

Micro-Enterprise

Regional Pathway	<p>The Micro-Enterprise graduation pathway is a Regional pathway. Students must:</p> <ol style="list-style-type: none"> 1) pass 9 Carnegie credits of courses from this pathway; 2) including at least one Career Readiness course (one Carnegie credit); 3) attain one Core credential (or the LCTCS equivalent certificate / diploma); and 4) two Complementary credentials.
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High-Demand Careers Related to this Pathway	<p>5 Star: Property, Real Estate and Community Association Manager</p> <p>4 Star: Real Estate Sales Agent</p> <p>2 Star: Hairdresser, Hairstylist and Cosmetologist, Interior Designers; Costume Attendants</p>
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Starting Salary Ranges for this Pathway	\$16,000 - \$35,000
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Micro-Enterprise Graduation Pathway: Sections

1	Pathway-Specific Courses	<p>This section lists the course titles and codes for courses specific to this pathway</p> <hr style="border-top: 1px dashed black;"/> <p>Each table also indicates those courses that qualify for the basic 6% CTE adder (<i>course codes beginning with "01", "04", "07", "08", "09", "10", "11" or "31" are CTE courses</i>) as well as those courses that qualify for the additional 6% Career Development Fund (or CDF) payment.</p>
2	Universal Jump Start Courses	This section lists the course titles and course codes for courses that are part of every Jump Start graduation pathway
3	Career Readiness Courses	This section lists the course titles and codes for courses that qualify as Career Readiness Courses. Students must pass at least one Carnegie credit of Career Readiness courses, but may apply more than one Career Readiness course to their 9 credit Jump Start graduation requirement.
4	Internships	This section indicates the three types of internships and the appropriate course codes.
5	Culminating Credentials	This section indicates the required culminating credential(s) for this pathway.
6	Sample Schedule	This section provides a sample schedule for students pursuing this graduation pathway. Each high school will develop its own standard schedules for Jump Start students.

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Jump Start Graduation Pathway Revision Policy

Jump Start graduation pathways are continuously updated. Please use the most updated graduation pathways.

Future changes to Jump Start graduation pathways will always increase student opportunities. *No one will ever need to compare an old pathway with an updated pathway.*

Please send any recommended graduation pathway changes to JumpStart@la.gov using the subject line: *Recommended Graduation Pathway Change.*

The Department reserves the right to make administrative updates to Jump Start graduation pathways, including but not limited to updating course codes, correcting errors on course codes, correcting spelling errors and other similar changes.

The Department reserves the right to delete courses no longer meeting state standards. When this occurs, the Department may add a section to the graduation pathway indicating: "Courses Deleted from this Graduation Pathway."

The Department reserves the right to make changes on credentialing requirements based on guidance provided by the Jump Start Graduation Pathways Review Panel. (Please see the *All Things Jump Start* web portal for information about this Panel.) The Department will also maintain contact with certifying agencies and the Workforce Investment Council (WIC) to update the Statewide, Core and Complementary credentials indicated in each graduation pathway.

Louisiana educators can seek assistance with Jump Start graduation pathways at any time by emailing their questions to JumpStart@la.gov

Help Resources

Please see the updated *All Things Jump Start* web portal: <http://www.louisianabelieves.com/courses/all-things-jump-start/> The updated portal provides easier access to:

- updated Jump Start graduation pathways;
- updated industry credential fact sheets that provide comprehensive details on over 100 Jump Start industry credentials;
- guidance on how your school can implement workplace internships and virtual workplace experiences; *and much, much more.*

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Pathway-Specific Courses: Micro-Enterprise				
Course Title	Course Code	Carnegie Credits	CTE 6%	CDF 6%
Administrative Support Occupations	040201	1	✓	
Advanced Finance	080671	½	✓	
Advertising and Sales Promotion	041042	1	✓	
Agriscience - Leadership Development	010354	½	✓	
Agriscience - Leadership	010364	1	✓	
Baking and Pastry Arts I	100331	1	✓	
Baking and Pastry Arts I	100332	2	✓	
Baking and Pastry Arts I	100333	3	✓	
Baking and Pastry Arts II	100341	1	✓	
Baking and Pastry Arts II	100342	2	✓	
Baking and Pastry Arts II	100343	3	✓	
Barber I	312913	1	✓	
Barber I	312912	2	✓	
Barber II	312923	1	✓	
Barber II	312922	2	✓	
Barber III	312932	2	✓	
Barber IV	312942	2	✓	
Business Economics	080610	½	✓	
Business Education Elective I	040001	1	✓	
Business Education Elective I	040000	½	✓	
Business Education Elective I	040002	2	✓	

