



C-Town Business

C-Town Business builds a connection between high school, college, and your future career in business. Starting in 10th grade, you will be dual enrolled at Bunker Hill Community College (BHCC) and Charlestown High School. You will earn free college credits that you can apply toward an associate's degree at BHCC or transfer to many other institutions.

You will:

- Learn **critical skills in business**, entrepreneurship, marketing, and/or accounting that can lead to your future high-paying career
- Earn up to **18 college credits for free**, starting in 10th grade
- Take **hands-on, project-based courses**
- Explore careers through work-based experiences like **internships and job shadows** at major Boston companies
- Connect with **professional mentors** one on one and in small groups

Why Start College Early?

Early college is effective.

High school students who participate in early college programs are more likely to have higher GPAs, graduate from high school, and complete college degrees.

You can save time and money!

You can potentially save thousands of dollars in tuition and fees and reduce the time it takes to earn a college degree.

Get access to individualized support.

You will receive specialized academic and career advising to help you successfully transition to college and work experiences.

Get access to college resources.

When you are dual enrolled at BHCC, you will receive a real college ID and have access to all BHCC resources, including: student discounts, tutoring support, advising, college-sponsored events, and campus facilities like the gym and health center.

In partnership with JFF



C-TOWN BUSINESS

BUILDING YOUR PATHWAY

Take full advantage of C-Town's Business Pathway by using this guide to select your courses for each grade and semester.

	Fall Semester	Spring Semester
9th Grade	Exploration Course	Exploration Course
10th Grade	BUS-101: Introduction to Business	MAN-105: Principles of Marketing

By 11th Grade Choose a Bunker Hill Community College Business Pathway Concentration

Accounting	Business Transfer	Entrepreneurship	Finance	Management	Sport Management
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	Fall Semester	Spring Semester
11th Grade	Business Course or Recommended Gen Ed Course	Business Course or Recommended Gen Ed Course
12th Grade	Business Course or Recommended Gen Ed Course	Business Course or Recommended Gen Ed Course

Get paid work opportunities!

C-Town Pathways staff will help you find paid internships or summer jobs with major Boston employers like Liberty Mutual, SAP, and more! Start by taking advantage of these career-related experiences during 9th and 10th grade:

- Job shadows
- Career advising
- Resume support
- Workshops
- Guest speakers
- Interview preparation



A Guide to Choosing the Right Courses

FOR YOUR CONCENTRATION

What business courses should I take?

The table below will help you prioritize foundational business courses that meet requirements for multiple business concentrations and/or degrees. Some of these courses also satisfy requirements for business bachelor's degree programs at four-year institutions that are part of the University of Massachusetts system (check the last column in the table). To learn more about the MassTransfer program visit: www.mass.edu/masstransfer/home.asp.

A good rule of thumb is to take as many courses in the table below as you can. Since so many of these courses apply to multiple degree options at both BHCC and in the UMASS system, feel free to explore a range of business skills and careers that interest you!

C-Town Business Pathway Courses	Accounting	Business Transfer	Entrepreneurship	Finance	Management	Sport Management	UMASS Transfer
BUS-101: Introduction to Business	●	●	●	●	●	●	●
ACC-101: Principles of Accounting I	●	●	●	●	●	●	●
ACC-102:* Principles of Accounting II	●	●	●	●	●	●	●
MAN-112: Organizational Behavior and Design	●	●	●	●	●		
MAN-105: Principles of Marketing	●	●	●		●		●
MAN-111: Principles of Management	●	●	●	●	●		
ECO-201: Macroeconomics	●		●	●	●	●	
ECO-202: Microeconomics	●	●	●	●	●		●

Prerequisites:

- ESL-098/99 **or** RDG-095 **and** ENG-090 **or** placement
- *ACC-101 is a pre-req for ACC-102



Recommended General Education Courses

FOR C-TOWN BUSINESS PATHWAY

General education courses help you prepare to thrive in today's workforce and society.

The courses below satisfy general education requirements for BHCC and the MassTransfer program. Once you complete any necessary prerequisites, you can start taking the recommended general education courses on this list. You can also place into a course—talk to your guidance counselor to learn about placement requirements.

