommendations for personal care services.
9.3.HU-PC.4	Demonstrate policies and procedures to achieve a safe and healthy environment for personal care services.
9.3.HU-PC.5	Develop organizational policies, procedures and regulations that establish personal care organization priorities, accomplish the mission, and provide high-quality service to a diverse set of clients and families.
9.3.HU-PC.6	Identify personal care business opportunities enhanced by community involvement, self-improvement and current trends.
9.3.HU-PC.7	Apply methods of obtaining feedback to understand expectations and promote high-quality personal care services standards.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3: CAREER AND TECHNICAL EDUCATION
INFORMATION TECHNOLOGY CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®] :	INFORMATION TECHNOLOGY (IT)
9.3.IT.1	Demonstrate effective professional communication skills and practices that enable positive customer relationships.
9.3.IT.2	Use product or service design processes and guidelines to produce a quality information technology (IT) product or service.
9.3.IT.3	Demonstrate the use of cross-functional teams in achieving IT project goals.
9.3.IT.4	Demonstrate positive cyber citizenry by applying industry accepted ethical practices and behaviors.
9.3.IT.5	Explain the implications of IT on business development.
9.3.IT.6	Describe trends in emerging and evolving computer technologies and their influence on IT practices.
9.3.IT.7	Perform standard computer backup and restore procedures to protect IT information.
9.3.IT.8	Recognize and analyze potential IT security threats to develop and maintain security requirements.
9.3.IT.9	Describe quality assurance practices and methods employed in producing and providing quality IT products and services.
9.3.IT.10	Describe the use of computer forensics to prevent and solve information technology crimes and security breaches.
9.3.IT.12	Demonstrate knowledge of the hardware components associated with information systems.
9.3.IT.13	Compare key functions and applications of software and determine maintenance strategies for computer systems.
PATHWAY:	INFORMATION SUPPORT & SERVICES (IT-SUP)
9.3.IT-SUP.1	Provide technology support to maintain service.
9.3.IT-SUP.2	Manage operating systems and software applications, including maintenance of upgrades, patches and service packs.
9.3.IT-SUP.3	Apply appropriate troubleshooting techniques in resolving computer hardware, software and configuration problems.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3: CAREER AND TECHNICAL EDUCATION
INFORMATION TECHNOLOGY CAREER CLUSTER[®]	
Number	Standard Statement
9.3.IT-SUP.4	Perform installation, configuration and maintenance of operating systems.
9.3.IT-SUP.5	Demonstrate the use of networking concepts to develop a network.
9.3.IT-SUP.6	Evaluate the effectiveness of an information system.
9.3.IT-SUP.7	Employ system installation and maintenance skills to setup and maintain an information system.
9.3.IT-SUP.8	Employ system administration and control skills to monitor the performance of an information system.
9.3.IT-SUP.9	Employ technical writing and documentation skills in support of an information system.
9.3.IT-SUP.10	Apply quality assurance processes to maximize information system operation.
PATHWAY:	NETWORK SYSTEMS (IT-NET)
9.3.IT-NET.1	Analyze customer or organizational network system needs and requirements.
9.3.IT-NET.2	Analyze wired and wireless network systems to determine if they meet specifications (e.g., IEEE, power and security).
9.3.IT-NET.3	Design a network system using technologies, tools and standards.
9.3.IT-NET.4	Perform network system installation and configuration.
9.3.IT-NET.5	Perform network administration, monitoring and support to maintain a network system.
PATHWAY:	PROGRAMMING & SOFTWARE DEVELOPMENT (IT-PRG)
9.3.IT-PRG.1	Analyze customer software needs and requirements.
9.3.IT-PRG.2	Demonstrate the use of industry standard strategies and project planning to meet customer specifications.
9.3.IT-PRG.3	Analyze system and software requirements to ensure maximum operating efficiency.
9.3.IT-PRG.4	Demonstrate the effective use of software development tools to develop software applications.
9.3.IT-PRG.5	Apply an appropriate software development process to design a software application.
9.3.IT-PRG.6	Program a computer application using the appropriate programming language.
9.3.IT-PRG.7	Demonstrate software testing procedures to ensure quality products.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3: CAREER AND TECHNICAL EDUCATION
INFORMATION TECHNOLOGY CAREER CLUSTER[®]	
Number	Standard Statement
9.3.IT-PRG.8	Perform quality assurance tasks as part of the software development cycle.
