

**Hawai'i's Career Pathway System
Dual Credit Articulated Program of Study
Agreement**

**STATE OF HAWAI'I
DEPARTMENT OF EDUCATION
*Retailing Program of Study***

AND

**UNIVERSITY OF HAWAI'I
COMMUNITY COLLEGES SYSTEM
*Marketing (MKT) – Hawai'i CC and Kapi'olani CC
Management (MGT)—Sales and Marketing – Leeward CC***

June 2010

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*Marketing (MKT) – Hawai'i CC and Kapi'olani CC
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Programs of Study***

I. Purpose

The purpose of this Articulation Agreement is to provide a mechanism which will enable students from the State of Hawai'i Department of Education (DOE) high schools who enroll at one of the University of Hawai'i Community Colleges (UHCCs) to receive college credits for mastery of standards/student learning outcomes gained in courses taken at the high school.

II. Agreements and Procedures

- A. **Scope of Agreement.** This Articulation Agreement is entered into between the State of Hawai'i Department of Education and the following University of Hawai'i Community Colleges: Hawai'i Community College, Kapi'olani Community College, Leeward Community College. Acceptance of these credits toward a program of study at any other institution in or outside of the University of Hawai'i system will be contingent upon the program and college requirements of the receiving institution.
- B. **Term of the Agreement.** This Articulation Agreement will remain in effect for five (5) years, or until June 2015. This Articulation Agreement will be subject to annual reviews by faculty and other appropriate representatives from the UHCCs and representatives from the DOE to address curriculum and course changes. An extensive review of possible substantive changes to the Agreement will be conducted by faculty and other appropriate representatives from the UHCCs and representatives from the DOE prior to the expiration of the Agreement.
- C. **Number of Credits to be Awarded.** Table 1 lists the requirements of the Department of Education's Marketing Program of Study and the corresponding University of Hawai'i Community Colleges' Marketing (MKT) – Hawai'i CC and Kapi'olani CC, Management (MGT)—Sales and Marketing – Leeward CC. Programs of Study courses and credits students may earn through this Agreement. The UHCCs articulated credit and contact hours are shown in parentheses (credit hours). A high school student must successfully complete the DOE Program of Study and pass the UHCC statewide assessment(s) to be eligible for the articulated credits.

D. College Dual Credit Articulated Programs of Study (DCAPS) Procedures. Each UH community college included in this Agreement shall be responsible for establishing procedures which detail the timeline, deadlines for application, and the appeals process consistent with this Agreement. These procedures shall be communicated to the Department of Education Perkins Program Administrator.

E. Transferability of Credits. As stipulated in this Agreement, credits awarded:

- (1) will transfer between the State of Hawai'i Department of Education and the University of Hawai'i Community Colleges designated in this Agreement;
- (2) will transfer between and among designated University of Hawai'i Community Colleges listed in this Agreement, and
- (3) may not be applicable to programs outside of this Agreement.

III. Student Application Guidelines for Articulated Credits

A. Student Eligibility. Students must be accepted into the Marketing, Management—Sales and Marketing, or Business Careers program of study at a participating UH community college to be eligible for the awarding of any articulated college credit. When applying for articulated college credits, students must show evidence of: completion of the State of Hawai'i Department of Education Retailing Program of Study and passing score(s) they received on the UHCC statewide assessment(s). There will be no additional cost to the students for these credits. Students must request to have their official DOE transcripts sent directly to the receiving community college showing that the student:

- a. completed the program of study courses in the specified sequence,
- b. passed the high school pathway courses with final course grades of "C" or better,
and
- c. passed the required assessment(s) with minimum score(s) of 70%.

B. Timeline for Application. Students should apply for articulated college credit by contacting the college counselor or program chair (see list of contact persons) within two (2) years from high school graduation (e.g. graduated June 2010, have until Spring 2012 to have applied for articulated credits at the receiving UH community college).

C. Application Process. For free articulated college credit, students must decide which UH community college (home campus) they plan on attending, then contact one of the college contacts listed in Appendix A for details of the articulation procedure and review process for that college.