ENG-111: College Writing I

Prerequisites:

- ENG-095
- **And** a grade of C or better in ESL-098 **or** RDG-095
- Prerequisites can be taken at the same time as this course

PSY-101: Principles of Psychology

Prerequisites:

- ESL-098 **or** RDG-095

PSY-107: Group Dynamics

Prerequisites:

- None

SOC-101: Principles of Sociology

Prerequisites:

- ESL-098 **or** RDG-095

PHL-101: Introduction to Philosophy

Prerequisites:

- Grade of C or better in ENG-095
- **And** grade of C or better in ESL-098 **or** RDG-095

MAT-181: Statistics I

Prerequisites:

- Grade of C or better in MAT-097 **or** MAT-098

For the list of all BHCC general education courses, visit:

www.bhcc.edu/programsofstudy/generaleducationrequirements.

What jobs will these courses prepare me for?

Business courses at BHCC provide an essential foundation of key business skills, competencies, and knowledge of different types of careers and areas of expertise.

Most jobs in business require at least a bachelor's degree and some require additional special certifications.

Starting on a path to gain valuable business skills and awareness of future career options can give you a leg up when applying to business bachelor's degree programs and work-based learning opportunities that may allow you to work while continuing your education to help you advance in your career.

Each of the concentrations at BHCC can lead to a variety of future educational and career opportunities in the business field. You can find just a few examples of jobs that relate to each business concentration on the following pages.

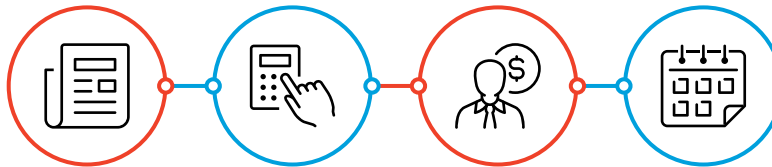
What can I do with these credits?

After you graduate from high school, you can fully enroll at BHCC and apply your credits toward an associate's degree. Associate's degrees typically require 60 to 65 total credits—about 22 general education credits and 40 pathway concentration credits.

You can also transfer your credits to many public four-year institutions in Massachusetts.

Accounting

CONCENTRATION



What is accounting?

Accounting is the way a company keeps track of how much money it earns and spends on a day-to-day basis. Good accounting is essential to the success of any company because it provides critical information that leaders can use to make key business decisions. Many individuals who study accounting take a series of exams to earn a Certified Public Accountant license.

What do Accountants do?

- **Gather and organize information** about a company's finances, including its expenses, earnings, and potential risks
- **Analyze** financial information to help leaders understand what it means and how to use it to make good decisions
- **Support** individuals and companies with filing their taxes

Median Pay for Accountants

\$71,550

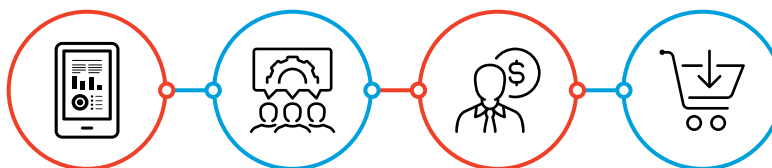
Median pay in 2019	\$71,550 per year \$34.40 per hour
Typical entry-level education	Bachelor's degree
Number of jobs in 2018	1,424,000
Job outlook from 2018 to 2028	Increase by 6% (about average)
Employment change from 2018 to 2028	90,700

SOURCE: U.S. BUREAU OF LABOR STATISTICS

For more information, go to www.bhcc.edu/programsofstudy/programs/accountingoption.

Business Transfer

CONCENTRATION



What is the Business Transfer concentration?

In BHCC's Business Transfer concentration, you will learn the foundations of business and in-demand skills, while also having the flexibility to explore a range of electives that count toward credit requirements.

This concentration will help you prepare for further education that can lead you to many different possible careers in business. The Market Research Analyst role below is just one example.

What do Market Research Analysts do?

- **Collect and analyze data** on customers and competitors
- **Examine** the potential sales of a product or service by studying **markets** (the groups of people who may become customers)
- **Help companies determine** what **products** people want, **who** will buy them, and at what **price**

Median Pay for Market Research Analysts

\$63,790

Median pay in 2019	\$63,790 per year \$30.67 per hour
Typical entry-level education	Bachelor's degree
Number of jobs in 2018	681,900
Job outlook from 2018 to 2028	Increase by 20% (much faster than average)
Employment change from 2018 to 2028	139,200

SOURCE: U.S. BUREAU OF LABOR STATISTICS

For more information, go to www.bhcc.edu/programsofstudy/programs/businesstransferoption.