9.3.IT-PRG.9	Perform software maintenance and customer support functions.
9.3.IT-PRG.10	Design, create and maintain a database.
PATHWAY:	WEB & DIGITAL COMMUNICATIONS (IT-WD)
9.3.IT-WD.1	Analyze customer requirements to design and develop a Web or digital communication product.
9.3.IT-WD.2	Apply the design and development process to produce user-focused Web and digital communications solutions.
9.3.IT-WD.3	Write product specifications that define the scope of work aligned to customer requirements.
9.3.IT-WD.4	Demonstrate the effective use of tools for digital communication production, development and project management.
9.3.IT-WD.5	Develop, administer and maintain Web applications.
9.3.IT-WD.6	Design, create and publish a digital communication product based on customer needs.
9.3.IT-WD.7	Evaluate the functionality of a digital communication product using industry accepted techniques and metrics.
9.3.IT-WD.8	Implement quality assurance processes to deliver quality digital communication products and services.
9.3.IT-WD.9	Perform maintenance and customer support functions for digital communication products.
9.3.IT-WD.10	Comply with intellectual property laws, copyright laws and ethical practices when creating Web/digital communications.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers should be able to:</i>	
CAREER CLUSTER[®]:	LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY (LW)
9.3.LW.1	Analyze the nature and scope of the Law, Public Safety, Corrections & Security Career Cluster and the role law, public safety, corrections and security play in society and the economy.
9.3.LW.2	Formulate ideas, proposals and solutions to ensure effective and efficient delivery of law, public safety, corrections and/or security services.
9.3.LW.3	Assess and implement measures to maintain safe and healthy working conditions in a law, public safety, corrections and/or security environment.
9.3.LW.4	Conduct law, public safety, corrections and security work tasks in accordance with employee and employer rights, obligations and responsibilities, including occupational safety and health requirements.
9.3.LW.5	Analyze the various laws, ordinances, regulations and organizational rules that apply to careers in law, public safety, corrections and security.
9.3.LW.6	Describe various career opportunities and means to those opportunities in each of the Law, Public Safety, Corrections & Security Career Pathways.
PATHWAY:	CORRECTION SERVICES (LW-COR)
9.3.LW-COR.1	Evaluate the correctional environment for signs of potential problems and/or danger.
9.3.LW-COR.2	Demonstrate leadership roles, responsibilities and collaboration in correctional environments.
9.3.LW-COR.3	Analyze the impact of federal, state and local laws on correctional facilities.
9.3.LW-COR.4	Describe the various roles and impacts of forensics and computer forensics in the resolution of crime in the correctional environment.
9.3.LW-COR.5	Describe the legal, regulatory and organizational guidelines governing the correction services.
9.3.LW-COR.6	Compare and contrast different career fields in the correction services.
9.3.LW-COR.7	Demonstrate effective communication skills (e.g., writing, speaking, active listening and nonverbal communication) in the correctional environment.
9.3.LW-COR.8	Analyze the techniques used to manage crisis situations and resolve conflicts in correctional environments.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY CAREER CLUSTER[®]	
Number	Standard Statement
9.3.LW-COR.9	Demonstrate the protocols regarding the reduction or elimination of sexual harassment or abuse in the correctional environment.
9.3.LW-COR.10	Analyze situations that require the use of force, including deadly force, to determine when varying degrees of force should be utilized in correctional facilities.
9.3.LW-COR.11	Analyze the impact of the Fourth, Fifth, Sixth and Fourteenth Amendments in the correction services environment.
9.3.LW-COR.12	Apply the ethical and legal responsibilities of correctional staff to various situations in the correction services environment.
9.3.LW-COR.13	Describe the knowledge and technical skills needed to carry out the day-to-day operations at a correctional facility.
PATHWAY:	EMERGENCY & FIRE MANAGEMENT SERVICES (LW-EFM)
9.3.LW-EFM.1	Demonstrate effective communication skills (e.g., writing, speaking, listening and nonverbal communication) while utilizing communications equipment and platforms common to emergency and fire management services.
9.3.LW-EFM.2	Manage an incident scene as the first responder using emergency response skills.
9.3.LW-EFM.3	Utilize up-to-date technology equipment and applications to facilitate the management of emergency and fire management situations.
9.3.LW-EFM.4	Demonstrate an understanding of the objectives and a commitment to the mission of emergency and fire management services.