Table 1

**Hawai'i State Department of Education and University of Hawai'i Community Colleges
Dual Credit Articulated Program of Study Course Alignment:**

Retailing Program of Study

DOE CTE Core Course	DOE CTE Cluster Course	DOE Academic Course
Business Career Pathway Core (TBC3010)	Retail (TBU3710)	Economics (CSD2500)
Score of 70% or higher on the 90-minute BUS 120 multiple-choice examination. Score of 70% or higher on the 75-minute MKT 130 multiple-choice examination.		
Students completing the above courses with a "C" or better and earning a 70% on the designated UHCC statewide assessments, may earn free articulated credits for BUS 120 and/or MKT 130 at any of the following University of Hawai'i Community Colleges		
Hawai'i CC	Kapi'olani CC	Leeward CC
BUS 120 Principles of Business (3 credits)	BUS 120 Principles of Business (3 credits)	BUS 120 Principles of Business (3 credits)
MKT 130 Principles of Retailing (3 credits)	MKT 130 Principles of Retailing (3 credits)	MKT 130 Principles of Retailing (3 credits)

Note: Should the Department of Education and/or Community Colleges course alphas and numbers change, but the course content and student learning outcomes remain the same; the conditions of the Articulation Agreement will be honored.

**Hawai'i's Career Pathway System
Dual Credit Articulated Program of Study Agreement**

**STATE OF HAWAI'I
DEPARTMENT OF EDUCATION
*Marketing Program of Study***

AND

**UNIVERSITY OF HAWAI'I
COMMUNITY COLLEGES SYSTEM
*Marketing (MKT) Program of Study – Hawai'i CC and Kapi'olani CC
Management (MGT)—Sales and Marketing Program of Study – Leeward CC***

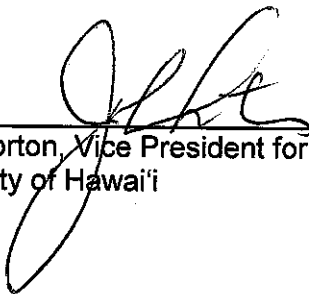
On behalf of the agencies named above, we agree to the terms and conditions of this articulation agreement.



Kathryn Matayoshi, Superintendent
State of Hawai'i Department of Education

9/29/10

Date



John Morton, Vice President for Community Colleges
University of Hawai'i

9/30/10

Date

**University of Hawai'i Community Colleges
Campus Contacts**

Inquiries regarding content of specific courses in this Agreement should be directed to the individuals designated by asterisks (*) in the table below.

College	Program Area Contact	Articulation Coordinator
Hawai'i CC	*James Yoshida, Professor, Marketing jamesyos@hawaii.edu, (808) 974-7427	Joni Onishi jonishi@hawaii.edu (808) 974-7455
Kapi'olani CC	*David Nakamaejo, Professor, Marketing dnakamae@hawaii.edu, (808) 734-9843 Faustino Dagdag, Lecturer dagdagf@hawaii.edu, (808) 734-9444	Tracy Chagami chagami@hawaii.edu (808) 734-9532
Leeward CC	*Ross Higa, Assistant Professor, Management higaross@hawaii.edu, (808) 455-0618	Jean Hara jhara@hawaii.edu (808) 455-0346

Agency Contacts

Agency	Contact Phone number
State of Hawai'i Department of Education	(808) 203-5533, ext. 1307
University of Hawai'i Community Colleges System Office	(808) 956-3867

