



**CAREER AND TECHNICAL EDUCATION INFORMATION SYSTEM  
PENNSYLVANIA DEPARTMENT OF EDUCATION  
SCOPE AND SEQUENCE  
FOR SCHOOL YEAR 2013-2014**

**DATE : 8/1/2013**

**Articulation Agreement between** Greater Altoona CTC

**and** Statewide Articulation Agreement

**Secondary School Name :** Greater Altoona CTC

**AUN:** 108070607

**CIP Code Number and Title :** 52.1801 Sales, Distribution and Marketing Operations, General

**Program Type :** Program of Study

Subject (Hours)	Secondary School				Postsecondary Institution			
	Grade 9 (Hours)	Grade 10 (Hours)	Grade 11 (Hours)	Grade 12 (Hours)	First Semester	Second Semester	Third Semester	Fourth Semester
Technical (1485)		Interpret Marketing & Business Fundamentals(100)	Demonstrate Skill in Communications in Marketing(7)	Solve Mathematics Problems in Marketing(100)	TBD			
		Solve Mathematics Problems in Marketing(100)	Solve Mathematics Problems in Marketing(100)	Perform Computer Applications(70)				
		Explore Career Development Opportunities(100)	Manage Marketing Information(60)	Sell Goods & Services(100)				
		Perform Computer Applications(70)	Demonstrate Knowledge of Issues in Business Mgmt(6)	Participate in CTSO(40)				
		Participate in CTSO (25)	Participate in CTSO(30)	Prepare for Cert; Provide Personal Customer Svc (65)				
		Sell Goods & Services(100)	Sell Goods & Services(100)	Demo Knowledge of Purchasing Distribution(60)				
			Perform Computer Applications(70)	Demo Knowledge of Operations in a Retail Business(				
				Performs Merchandising Operations(30)				
English	College Prep English I	College Prep English II	College Prep English III	College Prep English IV				
Math	Algebra I	Algebra II	Geometry	College Prep Math				
Science	Biology	Chemistry	Physics					
Humanities	Civics	U.S. History	World History					



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Humanities								
Other	Foreign Language I	Foreign Language II						

Dual Enrollment Credits				Articulated Credits		
Subject	Course Number	Course Description	Credit Hours	Course Number	Course Description	Credit Hours
Technical				TBD	TBD	1.0
English						
Math						
Science						
Humanities						
Other						



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