

Professional Technical Studies

PATHWAY: Management

CLUSTER: Business, Management, & Administration

Organizational Skills

- Completes effective business plans

Leadership & Teamwork

- Exhibits behaviors and actions to effectively motivate and lead people

Facilities, Equipment & Supplies

- Determines adjustments needed and plans for future growth in facilities

Project Management

- Identifies and communicates operating policies and procedures

Facilitating Change

- Evaluates opportunities to determine company changes

Ethics & Legal Responsibilities

- Identifies resources to keep laws and regulations current

Pricing

- Uses different pricing methods to calculate the price of products/services

Customer Service

- Determines activities to achieve high-quality customer service

Selling

- Develops selling policies that encourage long-term client relationships

Distribution

- Determines channels to distribute goods and services

Promotion

- Develops plans to develop a well-rounded sales campaign