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Business Education Elective I	040003	3	✓	
Business Education Elective II	040096	1	✓	
Business Education Elective II	040095	½	✓	
Business Education Elective II	040097	2	✓	
Business Education Elective II	040098	3	✓	
Business English (vocational)*	040302	1	✓	
Business in a Global Economy	080660	½	✓	
Chemistry*	150401	1		
CIW Database Design	080505	1	✓	✓
CIW E-Commerce Site Design and Development	040519	1	✓	✓
CIW Essentials of Web Design	040517	1	✓	✓
CIW Internet Business	040405	1	✓	✓
CIW Website Development	040415	1	✓	✓
Clothing and Textile Occupations I	100171	1	✓	
Clothing and Textile Occupations II	100161	1	✓	
Computer Multimedia Presentations	040106	1	✓	
Computer Multimedia Presentations	040206	½	✓	
Computer Networks	080820	½	✓	
Computer Systems	080850	½	✓	
Cooperative Marketing Education	041010	3	✓	
Cooperative Marketing Education	041011	3	✓	
Cooperative Office Education	040205	3	✓	
Cosmetology I	310900	1	✓	

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Cosmetology I	310902	2	✓	
Cosmetology I	310903	3	✓	
Cosmetology II	310905	1	✓	
Cosmetology II	310912	2	✓	
Cosmetology II	310913	3	✓	
Cosmetology III	310914	2	✓	
Cosmetology III	310915	3	✓	
Cosmetology IV	310916	2	✓	
Cosmetology IV	310917	3	✓	
Culinary Occupations I	311000	1	✓	
Culinary Occupations I	311002	2	✓	
Culinary Occupations I	311003	3	✓	
Culinary Occupations II	311005	1	✓	
Culinary Occupations II	311012	2	✓	
Culinary Occupations II	311013	3	✓	
Custom Sewing I	311100	1	✓	
Custom Sewing II	311105	1	✓	
Database Design and Programming	080501	1	✓	
Database Design and Programming withPL/SQL TRAINING	080531	½	✓	
Databases Design	080840	½	✓	
Desktop Publishing	040207	1	✓	
Digital Media I	080800	1	✓	
Digital Media I	080802	2	✓	

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Digital Media I	080803	3	✓	
Digital Media II	080805	1	✓	
Digital Media II	080812	2	✓	
Digital Media II	080813	3	✓	
Digital Video	080870	½	✓	
Economics (Vocational)	040208	1	✓	
Entrepreneurship (NAF)	080685	½	✓	
Ethics in Business	080640	½	✓	
Financial Planning	080630	½	✓	
Financial Services	080620	½	✓	
Fundamentals of Real Estate	041044	1	✓	
General Technology Education	110010	1	✓	
Geometry*	160323	1		
Hospitality Marketing	080760	½	✓	
Insurance	080650	½	✓	
Java Programming	080521	1	✓	
LCTCS course(s) that generate Dual Enrollment credit aligned with approved pathway courses				
Leadership	041020	½	✓	
Lodging Management I	040502	1	✓	
Lodging Management I	040503	2	✓	
Lodging Management I	040504	3	✓	
Lodging Management II	040505	1	✓	
Lodging Management II	040506	2	✓	