**University of Hawai'i Community College System
BUS 120 Principles of Business**

**Crosswalk of Standards, to Student Learning Outcomes (SLOs)
and Assessment Plan**

Assessment Outline/Blueprint

	BUS 120 Student Learning Outcomes (SLOs)	BUS 120 Concepts	No. of Test Items
BC-2.0: Evaluate the impact of internal and external systems on business and business success.	SLO#1: <i>Demonstrate qualitative understanding of the impact of external factors on business decisions relative to the accomplishment of the mission and objectives of an organization.</i>	(1) Stakeholders (e.g. customers, employees, vendors, owners, shareholders/stockholders).	2
BC-2.0: Evaluate the impact of internal and external systems on business and business success.	SLO#1: <i>Demonstrate qualitative understanding of the impact of external factors on business decisions relative to the accomplishment of the mission and objectives of an organization.</i>	(2) External environment (e.g. environmental, economic, socio cultural, political, legal, technological, competitive and global).	8
(Economics Standard 8: Economics: RESOURCES, MARKETS, AND GOVERNMENT- Understand economic concepts and the characteristics of various economic systems.)	SLO#2: <i>Demonstrate qualitative understanding of various forms of business ownership to determine their appropriateness relative to an organization's resources, goals, and objectives.</i>	(3) Evolution of business in the United States (e.g. factory system, industrial revolution, Laissez-Faire and the entrepreneurship era, production era, marketing era, global era and the information era).	2
BC-2.0: Evaluate the impact of internal and external systems on business and business success. BC-3.0: Analyze individual and group behaviors and their impact within business organizations. BC-3.1: Analyze ways that corporate culture supports or limits the success of specific businesses.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(4) Human resource management (e.g. human resources, human resource planning, labor relations, labor markets, unions, civil rights, sexual harassment, EEO, staffing, compensation, training, laws that protect employee's rights).	5
BC-2.0: Evaluate the impact of internal and external systems on business and business success. BC-3.0: Analyze individual and group behaviors and their impact within business organizations. BC-3.1: Analyze ways that corporate culture supports or limits the success of specific businesses.	SLO#2: <i>Demonstrate qualitative understanding of various forms of business ownership to determine their appropriateness relative to an organization's resources, goals, and objectives.</i>	(5) International business (e.g. multinational, global, absolute vs. comparative advantage, import/export, tariffs, embargos, quotas, exchange rates, levels of international investment, risk/return, cultural influences, challenges and ethical considerations relative to international trade—North American Free Trade Agreement and other free trade agreements.)	8

Appendix B

	BUS 120 Student Learning Outcomes (SLOs)	BUS 120 Concepts	No. of Test Items
BC-3.0: Analyze individual and group behaviors and their impact within business organizations.	SLO#2: <i>Demonstrate qualitative understanding of various forms of business ownership to determine their appropriateness relative to an organization's resources, goals, and objectives.</i>	(6) Forms of business ownership—current trends and characteristics for profits and non-profits (e.g. entrepreneurship, small business, franchising, sole proprietorship, partnerships, cooperatives, corporation, limited liability corporations, limited liability partnerships).	5
BC-6.0: Use basic accounting principles to analyze and evaluate business decisions.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(7) Accounting and financial statements (e.g. use of Generally Accepted Accounting Principles, Certified Public Accountants, ratio analysis).	8
BC-7.0: Analyze and evaluate business financial decisions.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(8) Finance (e.g. monetary systems, Federal Reserve, banking, loans—secured/unsecured, collateral, line of credit, working capital, common stock, debt, blue chip stocks, growth stocks, income stocks, etc.)	3
BC-2.0: Evaluate the impact of internal and external systems on business and business success.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(9) Securities markets (high returns, risky investments, price-to warnings ratios).	3
BC-5.0: Evaluate and apply service excellence concepts and skills to internal and external customers.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(10) Marketing (e.g. marketing mix)	8
BC-4.0: Analyze the influence of technology on business.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(11) Role of information technology in business. Effects of Intranet, Internet, World Wide Web, etc. on business.	2
BC-2.0: Evaluate the impact of internal and external systems on business and business success. BC-3.0: Analyze individual and group behaviors and their impact within business organizations.	SLO#3: <i>Demonstrate qualitative understanding of various business functions and practices and their impact on the successful operation of a business.</i>	(12) Management theories (including Maslow, equity, expectancy, TQM,) and functions (e.g. leading, motivating—reward, coercive expert, referent power, staffing, planning, organizing, directing, controlling). Organizational chart, assigning tasks, performing tasks, distributing authority, forms of authority, organizational structure, organizational culture.	10

