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Senester1		Semester2	
Qarter1	Qater2	Q.ater3	Qater4

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Tedrical Standards 70,90 Professional Standards 20,50,70 T. 4-1

<u>Urit 1</u>

Rdeofleadushipard Pofessional Skills

> Identifygoals of amarketing plan Compare and contrast leadership and management styles

Tednical Standards 40 60 Professional Standards 10 50

<u>Urit2</u>

Analyze Market Mixfor Existing

Company

IdentifyMaletingMastrategies Explaintle components of a pronotional mix

Tedrical Stardards 50 Rofessional Stardards 10,50

<u>U#13</u>

Rint of Sale (POS) and Policies

Examine selling correpts Maintain customer relations

*CNGAL kadaship Conference Tedrical Standards 30 50 90 Rofessional Standards 40 50

<u>Urit4</u>

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ding to Customers



51% of the entire program will be conducted in a lab setting The lab consists of hard-onleaning projects and experiences where sturber will practice the recessary skills to complete the current unit study.