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Lodging Management II	040507	3	✓	
Marketing Education Elective I	041095	½	✓	
Marketing Education Elective I	041096	1	✓	
Marketing Education Elective I	041099	2	✓	
Marketing Education Elective I	041100	3	✓	
Marketing Education Elective II	041097	½	✓	
Marketing Education Elective II	041098	1	✓	
Marketing Education Elective II	041101	2	✓	
Marketing Education Elective II	041102	3	✓	
Marketing Management	041052	1	✓	
Market Research	041053	1	✓	
Medical Terminology	090151	1	✓	
Principles of Accounting	080690	½	✓	
Retail Marketing	041043	1	✓	
Sports and Entertainment Marketing	041060	1	✓	
Sports, Entertainment and Event Management	080740	½	✓	
Sustainable Tourism	080750	½	✓	
Telecommunications	040407	½	✓	
Tourism Marketing	041081	1	✓	
Web Design I	040211	1	✓	
Web Design	040210	½	✓	
Web Design	080830	½	✓	
Web Design II	040212	1	✓	

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Workplace Safety	311923	1	✓	
Workplace Safety	311924	2	✓	

*- Courses that count towards an academic requirement cannot also count towards the requirement of 9 Carnegie credits for a graduation pathway.

Note: *course codes beginning with "01", "04", "07", "08", "09", "10", "11" or "31" are CTE courses that qualify for the basic 6% CTE adder payment.*

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Universal Jump Start Courses – these courses are part of every Jump Start graduation pathway

Course Title	Course Code	Carnegie Credits	CTE 6%	CDF 6%
Accounting	040101	1	✓	
Accounting II	040104	1	✓	
Assistive Technology for the Visually Impaired	080900	1		
Braille I	080902	1		
Braille II	080903	1		
Business Communications	040305	1	✓	
Business Communications	125030	1		
Business Computer Applications (BCA)	040400	1	✓	
Business Enterprises for the Visually Impaired	080901	1		
Business Law	040303	½	✓	
Business Math*	040307	1	✓	
Career Success Skills	080407	1	✓	
Computer Technology Literacy	040220	1	✓	
Customer Service	080720	½	✓	
Customer Service	041001	1	✓	
Entrepreneurship (Business)	040110	1	✓	
Entrepreneurship	041040	1	✓	
Entrepreneurship II	041041	1	✓	
Entrepreneurship (NAF)	080685	½	✓	
Financial Literacy (formerly Financial Mathematics) INACTIVE COURSE CODE	040304	Please use course code 160345 for this course		
Financial Literacy (formerly Financial Mathematics)*	160345	1		

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First Responder	090710	½	✓	
First Responder	090711	1	✓	
First Responder	090712	2	✓	
Introduction to Business Computer Applications (IBCA)	040401	1	✓	
JAG III	042030	1	✓	
JAG IV	042040	1	✓	
JR ROTC III	170003	1		
JR ROTC IV	170004	1		
Keyboarding	040229	1	✓	
Keyboarding	040225	½	✓	
Keyboarding Applications	040226	½	✓	
Law Studies	220506	1		
Managerial Accounting	080691	½	✓	
Personal Finance	041022	½	✓	
Principles of Business	040306	1	✓	
Principles of Finance	080670	1	✓	
Principles of Marketing I	041025	1	✓	
Principles of Marketing II	041026	1	✓	
Speech I	051101	1		
Speech II	051102	1		
Technical Math*	165010	1		
Technical Reading and Writing* (NOT a TOPS Tech-qualifying course)	125010	1		
Technical Writing* [TOPS Tech-qualifying English course]	120350	1		

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Word Processing	040203	1	✓	
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*- Courses that count towards an academic requirement cannot also count towards the requirement of 9 Carnegie credits for a graduation pathway.

Note: *course codes beginning with "01", "04", "07", "08", "09", "10", "11" or "31" are CTE courses that qualify for the basic 6% CTE adder payment.*

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Career Readiness Courses

These courses all qualify as Career Readiness courses. Every Jump Start student must take a minimum of one Carnegie credit of Career Readiness courses.

There is no limit on the number of Career Readiness course credits a student may apply to the 9 CTE course credit requirement for the Jump Start Career Diploma.

Career Readiness courses are universal courses – they apply to every Jump Start graduation pathway.