Appendix B

	BUS 120 Student Learning Outcomes (SLOs)	BUS 120 Concepts	No. of Test Items
<p>BC-2.0: Evaluate the impact of internal and external systems on business and business success. BC-3.0: Analyze individual and group behaviors and their impact within business organizations. BC-3.2: Define, give examples, and evaluate its impact of ethical and unethical behaviors on business.</p>	<p><i>SLO#4: Demonstrate qualitative understanding of the impact of business decisions o the external environment.</i></p>	<p>(13) Ethics/social responsibility (e.g. product safety, environmental responsibility, employment practices such as grievances, whistle blowing, ethical and unethical behaviors, insider trading, code of ethics, ethical dilemma, conflicts of interest, protected consumer rights, warning labels).</p>	<p>2</p>
			<p>66</p>

UH BUS 120 Student Learning Outcomes (SLOs) and Concepts
 see http://www.hawaii.edu/vpaa/system_aa/articulation.html

**University of Hawai'i Community College System
MKT 130 Principles of Retailing**

**Crosswalk of Standards, to Student Learning Outcomes (SLOs)
and Assessment Plan**

Assessment Outline/Blueprint

Retailing Content Standards	MKT 130 Student Learning Outcomes (SLOs)	MKT 130 Concepts	No. of Test Items
<i>BNR 1.1: Examine the different types of retail venues and write a summary that illustrates retail as type of business and analyze the future of a specific retail venue or concept</i>	<i>SLO#1: Analyze the various retail venues and their impact on the economy</i>	1.1: Compare store and non-store retail venues and their current and future impact.	3
<i>BNR 1.2: Evaluate career options in a variety of venues within the retail industry.</i>	<i>SLO#1: Analyze the various retail venues and their impact on the economy</i>	1.2: Examine the impact of current and future trends on retailing careers.	3
<i>BNR 2.1: Apply knowledge of market environment, consumer profile and current market conditions to write and present an evaluation of a retail establishment. Physical environment of the store</i>	<i>SLO#2: Apply retail operation strategies to meet the needs of the target market.</i>	2.1: Identify the various types of store layout.	6
<i>BNR 4.1 Analyze how effective customer service benefits retail establishments and customer satisfaction.</i>	<i>SLO#2: Apply retail operation strategies to meet the needs of the target market.</i>	2.2: Analyze how effective customer service benefits retail establishments and customer satisfaction.	6
<i>BNR 2.1: Apply knowledge of market environment, consumer profile and current market conditions to write and present an evaluation of a retail establishment. Site Selection Criteria.</i>	<i>SLO#2: Apply retail operation strategies to meet the needs of the target market.</i>	2.3: Determine the characteristics needed to select a location for a particular retail operation	6
<i>BNR 2.1: Apply knowledge of market environment, consumer profile and current market conditions to write and present an evaluation of a retail establishment. Marketing and advertising programs.</i>	<i>SLO#2: Apply retail operation strategies to meet the needs of the target market.</i>	2.4: Determine promotional strategies that meet the needs of a particular retail operation	6
<i>BNR 3.2 Identify, explain and evaluate safety issues, how they affect a retail store environment and operations and ways to mitigate the risks.</i>	<i>SLO#2: Apply retail operation strategies to meet the needs of the target market.</i>	2.5: Review safety, risk, and loss prevention issues that affect retail operations.	3
<i>BNR 2.1: Apply knowledge of market environment, consumer profile and current market conditions to write and present an evaluation of a retail establishment. Marketing and advertising programs.</i>	<i>SLO#3: Apply merchandise management strategies to optimize profitability.</i>	3.1: Examine factors a retailer must consider when establishing pricing strategies.	7
<i>BNR 3.1: Identify and explain the various Point of Sale operations and their importance in effective cash handling procedures.</i>	<i>SLO#3: Apply merchandise management strategies to optimize profitability.</i>	3.2: Determine the various point-of-sale transaction methods and associated costs.	7
<i>BNR 2.1: Apply knowledge of market environment, consumer profile and current market conditions to write and present an evaluation of a retail establishment. Product Merchandising</i>	<i>SLO#3: Apply merchandise management strategies to optimize profitability.</i>	3.3: Analyze the elements of a merchandise plan and how they are used to formulate sales goals.	10

