



MARKETING, GRADES 9-12

EDUCATOR PREPARATION PROGRAM NAME NORTHWEST MISSOURI STATE UNIVERSITY	EDUCATOR PREPARATION PROGRAM CODE 118118
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INSTRUCTIONS

Please complete Educator Preparation Program (EPP) Name & EPP Code above. The EPP Code may be located at <https://dese.mo.gov/sites/default/files/EPP-Code-Name.pdf>

Certification Requirements:

- Course Number – List the course number(s) for the course(s) or groups of competencies that align with the specific section of the requirements. It is possible to have more than one course or group listed.
- Course Title – List the course title(s) for the course(s) or groups of competencies that align with the specific section of the requirements. It is possible to have more than one course or group listed.
- Semester Hours – List the number of semester hours for each specific section. It is possible to use decimals (to the nearest tenth) to indicate partial use of a course to meet a requirement. The total number of semester hours must meet or exceed the minimum required number of semester hours.

Email the completed cover sheet, curriculum matrix, and advising/program information to DESE.MoSPETransition@dese.mo.gov on or before the date established in the Transition Plan.

QUESTIONS: Contact Gale Hairston, 573/751-1668 or DESE.MoSPETransition@dese.mo.gov

A. Professional Requirements (Minimum of 26 semester hours)

1. Content Planning and Delivery

	Course Number	Course Title	Semester Hours
a. Curriculum and Instructional Planning	62-114 62-218	Introduction to Curriculum and Instruction Designing Integrated Curriculum (Part II)	
b. Instructional Strategies and Techniques in Content Area Specialty	62-215 62-218 44-580 or 44-480	Designing Integrated Curriculum (Part I) Designing Integrated Curriculum (Part II) Methods for Teaching Business and Marketing	. 3
c. Assessment, Student Data, and Data-Based Decision-Making	62-115 44-580 or 44-480	Principles of Assessment Methods for Teaching Business and Marketing	1
d. Strategies for Content Literacy	62-230	Adolescent Literacy	
e. Critical Thinking and Problem Solving	62-114 62-118 62-119 62-321	Introduction to Curriculum and Instruction Teaching is Communication Professional Learning Community III Designing Intervention	1 .5
f. English Language Learning	62-117 62-118 61-569 62-321	Inclusive Classrooms and Positive Learning Environments Teaching is Communication Multiculturalism in Education Designing Intervention	 1.5

2. Individual Student Needs

	Course Number	Course Title	Semester Hours
a. Psychological Development of the Child and Adolescent	08-322	Adolescent Psychology	2
b. Psychology/Education of the Exceptional Child	62-117 62-118 62-119 62-321	Inclusive Classrooms and Positive Learning Environments Teaching is Communication Professional Learning Communities III Designing Intervention and Assessment	1 1
c. Differentiated Learning	62-119 62-321	Professional Learning Community II Designing Intervention	.5

d. Classroom Management	62-117 62-118 62-119 61-270	Inclusive Classrooms and Positive Learning Environments Teaching is Communication Professional Learning Communities III Classroom Management Strategies	
e. Cultural Diversity	62-114 62-117 62-118 61-569	Introduction to Curriculum and Instruction Inclusive Classrooms and Positive Learning Environments Teaching is Communication Multiculturalism in Education	1.5
f. Educational Psychology	08-299	Educational Psychology	3
3. Schools and the Teaching Profession			
	Course Number	Course Title	Semester Hours
a. Consultation and Collaboration	62-115 62-117 62-118 62-119 61/62-325 61-432	Principles of Assessment Inclusive Classrooms and Positive Learning Environments Teaching is Communication Professional Learning Community III Professional Learning Communities VI Professional Education Capstone	1
b. Legal/Ethical Aspects of Teaching	62-115 62-118 62-119 61-432	Principles of Assessment Teaching is Communication Professional Learning Community III Professional Education Capstone	1
4. Secondary Literacy (Minimum of six semester hours)			
	Course Number	Course Title	Semester Hours
a. Reading and Writing in the Content Area	62-119 62-215 62-217 62-230 62-218 62-219	Professional Learning Community III Designing Integrated Curriculum (Part I) Professional Learning Community IV Adolescent Literacy Designing Integrated Curriculum (Part II) Professional Learning Communities V	1 1 1 1 1
b. Instructional Interventions for Students with Reading Deficits	62-322 or 62-323 61/62-325	Theory and Technique of Literacy Assessment and Intervention Professional Learning Communities VI	1 1
Professional Requirements - Total Semester Hours			26
B. Field and Clinical Experiences (Minimum of ten semester hours)			
	Course Number	Course Title	Semester Hours
1. Early Field Experiences (Minimum of one semester hour with a minimum of 30 clock hours)	62-218 62-114 62-115 62-215 62-230 61-270 62-117 62-118 62-119	Designing Integrated Curriculum in Middle and Secondary School Introduction to Curriculum & Instruction Principles of Assessment Designing Integrated Middle and Secondary Curriculum 1 Adolescent Literacy Classroom Management Strategies Inclusive Classrooms and Positive Learning Environments Teaching is Communication Professional Learning Community III	1
2. Mid-Level Field Experiences (Minimum of one semester hour with a minimum of 45 clock hours)	61-431	Secondary School Practicum	1
3. Culminating Clinical Experiences (Minimum of eight semester hours with a minimum of 12 weeks in one placement)	61-472	Directed Teaching in Secondary School	8
Field and Clinical Experiences - Total Semester Hours			10
C. Marketing Content Knowledge Area (Minimum of 36 semester hours)			
	Course Number	Course Title	Semester Hours
1. Management or Business Administration (three semester hours)	54-313	Principles of Management	3

2. Economics (six semester hours)	Choose 2 courses from 52-130 52-150 52-151 03-102	Survey of Economics Principles of Macroeconomics Principles of Microeconomics Introductory Agricultural Economics	6 hours 3 3 3 3
3. Electives from Business, Management, or Entrepreneurship (nine semester hours)	Choose 3 courses from 44-343 51-201 51-202 51-408 51-641 51-646 53-311 54-112 54-201 54-310 54-315 54-318 54-320 54-417	Digital Communications Accounting I Accounting II Managerial Accounting Legal and Ethical Aspects of Business Managerial Accounting Business Law I Business Connections MBA Business Foundation Managerial Communications Operations Management Entrepreneurship Negotiations Organizational Policy and Decision-Making	9 hours 3 3 3 3 3 3 3 2 3-9 3 3 3 3 3 3
4. Marketing (suggested areas: Distribution, Financing, Marketing-Information Management, Promotion, Selling, Product/Service Management, International Marketing, and E-Commerce Marketing) (15 semester hours)	Choose 5 courses from 53-324 55-330 55-331 55-332 55-333 55-430 55-431 55-438 55-432 55-630	Fundamentals of Bus Finance Principles of Marketing Retailing Promotion Consumer Behavior Sales and Sales Management Logistics Management International Business Marketing Research Strategic Marketing	15 hours 3 3 3 3 3 3 3 3 3 3
5. Coordination of Cooperative Education (three semester hours)	Choose 3 hours from 44-510 or 44-410 44-511	Coordination of Co-operative Education Practicum in Coordination of Co-op Educ	3 hours 2-3 1
Content Knowledge Area - Total Semester Hours			36

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