Course Title	Course Code	Carnegie Credits	CTE 6%	CDF 6%
Advanced Career Readiness (including regionally-developed Career Readiness Courses)	080410	1	✓	
AgriScience I (Career Readiness)*	010301	1	✓	
Basic Career Readiness	080409	1	✓	
Education for Careers	080400	½	✓	
Education for Careers	080401	1	✓	
Education for Careers Part I	080405	½	✓	
Education for Careers Part II	080406	½	✓	
JAG I	042010	1	✓	
JAG II	042020	1	✓	
Journey to Careers (Career Readiness)	080403	1	✓	
Journey to Careers Part 1 (Career Readiness)	080402	½	✓	
Journey to Careers Part 2 (Career Readiness)	080404	½	✓	

*- Courses that count towards an academic requirement cannot also count towards the requirement of 9 Carnegie credits for a graduation pathway.
 Note: *course codes beginning with "01", "04", "07", "08", "09", "10", "11" or "31" are CTE courses that qualify for the basic 6% CTE adder payment.*

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Internships, Cooperative Courses and Virtual Workplace Experience Courses

Cooperative courses, Virtual Workplace Experience courses and Internships (*with the exception of Non-CTE Internships*) are universal courses - they apply to every Jump Start graduation pathway.

Internships

There are three types of internships:

- 1) **CDF-Qualifying Internships** where students are placed in a company that operates in one of the WIC-approved high-demand industry sectors. CDF-Qualifying Internships qualify for *both* the 6% MFP adder paid for all CTE courses *and* the 6% Career Development Fund (CDF) adder;
- 2) **CTE Internships** where students are placed in a company that operates in any other industry sectors. CTE Internships qualify *only* for the 6% MFP adder for all CTE courses; and
- 3) **Non-CTE internships** where students are placed in a non-business internship. Non-CTE Internships do not qualify for any MFP adder. Examples of Non-CTE Internships include internships at a school office, a volunteer organization or a religious organization. **Non-CTE Internships are not part of any Jump Start graduation pathway.**

WIC-Approved High-Demand Industry Sectors

Internships that qualify for the 6% CDF payment ***must*** be in a WIC-approved high-demand industry sector.

<ul style="list-style-type: none"> • Automotive Service/Repair • Construction Crafts • Culinary (<i>only</i> for students pursuing the statewide ProStart/ SafeServ credentials) 	<ul style="list-style-type: none"> • Healthcare • HVAC • Information Technology 	<ul style="list-style-type: none"> • Manufacturing • Pharmacy • Transportation and Logistics
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Internships				
Course Title	Course Code	Carnegie Credits	CTE 6%	CDF 6%
CDF-Qualifying CTE Internship I	080202	1	✓	✓
CDF-Qualifying CTE Internship I	080200	2	✓	✓
CDF-Qualifying CTE Internship II	080203	1	✓	✓
CDF-Qualifying CTE Internship II	080201	2	✓	✓
CTE Internship I	110402	1	✓	
CTE Internship I	110403	2	✓	
CTE Internship II	110404	1	✓	
CTE Internship II	110405	2	✓	
Non-CTE Internships are <u>not</u> part of any Jump Start graduation pathway.				
Non-CTE Internship I	400200	1		
Non-CTE Internship I	400210	2		
Non-CTE Internship II	400220	2		
Non-CTE Internship II	400230	1		

Virtual Workplace Experience Courses approved for 2016-2017				
Course Title	Course Code	Carnegie Credits	CTE 6%	CDF 6%
Virtual Workplace Experience I	080204	½	✓	
Virtual Workplace Experience I	080205	1	✓	
Virtual Workplace Experience II	080206	½	✓	
Virtual Workplace Experience II	080207	1	✓	

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Cooperative Courses				
Course Title	Course Code	Carnegie Credits	CTE 6%	CDF 6%
Cooperative AgriScience Education I	010323	3	✓	
Cooperative AgriScience Education II	010325	3	✓	
Cooperative Family and Consumer Services	100800	3	✓	
Cooperative Health Occupations	090004	3	✓	
Cooperative Marketing Education I	041010	3	✓	
Cooperative Marketing Education II	041011	3	✓	
Cooperative Office Education	040205	3	✓	
Cooperative Technology Education	110098	3	✓	
General Cooperative Education I	080300	3	✓	
General Cooperative Education I	080300	3	✓	

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Culminating Credential(s)

To graduate using a Regional graduation pathway students must attain: 1) one Core credential or the equivalent LCTCS Certificate of Technical Studies / Technical Diploma; and 2) two Complementary credentials.