Appendix B

Marketing Content Standards	MKT 130 Student Learning Outcomes (SLOs)	MKT 130 Concepts	No. of Test Items
BNR 2.2: Evaluate the role, function and importance of inventory management to ensure profitability.	SLO#3: <i>Apply merchandise management strategies to optimize profitability.</i>	3.4: Examine how buying and vendor relations are impacted by elements of the merchandise plan.	3
			60

MKT 130 Student Learning Outcomes and Concepts
 see http://www.hawaii.edu/vpaa/system_aa/articulation.html

Refer to Table 1

Hawai'i's Career Pathway System: Dual Credit Articulated Program of Study Transition Plan
 Please check current school registration guides and college catalogs for up-to-date program of study requirements.

PATHWAY: Business	CLUSTER: Retailing
COLLEGE: Hawai'i Community College	PROGRAM OF STUDY: Marketing
HIGH SCHOOL: All DOE High Schools	PROGRAM OF STUDY: Retailing

Education Level	Grade	English/ Language Arts	Math	Science	Social Studies	Other Required Courses	Other Electives/ Recommended Electives	CTE Career Pathway Program of Study Courses
SECONDARY	9	English/ Language Arts 1 (LCY1010)	Algebra 1 (MAX1100) or Geometry (MGX1100) or Algebra 2 (MAX1200)	Physical Science* (SPH2603)	World History (CHW1100) or U.S. History (CHU1100)	Physical Education (PEP1005) and Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	
	10	English/ Language Arts 2 (LCY2010)	Geometry (MGX1100) or Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020)	Chemistry* (SPH3503)	World History (CHW1100) or U.S. History (CHU1100)	Health (one semester) (HLE1000) and Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	Business Career Pathway Core (TBC 3010)
	11	English/ Language Arts 3 (LCY3010)	Geometry (MGX1100) or Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020) or Probability/Statistics (MXX1100/MXX1300)	Biology* (SLH2003)	Participation in Democracy (CGU1100) Modern History of Hawai'i (CHR1100)	Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	Retail (TBU3710)
	12	Expository Writing (LWH5211) and English/ Language Arts Required Elective	Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020) or Probability/Statistics (MXX1100/MXX1300) or Calculus (MCX1040) or AP Calculus (MCA1040)	Physics* (SPH5603)	Economics (CSD2500) and Social Studies Required Elective	Personal Transition Plan (TCG1105)	Art, Music, Band, World Language, Health Elective, PE Elective, Other Elective and/or Senior Project	

* No recommended grade-level sequence or specific course requirements.

The numbers in parentheses below represent the number of credits per course; a "V" following the course number represents variable credit.

Education Level	Certificates & Degrees	Language Arts	Cultural Environment	Natural Environment	Business Elective	Required Technical Education Courses
POSTSECONDARY	Associate in Applied Science (60 cr)	ENG 55 (3)	One course (3): ART, ASAN, DNCE, ED, ENG, HAW, HUM, HWST, JOUR, JPNS, LING, PHIL, PSY, REL, SPCO	Once course (3): AG, AST, BIOC, BIOL, BOT, CHEM, CULN, FSHN, GEOG, MICR, OCN, PHRM, PHYS, SCI, ZOO	One course (3): MGT 20, MKT 158, MKT 193B, BUSN 170, ENT 120, SPCO 51, 130, 151	ACC 20 or ACC 124 or 201 BUS 120 (3), BUS 71, BUSN 89 (1), 189 (3), 121 or 123 (3), 160 (1), 166 (1), 150 (3) or ICS 101 (4), ECOM 100 (3), MGT 124 (3), MKT 120 (3), 121 (3), 130 (3), 151 (3), 157 (3), 185 (3), 193V (3) or 193B (3)
	Certificate of Achievement (30 cr)					BUS 71, BUSN 89, 121 or 123, 160, 166, ECOM 100, MKT 120, 130, 151, 157, 185, 193V or 193B



Source for UHCC information: Hawai'i CC 2009-2010 catalog, online
 Estimated 2009-2010 Cost Savings:
 Tuition (@ \$88/credit) = \$528
 Books & Supplies = \$200 (estimate)
TOTAL Estimated Savings = \$728

Hawai'i's Career Pathway System: Dual Credit Articulated Program of Study Transition Plan
Please check current school registration guides and college catalogs for up-to-date program of study requirements.