9.3.LW-EFM.5	Execute safety procedures and protocols associated with local, state and federal regulations.
9.3.LW-EFM.6	Develop an organizational professional growth plan including the development of team building and leadership skills within the emergency and fire management environment.
9.3.LW-EFM.7	Describe the legal, regulatory and organizational guidelines governing emergency and fire management services.
9.3.LW-EFM.8	Compare and contrast the different career fields in fire and emergency management services.
9.3.LW-EFM.9	Execute protocols for handling emergency situations that range from minor medical and fire emergencies to area-wide incidents.
9.3.LW-EFM.10	Demonstrate the use and various applications of the equipment commonly used in emergency and fire management services.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY CAREER CLUSTER[®]	
Number	Standard Statement
9.3.LW-EFM.11	Implement an appropriate Incident Command System to effectively manage an incident scene.
9.3.LW-EFM.12	Use common codes and icons to properly handle and transport potentially hazardous substances in fire and medical emergency scenes.
9.3.LW-EFM.13	Implement public relations plans to enhance public awareness and safety in fire and emergency situations.
9.3.LW-EFM.14	Describe the elements and issues involved in using the preparedness and response systems available to manage large-scale disasters.
9.3.LW-EFM.15	Analyze the key functions and techniques of critical infrastructure protection in cases of terrorism and/or natural disasters.
PATHWAY:	LAW ENFORCEMENT SERVICES (LW-ENF)
9.3.LW-ENF.1	Demonstrate effective communication skills (e.g., writing, speaking, listening and nonverbal communication) required in law enforcement.
9.3.LW-ENF.2	Demonstrate proficiency in the operation of communication equipment used in an emergency telecommunications center.
9.3.LW-ENF.3	Utilize anger and conflict management strategies to resolve problems in law enforcement settings.
9.3.LW-ENF.4	Model behaviors that exhibit integrity and commitment to a code of conduct and ethics for law enforcement professionals.
9.3.LW-ENF.5	Analyze the impact of federal, state and local laws on law enforcement procedures.
9.3.LW-ENF.6	Execute established procedures to avoid the violation of the rights guaranteed by the Fourth, Fifth, Sixth and Fourteenth Amendments.
9.3.LW-ENF.7	Manage crime and loss prevention programs in collaboration with the community.
9.3.LW-ENF.8	Explain the appropriate techniques for managing crisis situations in order to maintain public safety.
9.3.LW-ENF.9	Evaluate for the signs of domestic violence, child abuse and neglect.
9.3.LW-ENF.10	Demonstrate the routine day-to-day tasks conducted by various law enforcement agencies.
9.3.LW-ENF.11	Describe law enforcement protocols and procedures designed to handle incidents related to homeland security, terrorism and other disaster situations.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY CAREER CLUSTER[®]	
Number	Standard Statement
9.3.LW-ENF.12	Demonstrate the procedures to properly protect, document and process the crime scene and all related evidence.
9.3.LW-ENF.13	Demonstrate procedures to assist individuals requiring special assistance from law enforcement personnel.
9.3.LW-ENF.14	Describe the behavioral symptoms of drug use and the inherent dangers associated with handling dangerous drugs.
PATHWAY:	LEGAL SERVICES (LW-LEG)
9.3.LW-LEG.1	Demonstrate effective communication skills (e.g., writing, speaking, listening and nonverbal communication) in the legal services environment.
9.3.LW-LEG.2	Interpret nonverbal communication cues in order to discern facts from fabrication.
9.3.LW-LEG.3	Produce written legal materials using writing strategies applicable to the legal services environment.
9.3.LW-LEG.4	Apply information technology tools to perform daily tasks assigned to legal services professionals.
9.3.LW-LEG.5	Analyze the role forensics plays in preventing and solving crimes.
9.3.LW-LEG.6	Use legal terminology to communicate within the legal services community.
9.3.LW-LEG.7	Compare and contrast different career fields in the legal services.
9.3.LW-LEG.8	Analyze the influence of the three branches of the U.S. Government (judicial, legislative and executive) on the legal services.
9.3.LW-LEG.9	Analyze the impact of the Fourth, Fifth, Sixth and Fourteenth Amendments on the provision of legal services.
PATHWAY:	SECURITY & PROTECTIVE SERVICES (LW-SEC)
9.3.LW-SEC.1	Demonstrate effective communications skills (e.g., writing, speaking, listening and nonverbal communication) when communicating security-related directives, technical concepts and other information.
