**Consumer Services** is a program of study within the **Human Services Career Cluster**. A Career Cluster is a grouping of occupations and broad industries based on commonalities. There are 16 Career Clusters.

Career clusters link what students learn in school with the knowledge and skills they need for success in college and careers. The Human Services cluster prepares individuals for employment in career pathways related to families and human needs.

There are five programs of study in this cluster:

- Consumer Services
- Counseling and Mental Health Services
- Early Childhood Development and Services
- Family and Community Services
- Personal Care Services

**Employment Outlook**

Employment of **Sales Managers** is expected to grow at an average through the year 2016. Growth will be driven by intense competition in both the domestic and global markets. Applicants with a related college degree, sales experience in the field, creativity, and excellent communication and computer skill will be most competitive in the field.The starting salary in Texas for sales managers is $59,109 (Texas Workforce Commission, 2009). Nationally, salaries for sales managers range from $47,010 to $141,270 (Occupational Outlook Handbook, 2008-2009).

## Using this brochure

Inside you will find a suggested **program of study** that has lots of helpful information. The model is an example of the types of courses and extended learning experiences that are important for the **Consumer Services Program of Study**. Use this model to plan your course schedule, educational experiences, and career choices.

At the top of the model, you will find **career goals** with the corresponding **O*NET code**. The O*NET code is an official classification of jobs and can be used to locate career-related information. Your teacher, counselor, or media center should be able to help you locate further information.

The upper left side of the model highlights the **core courses and career-related electives** in high school that will help prepare you for your career goal. This model is based upon the Recommended High School Program graduation plan and can easily be adapted for the Distinguished Achievement High School Program graduation plan.

The upper right side of the model highlights examples of **extended learning experiences** that can enhance your knowledge and skills for your career goal. You will find examples of curricular activities, such as participation in Career and Technical Student Organizations like FCCLA, career learning experiences, service learning activities, and extracurricular activities.

The lower left side of the model indicates **industry licensures/certifications** and **on-the-job training experiences** that may be available while still in high school. This section also highlights the various levels of **postsecondary education** and examples of **career options** available to you once you have completed that level of education and training.

The lower right side of the model contains examples of **professional associations** available for sales professionals. Many of these organizations allow preprofessional membership while enrolled in a postsecondary program. Most organizations have websites which can be easily located by entering the organization name in available search engines.

It is the policy of the Texas Education Agency to not discriminate on the basis of race, color, national origin, sex, or handicap in its career and technical programs, services, or activities.

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# Thinking about a career in Apparel Sales Management?

http://www.achievetexas.org

This program of study may be for you! Sales Managers oversee the work of sales and related workers, such as retail salespersons, cashiers, customer service representatives, stock clerks and order fillers, sales engineers, and sales representatives. Look inside to see suggested coursework and learning opportunities that will prepare you for an exciting and rewarding career.