Students who graduate with Regional pathway credentials earn their school 100 accountability points.

Core Credentials: students must attain one credential from the list below:

- 1) Louisiana Micro-Enterprise Credential – Baton Rouge Area Chamber (BRAC)
- 2) QuickBooks

OR

- 3) Attain a Louisiana post-secondary institution Technical Competency Area (TCA) or above in Entrepreneurism, Fashion Design, Real Estate or other subject aligned with this pathway

Complementary Credentials: students must attain two credentials from the list below:

Recommended Safety Complementary Credentials

Students may apply only one Safety Complementary Credential towards their graduation requirements

- 1) Basic Safety Orientation - Association of Reciprocal Safety Councils
- 2) First Aid for Students Certification - Red Cross or approved equivalent*
- 3) OSHA 10 – General Industry - OSHA Certificate of Completion
- 4) OSHA 10 – Construction - OSHA Certificate of Completion

* - all First Aid certifications must include CPR and AED. To give districts and charter schools maximum flexibility to comply with the First Aid requirements of HB 542, districts and charter schools can provide the Jump Start team with evidence that the First Aid certification they're using includes all required components as well as a practical certification.

Recommended Computer Literacy Complementary Credentials

- 5) Internet and Computing Core Certification (IC³) – Certiport
- 6) Microsoft Excel Specialist – Microsoft and Certiport
- 7) Microsoft PowerPoint Specialist – Microsoft and Certiport
- 8) Microsoft Word Specialist – Microsoft and Certiport
- 9) Microsoft Office Specialist Other – Microsoft and Certiport

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	<p>Other Recommended Complementary Credentials</p> <p>10) Certified Guest Service Professional - American Hospitality & Lodging Association</p> <p>11) Completion of 300 hours of instruction in Barbering (Louisiana State Board of Barbering)</p> <p>12) Completion of 300 hours of instruction in Cosmetology (Louisiana State Board of Cosmetology)</p> <p>13) Customer Service and Sales – National Retail Federation</p> <p>14) National Career Readiness Certificate WorkKeys Silver, Gold or Platinum - ACT</p> <p>15) Pre-Professional Competency Assessment & Certification in Fashion, Textiles, and Apparel (American Association of Family and Consumer Sciences)</p>
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Sample Schedule

This schedule is *only one example* of how a student can meet the requirements of this pathway and graduate on time with the required culminating credential(s).
 Each high school will develop its own standard schedules for Jump Start students based on the courses available to its students (in school, at the local technical college, or via Course Choice).

9 th Grade	10 th Grade	11 th Grade	12 th Grade
Algebra Readiness (non-math elective) English I Physical Science Civics IBCA Physical Education I <i>Elective Course – Study Skills</i>	Algebra I English II Biology American History Principles of Business Basic Career Readiness Physical Education II / Health	Business Math Math Essentials English III Entrepreneurship (Business) Cosmetology I (2 credits) <i>Elective Course</i>	Financial Literacy Technical Writing (ELA credit) Advanced Career Readiness Cosmetology II (2 credits) CTE Internship (2 credits)
7 credits	7 credits	7 credits	7 credits
Credentials Earned by this Hypothetical Student	Core Credential		Complementary Credentials
	Louisiana Micro-Enterprise Credential (BRAC – Louisiana Chambers of Commerce)		1) First Aid / CPR (Red Cross) 2) 500 Hours of Cosmetology Instruction
<i>Bold italicized courses count as one of the required 9 Carnegie credits for graduation via this pathway</i>			

Every Pathway Can be Adapted for Students Meeting Act 833 (2014) Eligibility Criteria

Every Jump Start graduation pathway can be adapted for students with disabilities who meet Act 833 (2014) eligibility criteria. Students must complete nine credits of CTE courses from the courses listed in the pathway. The IEP team has the authority to determine the credentialing level a student must achieve for the purposes of graduation (analogous to using individual performance criteria to meet EOC requirements for the purposes of graduation).

IEP teams with questions about how to adapt this graduation pathway for their student should contact JumpStart@la.gov