Entrepreneurship

CONCENTRATION



What is entrepreneurship?

Entrepreneurship is the process of planning, launching, managing, and marketing a new business.

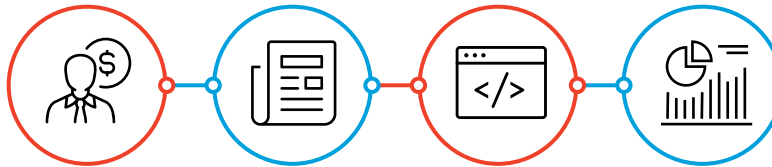
In BHCC's Entrepreneurship concentration, you will learn business skills that, combined with your specialized skills, can help you create opportunities for self-employment or to advance in your future career.

What do entrepreneurs do?

- **Take on financial risk** with the hope of earning more money as their companies grow in the future
- **Develop new products** and services that can help solve challenges for individuals or for society
- **Pitch** their ideas to investors
- **Market** their products and services to customers

Finance

CONCENTRATION



What is finance?

Finance is the management of an individual's or an organization's money. In business, it deals with how a company earns money, as well as how it spends or invests its money. It helps the organization to run its business effectively and plan for future growth.

What do Financial Managers do?

- **Create financial reports**
- **Help companies make decisions** about good **investments**
- **Develop plans** and make suggestions to help an organization reach its long-term **financial goals**
- **Work in many different industries**, including banks, investment firms, and insurance companies

Median Pay for Financial Managers

\$129,890

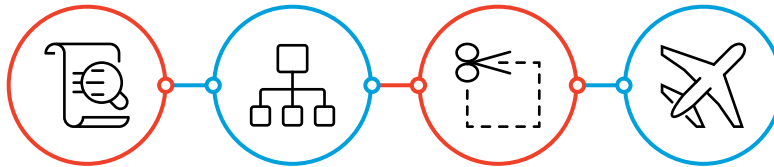
Median pay in 2019	\$129,890 per year \$62.45 per hour
Typical entry-level education	Bachelor's degree
Number of jobs in 2018	653,600
Job outlook from 2018 to 2028	Increase by 16% (faster than average)
Employment change from 2018 to 2028	104,700

SOURCE: U.S. BUREAU OF LABOR STATISTICS

For more information, go to www.bhcc.edu/programsofstudy/programs/financeoption.

Management

CONCENTRATION



What is management?

Business management helps companies reach their goals through planning, coordinating, organizing, and controlling activities and resources.

BHCC's Management concentration will prepare you with a solid foundation of managerial principles and concepts that are standard practice in business.

What do Management Analysts do?

- **Examine** how an organization can decrease its costs and increase its income
- **Determine** ways to improve an organization's efficiency
- **Travel** frequently to meet with clients

Median Pay for Management Analysts

\$85,260

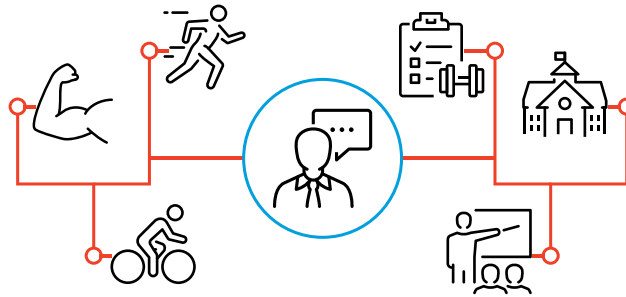
Median pay in 2019	\$85,260 per year \$40.99 per hour
Typical entry-level education	Bachelor's degree
Number of jobs in 2018	876,300
Job outlook from 2018 to 2028	Increase by 14% (faster than average)
Employment change from 2018 to 2028	118,300

SOURCE: U.S. BUREAU OF LABOR STATISTICS

For more information, go to www.bhcc.edu/programsofstudy/programs/managementoption.

Sport Management

CONCENTRATION



What is sport management?

Sport management is a type of business management specifically for organizations related to sports. There are many careers in sport management and they require different levels of additional education and provide varying salaries.

This concentration at BHCC will give you a strong foundation in business management along with specialized courses that are critical for success in the sport management industry.

What are some careers in sport management?

- Athletic Director
- Facilities Manager
- Marketing Coordinator
- Corporate Partnership Manager
- Event Coordinator
- Fitness Director