9.3.LW-SEC.2	Utilize conflict resolution skills to resolve conflicts among individuals.
9.3.LW-SEC.3	Compare and contrast the roles, responsibilities, tools and techniques of the criminal justice and security fields.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY CAREER CLUSTER[®]	
Number	Standard Statement
9.3.LW-SEC.4	Describe the legal, regulatory and organizational guidelines governing the security and protective services.
9.3.LW-SEC.5	Analyze the impact of federal, state and local laws on the security and protective services field.
9.3.LW-SEC.6	Apply ethical and legal responsibilities of security and protective services personnel to various situations in the security and protective services field.
9.3.LW-SEC.7	Analyze the impact of the Fourth, Fifth, Sixth and Fourteenth Amendments on the security and protective services.
9.3.LW-SEC.8	Compare and contrast the different career fields in the security and protective services.
9.3.LW-SEC.9	Evaluate the application and relevance of crime prevention concepts and security assessments to security and protective services functions.
9.3.LW-SEC.10	Explain the application of risk management principles to the protection of assets in various settings.
9.3.LW-SEC.11	Describe the importance of utilizing good public relations techniques and building relationships in security and crisis situations.
9.3.LW-SEC.12	Describe the role of security systems in an overall security strategy.
9.3.LW-SEC.13	Explain the duties of security and protective services personnel in terrorism, homeland security and disaster preparedness.
9.3.LW-SEC.14	Apply basic management principles for the effective supervision and management of a security force or an organization's security program.
9.3.LW-SEC.15	Perform the roles and responsibilities of a security officer, including basic incident response.
9.3.LW-SEC.16	Compare types and techniques of security approaches within the public and private sectors.
9.3.LW-SEC.17	Demonstrate the concepts and techniques used to ensure the security of information-based and intangible assets.
9.3.LW-SEC.18	Summarize the importance and roles of intelligence analysis in crime prevention and homeland security.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
MANUFACTURING CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	MANUFACTURING (MN)
9.3.MN.1	Evaluate the nature and scope of the Manufacturing Career Cluster and the role of manufacturing in society and in the economy.
9.3.MN.2	Analyze and summarize how manufacturing businesses improve performance.
9.3.MN.3	Comply with federal, state and local regulations to ensure worker safety and health and environmental work practices.
9.3.MN.4	Describe career opportunities and means to achieve those opportunities in each of the Manufacturing Career Pathways.
9.3.MN.5	Describe government policies and industry standards that apply to manufacturing.
9.3.MN.6	Demonstrate workplace knowledge and skills common to manufacturing.
PATHWAY:	HEALTH, SAFETY, & ENVIRONMENTAL ASSURANCE (MN-HSE)
9.3.MN-HSE.1	Demonstrate the safe use of manufacturing equipment.
9.3.MN-HSE.2	Develop safety plans for production processes that meet health, safety and environmental standards.
9.3.MN-HSE.3	Demonstrate a safety inspection process to assure a healthy and safe manufacturing environment.
9.3.MN-HSE.4	Evaluate a system of health, safety and/or environmental programs, projects, policies or procedures to determine compliance.
9.3.MN-HSE.5	Evaluate continuous improvement protocols and techniques in health, safety and/or environmental practices.
9.3.MN-HSE.6	Conduct job safety and health analysis for manufacturing jobs, equipment and processes.
9.3.MN-HSE.7	Develop the components of a training program based on environmental health and safety regulations.
PATHWAY:	LOGISTICS & INVENTORY CONTROL (MN-LOG)
9.3.MN-LOG.1	Demonstrate positive customer service skills in regard to logistics and inventory control issues.
9.3.MN-LOG.2	Demonstrate proper handling of products and materials in a manufacturing facility.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
MANUFACTURING CAREER CLUSTER[®]	
Number	Standard Statement
9.3.MN-LOG.3	Develop a safety inspection process to assure a healthy and safe manufacturing facility.
9.3.MN-LOG.4	Manage inventory using logistics and control processes and procedures.
PATHWAY:	MAINTENANCE, INSTALLATION, & REPAIR (MN-MIR)
9.3.MN-MIR.1	Demonstrate maintenance skills and proficient operation of equipment to maximize manufacturing performance.
9.3.MN-MIR.2	Demonstrate the safe use of manufacturing equipment to ensure a safe and healthy environment.