PATHWAY:	Business	CLUSTER:	Retailing
COLLEGE:	Kapi'olani Community College	PROGRAM OF STUDY:	Marketing
HIGH SCHOOL:	All DOE High Schools	PROGRAM OF STUDY:	Retailing

Education Level	Grade	English/ Language Arts	Math	Science	Social Studies	Other Required Courses	Other Electives/ Recommended Electives	CTE Career Pathway Program of Study Courses
SECONDARY	9	English/ Language Arts 1 (LCY1010)	Algebra 1 (MAX1100) or Geometry (MGX1100) or Algebra 2 (MAX1200)	Physical Science* (SPH2603)	World History (CHW1100) or U.S. History (CHU1100)	Physical Education (PEP1005) and Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	
	10	English/ Language Arts 2 (LCY2010)	Geometry (MGX11000) or Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020)	Chemistry* (SPH3503)	World History (CHW1100) or U.S. History (CHU1100)	Health (one semester) (HLE1000) and Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	Business Career Pathway Core (TBC 3010)
	11	English/ Language Arts 3 (LCY3010)	Geometry (MGX1100) or Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020) or Probability/Statistics (MXX1100/MXX1300)	Biology* (SLH2003)	Participation in Democracy (CGU1100) Modern History of Hawai'i (CHR1100)	Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	Retail (TBU3710)
	12	Expository Writing (LWH5211) and English/ Language Arts Required Elective	Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020) or Probability/Statistics (MXX1100/MXX1300) or Calculus (MCX1040) or AP Calculus (MCA1040)	Physics* (SPH5603)	Economics (CSD2500) and Social Studies Required Elective	Personal Transition Plan (TCG1105)	Art, Music, Band, World Language, Health Elective, PE Elective, Other Elective and/or Senior Project	

* No recommended grade-level sequence or specific course requirements.

The numbers in parentheses below represent the number of credits per course; a "V" following the course number represents variable credit.

Edu cati on	Certificates & Degrees	Language Arts	Math	Science	Humanities & Social Sciences	Required Technical Education Courses
POSTSECONDAR Y	Associate in Science (60 cr)	ENG 160 or 209 or 225 (3)	BUS 100 or 250 or MATH 115 or 103 (3) or higher level mathematics	KCC AS/NS Natural Science elective 100 level or higher (3)	KCC AS/AH Arts & Humanities elective 100 level or higher (3) ECON 120 (3)	ACC 201 (3), BUS 120 (3) EBUS 101 (3), ICS 101 (3) MKT 120 (3), 130 (3), 150 (3), 160 (3), 180 (3), 235 (3), . 260 (3), 293 (3) Plus 3 courses for 9 credits from the following: (3), ENT 125 (3), 130 (3), 150 (3), MGT 118 (3), 122 (3), 124 (3)
	Certificate of Completion in Customer Service (15)					MKT120 (3), 130 (3), 150 (3) MGT118 (3), 122 (3)
	Certificate of Competence in Retailing (9)					MKT120 (3), 130 (3), 150 (3)



UHCC Information: Kapi'olani CC 2009-10 catalog
online.
Estimated 2009-2010 Cost Savings:
Tuition (@ \$88/credit) = \$528
Books & Supplies = \$200 (estimate)
TOTAL Estimated Savings = \$728

Hawai'i's Career Pathway System: Dual Credit Articulated Program of Study Transition Plan

Please check current school registration guides and college catalogs for up-to-date program of study requirements.

