Developing Programs in Business and Marketing Education for NYSED Approval

This document serves as a GUIDE for schools wishing to create approved programs in Business Education. This is not an official NYSED policy document regarding the program. Local course names and sequences may vary. For questions, please contact the Office of Career and Technical Education

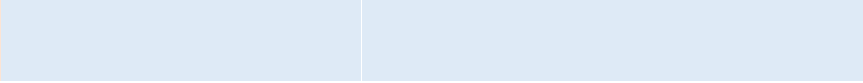|	ACCOUNTING	ACCOUNTING/ FINANCE	FINANCE	BUSINESS INFORMATION TECHNOLOGY	BUSINESS MANAGEMENT AND ENTREPRENEURSHIP	MARKETING
	52.0301	52.0304	52.0801	52.0407	52.0201	52.1401
ER	Finance	Finance	Finance	Business Management and Administration/Information Technology	Business Management and Administration	Marketing
	Career and Financial Management (72211)	Career and Financial Management (72211)	Career and Financial Management (72211)	Career and Financial Management (72211)	Career and Financial Management (72211)	Career and Financial Management (72211)

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- NAF Financial Services (NAF Programs only) (12102)
- NAF Principles of Finance (NAF Programs only) (12101)

- Business Economics (12105)

3B

- [TestOut Office Pro Certification (Excel)](#) (performance only)

only)

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Business Courses SCED Codes

FINANCE CLUSTER	BUSINESS MANAGEMENT AND ADMINISTRATION CLUSTER	MARKETING CLUSTER	BUSINESS INFORMATION TECHNOLOGY CLUSTER
- Accounting (12104) - Advanced Accounting (12104) - Business Economics (12105) - College Accounting (12104) - Investing (12107) - NAF Financial Services (NAF Programs only) (12102) - NAF Internship and Professional Ethics (NAF Programs only) (12149) - NAF Principles of Finance (NAF Programs only) (12101) - Personal Finance (do not use for CFM this is designed for courses that build upon CFM content) (12103) - Risk Management/Insurance (12106)	- Business Ethics (12049) - Business Law (12054) - Business Management (12008) - Business of Music (12099) - College Business Law (12054) - College Business Management (12052) - Entrepreneurship (12053) - Human Resources/Labor Relations (12059) - Human Resource Management (12058) - IB Business Management (for IB member schools only) (12059) - International Business (12056) - Introduction to Business (12051) - Principles of Business (12055) - Sports Management (12199) - Virtual Enterprises Course (VE Schools only) (12053)	- Advertising (12165) - Business Communications (12099) - College Business Communications (11003) - College Marketing (12152) - Customer Service (12249) - Desktop Publishing (11104) - E-Commerce (12162) - Entertainment Marketing (12167) - Fashion Marketing (12153) - Hospitality and Tourism Marketing (12159) - Marketing Management (12166) - Principles of Marketing (12164) - Real Estate Marketing (12154) - Retail Marketing (12161) - Sales (12202) - Social Media Marketing (12196) - Sports and Entertainment Marketing (12163) - Sports Marketing (12199) - Travel and Tourism Marketing (12155)	- Artificial Intelligence (10056) - Business Programming (10151) - College Computer Applications (10005) - Computer Applications (12001) - Data Analytics (10050) - Desktop Publishing (11104) - Keyboarding/Word Processing (12006) - Office Productivity Software (12003) - Video Gaming (11104) - Web Page Design (11104)