9.3.MN-MIR.3	Diagnose equipment problems and effectively repair manufacturing equipment.
9.3.MN-MIR.4	Investigate and employ techniques to maximize manufacturing equipment performance.
9.3.MN-MIR.5	Implement a preventative maintenance schedule to maintain manufacturing equipment, tools and workstations.
9.3.MN-MIR.6	Implement an effective, predictive and preventive manufacturing equipment maintenance program.
PATHWAY:	MANUFACTURING PRODUCTION PROCESS DEVELOPMENT (MN-PPD)
9.3.MN-PPD.1	Produce quality products that meet manufacturing standards and exceed customer satisfaction.
9.3.MN-PPD.2	Research, design and implement alternative manufacturing processes to manage production of new and/or improved products.
9.3.MN-PPD.3	Monitor, promote and maintain a safe and productive workplace using techniques and solutions that ensure safe production of products.
9.3.MN-PPD.4	Implement continuous improvement processes in order to maintain quality within manufacturing production.
9.3.MN-PPD.5	Develop procedures to create products that meet customer needs.
PATHWAY:	PRODUCTION (MN-PRO)
9.3.MN-PRO.1	Diagnose production process problems and take corrective action to meet production quality standards.
9.3.MN-PRO.2	Manage safe and healthy production working conditions and environmental risks.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
MANUFACTURING CAREER CLUSTER[®]	
Number	Standard Statement
9.3.MN-PRO.3	Make continuous improvement recommendations based on results of production process audits and inspections.
9.3.MN-PRO.4	Coordinate work teams when producing products to enhance production process and performance.
9.3.MN-PRO.5	Demonstrate the safe use of manufacturing equipment.
PATHWAY:	QUALITY ASSURANCE (MN-QA)
9.3.MN-QA.1	Evaluate production operations for product and process quality.
9.3.MN-QA.2	Recommend and implement continuous improvement in manufacturing processes.
9.3.MN-QA.3	Coordinate work teams to create a product that meets quality assurance standards.
9.3.MN-QA.4	Employ project management processes using data and tools to deliver quality, value-added products.
9.3.MN-QA.5	Perform safety inspections and training to ensure a safe and healthy workplace.
9.3.MN-QA.6	Implement continuous improvement processes to maintain quality products.
9.3.MN-QA.7	Identify inspection processes that ensure products meet quality specifications.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT:	9.3 CAREER AND TECHNICAL EDUCATION
MARKETING CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers will be able to:</i>	
CAREER CLUSTER[®]:	MARKETING (MK)
9.3.MK.1	Describe the impact of economics, economics systems and entrepreneurship on marketing.
9.3.MK.2	Implement marketing research to obtain and evaluate information for the creation of a marketing plan.
9.3.MK.3	Plan, monitor, manage and maintain the use of financial resources for marketing activities.
9.3.MK.4	Plan, monitor and manage the day-to-day activities required for continued marketing business operations.
9.3.MK.5	Describe career opportunities and the means to achieve those opportunities in each of the Marketing Career Pathways.
9.3.MK.6	Select, monitor and manage sales and distribution channels.
9.3.MK.7	Determine and adjust prices to maximize return while maintaining customer perception of value.
9.3.MK.8	Obtain, develop, maintain and improve a product or service mix in response to market opportunities.
9.3.MK.9	Communicate information about products, services, images and/or ideas to achieve a desired outcome.
9.3.MK.10	Use marketing strategies and processes to determine and meet client needs and wants.
PATHWAY:	MARKETING COMMUNICATIONS (MK-COM)
9.3.MK-COM.1	Apply techniques and strategies to convey ideas and information through marketing communications.
9.3.MK-COM.2	Plan, manage and monitor day-to-day activities of marketing communications operations.
9.3.MK-COM.3	Access, evaluate and disseminate information to enhance marketing decision-making processes.
9.3.MK-COM.4	Obtain, develop, maintain and improve a marketing communications product or service mix to respond to market opportunities.
9.3.MK-COM.5	Communicate information about products, services, images and/or ideas to achieve a desired outcome.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT:	9.3 CAREER AND TECHNICAL EDUCATION
MARKETING CAREER CLUSTER[®]	
Number	Standard Statement
PATHWAY:	MARKETING MANAGEMENT (MK-MGT)
9.3.MK-MGT.1	Plan, organize and lead marketing staff to achieve business goals.
9.3.MK-MGT.2	Plan, manage and monitor day-to-day marketing management operations.