PATHWAY: Business	CLUSTER: Retailing
COLLEGE: Leeward Community College	PROGRAM OF STUDY: Management—Sales and Marketing
HIGH SCHOOL: All DOE High Schools	PROGRAM OF STUDY: Retailing

Education Level	Grade	English/ Language Arts	Math	Science	Social Studies	Other Required Courses	Other Electives/ Recommended Electives	CTE Career Pathway Program of Study Courses
SECONDARY	9	English/ Language Arts 1 (LCY1010)	Algebra 1 (MAX1100) or Geometry (MGX1100) or Algebra 2 (MAX1200)	Physical Science* (SPH2603)	World History (CHW1100) or U.S. History (CHU1100)	Physical Education (PEP1005) and Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	
	10	English/ Language Arts 2 (LCY2010)	Geometry (MGX11000) or Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020)	Chemistry* (SPH3503)	World History (CHW1100) or U.S. History (CHU1100)	Health (one semester) (HLE1000) and Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	Business Career Pathway Core (TBC 3010)
	11	English/ Language Arts 3 (LCY3010)	Geometry (MGX1100) or Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020) or Probability/Statistics (MXX1100/MXX1300)	Biology* (SLH2003)	Participation in Democracy (CGU1100) Modern History of Hawai'i (CHR1100)	Personal Transition Plan	Art, Music, Band, World Language, Health Elective, PE Elective or Other Elective	Retail (TBU3710)
	12	Expository Writing (LWH5211) and English/ Language Arts Required Elective	Algebra 2 (MAX1200) or Trigonometry/PreCalculus (MCX1010/MCX1020) or Probability/Statistics (MXX1100/MXX1300) or Calculus (MCX1040) or AP Calculus (MCA1040)	Physics* (SPH5603)	Economics (CSD2500) and Social Studies Required Elective	Personal Transition Plan (TCG1105)	Art, Music, Band, World Language, Health Elective, PE Elective, Other Elective and/or Senior Project	

* No recommended grade-level sequence or specific course requirements.

The numbers in parentheses below represent the number of credits per course; a "V" following the course number represents variable credit.

Education Level	Certificates & Degrees	Language Arts	Math	Science	Humanities & Social Sciences	Required Technical Education Courses
POSTSECONDARY	Certificate of Completion Sales & Marketing (21 cr)	ENG 22 or 100 (3)				BUS 20 (3) MKT 150/30 (3), 120/40 (3), 160/20 or MKT 130/45 (3) BUSN 188 (3) 3 credits of courses from the following groups: BUSN 131 (2), BUSN 137 (1), *OAT 20B (1), *OAT 134 (1) *OAT 20B/134 are no longer offered
	Certificate of Competence, Retail Foundations (9 Credits)					MGT 122 (3), MGT 124 (3) MKT130 (3)



Source for UHCC information: Leeward CC 2009-2010 catalog, online
 Estimated 2009-2010 Cost Savings:
 Tuition (@ \$88/credit) = \$528
 Books & Supplies = \$200 (estimate)
 TOTAL Estimated Savings = \$728

ACKNOWLEDGEMENTS

Hawai'i Community College

Noreen Yamane, Interim Chancellor
Joni Onishi, Interim Vice Chancellor for Academic Affairs
James Yoshida, Interim Dean of Career and Technical Education
James Yoshida, Chair, Business Education and Technology Division

Kapi'olani Community College

Leon Richards, Chancellor
Louise Pagotto, Vice Chancellor, Academic Affairs
Frank Haas, Dean, Hospitality, Business and Legal
Rosemae Harrington, Department Chair
David Nakamaejo, Program Coordinator
Faustino Dagdag, Lecturer

Leeward Community College

Manny Cabral, Chancellor
Michael Pecsok, Vice Chancellor for Academic Affairs
Ron Umehira, Dean of Career and Technical Education
Shelley Ota, Chair, Business Division
Ross Higa, Program Coordinator

Maui Community College

Clyde Sakamoto, Chancellor
Jonathan McKee, Interim Vice Chancellor for Academic Affairs
Cyrilla Pascua, Department Chair
Rick Miller, Program Coordinator

University of Hawai'i Community Colleges System

Suzette Robinson, Director of Academic Programs

Hawai'i State Department of Education (DOE designated representative)

Sherilyn Lau, Educational Specialist, Perkins' Program Administrator