9.3.MK-MGT.3	Plan, manage and organize to meet the requirements of the marketing plan.
9.3.MK-MGT.4	Access, evaluate and disseminate information to aid in making marketing management decisions.
9.3.MK-MGT.5	Determine and adjust prices to maximize return and meet customers' perceptions of value.
9.3.MK-MGT.6	Obtain, develop, maintain and improve a product or service mix in response to market opportunities.
9.3.MK-MGT.7	Communicate information about products, services, images and/or ideas.
PATHWAY:	MARKETING RESEARCH (MK-RES)
9.3.MK-RES.1	Plan, organize and manage day-to-day marketing research activities.
9.3.MK-RES.2	Design and conduct research activities to facilitate marketing business decisions.
9.3.MK-RES.3	Use information systems and tools to make marketing research decisions.
PATHWAY:	MERCHANDISING (MK-MER)
9.3.MK-MER.1	Plan, organize and lead merchandising staff to enhance selling and merchandising skills.
9.3.MK-MER.2	Plan, manage and monitor day-to-day merchandising activities.
9.3.MK-MER.3	Move, store, locate and/or transfer ownership of retail goods and services.
9.3.MK-MER.4	Access, evaluate and disseminate marketing information to facilitate merchandising decisions and activities.
9.3.MK-MER.5	Determine and adjust prices to maximize return and meet customers' perceptions of value.
9.3.MK-MER.6	Obtain, develop, maintain and improve a product or service mix to respond to market opportunities.
9.3.MK-MER.7	Communicate information about retail products, services, images and/or ideas.
9.3.MK-MER.8	Create and manage merchandising activities that provide for client needs and wants.

**9.3 – Career & Technical Education (CTE)
Content Area: 21st Century Life and Careers**

CONTENT:	9.3 CAREER AND TECHNICAL EDUCATION
MARKETING CAREER CLUSTER[®]	
Number	Standard Statement
PATHWAY:	PROFESSIONAL SALES CAREER PATHWAY (MK-SAL)
9.3.MK-SAL.1	Access, evaluate and disseminate sales information
9.3.MK-SAL.2	Apply sales techniques to meet client needs and wants.
9.3.MK-SAL.3	Plan, organize and lead sales staff to enhance sales goals.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
SCIENCE, TECHNOLOGY, ENGINEERING & MATHEMATICS CAREER CLUSTER®	
Number	Standard Statement
By the end of Grade 12, Career and Technical Education Program completers will be able to:	
CAREER CLUSTER®:	SCIENCE, TECHNOLOGY, ENGINEERING & MATHEMATICS (ST)
9.3.ST.1	Apply engineering skills in a project that requires project management, process control and quality assurance.
9.3.ST.2	Use technology to acquire, manipulate, analyze and report data.
9.3.ST.3	Describe and follow safety, health and environmental standards related to science, technology, engineering and mathematics (STEM) workplaces.
9.3.ST.4	Understand the nature and scope of the Science, Technology, Engineering & Mathematics Career Cluster and the role of STEM in society and the economy.
9.3.ST.5	Demonstrate an understanding of the breadth of career opportunities and means to those opportunities in each of the Science, Technology, Engineering & Mathematics Career Pathways.
9.3.ST.6	Demonstrate technical skills needed in a chosen STEM field.
PATHWAY:	ENGINEERING & TECHNOLOGY CAREER PATHWAY (ST-ET)
9.3.ST-ET.1	Use STEM concepts and processes to solve problems involving design and/or production.
9.3.ST-ET.2	Display and communicate STEM information.
9.3.ST-ET.3	Apply processes and concepts for the use of technological tools in STEM.
9.3.ST-ET.4	Apply the elements of the design process.
9.3.ST-ET.5	Apply the knowledge learned in STEM to solve problems.
9.3.ST-ET.6	Apply the knowledge learned in the study of STEM to provide solutions to human and societal problems in an ethical and legal manner.
PATHWAY:	SCIENCE & MATHEMATICS CAREER PATHWAY (ST-SM)
9.3.ST-SM.1	Apply science and mathematics to provide results, answers and algorithms for engineering and technological activities.
9.3.ST-SM.2	Apply science and mathematics concepts to the development of plans, processes and projects that address real world problems.
9.3.ST-SM.3	Analyze the impact that science and mathematics has on society.

9.3 – Career & Technical Education (CTE)
Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
SCIENCE, TECHNOLOGY, ENGINEERING & MATHEMATICS CAREER CLUSTER®	
Number	Standard Statement
9.3.ST-SM.4	Apply critical thinking skills to review information, explain statistical analysis, and to translate, interpret and summarize research and statistical data.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
TRANSPORTATION, DISTRIBUTION & LOGISTICS CAREER CLUSTER[®]	
Number	Standard Statement
<i>By the end of Grade 12, Career and Technical Education Program completers should be able to:</i>	
CAREER CLUSTER[®]:	TRANSPORTATION, DISTRIBUTION & LOGISTICS (TD)
9.3.12.TD.1	Describe the nature and scope of the Transportation, Distribution & Logistics Career Cluster and the role of transportation, distribution and logistics in society and the economy.
9.3.12.TD.2	Describe the application and use of new and emerging advanced techniques to provide solutions for transportation, distribution and logistics problems.
9.3.12.TD.3	Describe the key operational activities required of successful transportation, distribution and logistics facilities
9.3.12.TD.4	Identify governmental policies and procedures for transportation, distribution and logistics facilities.
9.3.12.TD.5	Describe transportation, distribution and logistics employee rights and responsibilities and employers' obligations concerning occupational safety and health.
9.3.12.TD.6	Describe career opportunities and means to achieve those opportunities in each of the Transportation, Distribution & Logistics Career Pathways.
PATHWAY:	FACILITY & MOBILE EQUIPMENT MAINTENANCE (TD-MTN)
9.3.12.TD-MTN.1	Develop preventative maintenance plans and systems to keep facility and mobile equipment inventory in operation.
9.3.12.TD-MTN.2	Design ways to improve facility and equipment system performance.
PATHWAY:	HEALTH, SAFETY, & ENVIRONMENTAL MANAGEMENT (TD-HSE)
9.3.12.TD-HSE.1	Describe the health, safety and environmental rules and regulations in transportation, distribution and logistics workplaces.
9.3.12.TD-HSE.2	Develop solutions to improve performance of health, safety and environmental management services.
PATHWAY:	LOGISTICS PLANNING & MANAGEMENT SERVICES (TD-LOG)
9.3.12.TD-LOG.1	Develop solutions to provide and manage logistics services for the company and customers.
9.3.12.TD-LOG.2	Analyze and improve performance of logistics systems to provide logistics planning and management services.

9.3 – Career & Technical Education (CTE) Content Area: 21st Century Life and Careers

CONTENT AREA:	9.3 CAREER AND TECHNICAL EDUCATION
TRANSPORTATION, DISTRIBUTION & LOGISTICS CAREER CLUSTER[®]	
Number	Standard Statement
PATHWAY:	SALES & SERVICE (TD-SAL)
9.3.12.TD-SAL.1	Analyze the ongoing performance of transportation, logistics and distribution-related sales and service operations.
9.3.12.TD-SAL.2	Demonstrate the use of sales and ongoing service of products and services that are transportation related to promote development of existing and future clients and customers.
PATHWAY:	TRANSPORTATION OPERATIONS (TD-OPS)
9.3.12.TD-OPS.1	Develop and evaluate transportation plans to move people and/or goods to meet customer requirements.
9.3.12.TD-OPS.2	Analyze performance of transportation operations in order to improve quality and service levels and increase efficiency.
9.3.12.TD-OPS.3	Comply with policies, laws and regulations in order to maintain safety, security and health and mitigate the economic and environmental risk of transportation operations.
PATHWAY:	TRANSPORTATION SYSTEMS / INFRASTRUCTURE PLANNING, MANAGEMENT & REGULATION (TD-SYS)
9.3.12.TD-SYS.1	Develop plans to maintain and/or improve the transportation infrastructure.
9.3.12.TD-SYS.2	Assess, plan and manage the implementation of transportation services.
9.3.12.TD-SYS.3	Describe ways to improve the system utilization, flow, safety and environmental performance of transportation systems.
PATHWAY:	WAREHOUSING & DISTRIBUTION CENTER OPERATIONS (TD-WAR)
9.3.12.TD-WAR.1	Demonstrate efficient and effective warehouse and distribution center operations.
9.3.12.TD-WAR.2	Describe ways to improve the performance of warehouse and distribution operations.
9.3.12.TD-WAR.3	Analyze compliance with company policies and government laws and regulations in warehouse and distribution operations.