



BUSINESS & ENTREPRENEURSHIP

A myriad of opportunities become available to those who want to pursue careers as Accountants, Financial Analysts, or one of the many other business-related professions. Education and training vary across the many disciplines, and 21st-century skills like communication, leadership, and critical thinking are extremely beneficial.



BUSINESS & ENTREPRENEURSHIP

Career Pathway: Accountant



Job Summary

Accountants and auditors prepare and examine financial records. They ensure that financial records are accurate and that taxes are paid properly and on time. Accountants and auditors assess financial operations and work to help ensure that organizations run efficiently.



Colleges & Universities to Consider

Florida State University | Georgetown University | Miami University (Ohio) | New York University
St. Joseph's University | University of Notre Dame | University of Pennsylvania
University of Texas at Austin | University of Washington | Wake Forest University

\$70,500

MEDIAN ANNUAL SALARY

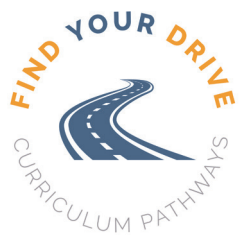
\$46,000

AVERAGE STARTING SALARY

+10%

GROWTH BY 2026

Salary & Industry Growth Sources: U.S. Bureau of Labor Statistics 2018 | Payscale.com
College & University Sources: Niche.com (2020) | Blog.PrepScholar.com | AccountingDegree.org



BUSINESS & ENTREPRENEURSHIP

Career Pathway: Financial Analyst



Job Summary

Financial analysts provide investment advice for individuals and businesses. They work in banks, pension funds, hedge funds, mutual funds, securities firms, insurance companies, and other businesses. They measure the performance of stocks, bonds, and other kinds of investments in order to stay current with economic trends and guide clients about when to buy and sell investments. Many are certified financial analysts.



Colleges & Universities to Consider

Bentley University | Boston College | George Washington University | Indiana University
Lehigh University | Santa Clara University | Villanova University | University of California - Berkeley
University of Connecticut | Washington University in St. Louis

\$84,300

MEDIAN ANNUAL SALARY

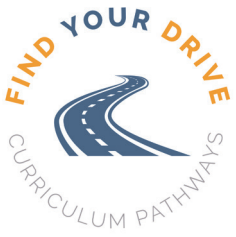
\$57,000

AVERAGE STARTING SALARY

+11%

GROWTH BY 2026

Salary & Industry Growth Sources: U.S. Bureau of Labor Statistics 2018 | Payscale.com
College & University Sources: CollegeFactual.com | U.S. News & World Report



BUSINESS & ENTREPRENEURSHIP

Career Pathway: Sales Manager



Job Summary

Sales managers direct organizations' sales teams in order to drive revenue for their company. They develop plans to acquire new customers, create plans to meet sales goals, analyze statistical sales data, set sales quotas, and build training programs for their sales team.



Colleges & Universities to Consider

Babson College | Baylor University | Bryant University | Emory University | Michigan State University
Pepperdine University | West Chester University | University of San Diego | University of South Carolina
University of Wisconsin - Madison

\$121,060

MEDIAN ANNUAL SALARY

\$87,000

AVERAGE STARTING SALARY

+7%

GROWTH BY 2026



BUSINESS & ENTREPRENEURSHIP

Laurel Springs Core Course Offerings

AP Calculus AB

AP Calculus AB is a comprehensive introduction to calculus that is comparable to one semester of college-level, introductory calculus. The material is challenging and helps students understand the concepts of calculus and applications to the study of science, business, and engineering. The course emphasizes problems that are expressed graphically, numerically, and algebraically. Students build foundational calculus knowledge by analyzing graphs and calculating limits of functions, determining rates of change, and finding derivatives using the sum rule, product rule, quotient rule, chain rule, and implicit differentiation. Students are introduced to the derivatives of all functions including power functions, exponential functions, logarithmic functions, trigonometric functions, and inverse trigonometric functions. Students then apply derivatives to solve real-world problems. The course continues with techniques of integration, indefinite integrals, definite integrals, the fundamental theorem of calculus, and various applications of integration.

AP Calculus BC

AP Calculus BC is a comprehensive introduction to calculus that is comparable to two semesters of college-level, introductory calculus. The material is challenging and the course moves at a faster pace as compared to AP Calculus AB. This course helps students understand the concepts of calculus and applications to the study of science, engineering, and advanced mathematics. Through the study of functions, limits, derivatives, integrals, and infinite series, students learn to evaluate the soundness of proposed solutions, apply mathematical reasoning to real-world models, and understand change geometrically, visually, analytically, numerically, and verbally.

AP Macroeconomics

In AP Macroeconomics, students study the principles of economics that apply to an economic system as a whole. Through learning activities including quizzes, discussions, and document-based questions, students study national income and price-level determination, economic performance measures, the financial sector, stabilization policies, economic growth, and international economics.

AP Microeconomics

In AP Microeconomics, students study the principles of economics that apply to the functions of individual decision-makers in the economic system. Through learning activities including quizzes, discussions, and document-based questions, students study the nature and functions of product markets and factor markets and of the role of government in promoting greater efficiency and equity in the economy.

AP Psychology

Advanced Placement Psychology is a college level course providing students with an overview of the development of human behaviors and thoughts. Along with preparation for the AP Psychology exam, the goals of this course are to immerse students in modern psychological investigation techniques, to accentuate the ethics and morality of human and animal research, and to emphasize scientific critical thinking skills in application to the social sciences. This college level course will expand your knowledge, challenge your mind and, at times, actually be entertaining! It will help you to better understand yourself and those around you.

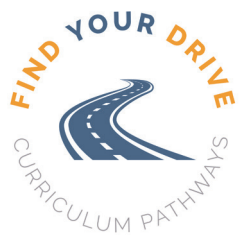
AP Statistics

AP Statistics provides students with hands-on experience collecting, analyzing, graphing, and interpreting data. This course draws connections between all aspects of the statistical process including design, analysis, and drawing conclusions. Students will use the vocabulary of statistics to communicate statistical methods, results and interpretations. They will also use graphing calculators and read computer output to further the development of their statistical skills. Students will learn to effectively design and analyze research studies by reviewing and evaluating real-world examples taken from an array of professional disciplines including meteorology, medicine, politics, and athletics.

Calculus

Calculus introduces students to universal concepts in the graphing of functions and optimizations. Students build foundational calculus knowledge by analyzing graphs and calculating limits of functions, determining rates of change, and finding derivatives using the sum rule, product rule, quotient rule, chain rule, and implicit differentiation. Students are introduced to the derivatives of all functions including power functions, exponential functions, logarithmic functions, trigonometric functions, and inverse trigonometric functions. Students then apply derivatives to solve real-world problems. The course continues with techniques of integration, indefinite integrals, definite integrals, the fundamental theorem of calculus, and various applications of integration.

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Economics

The Economics course begins with a survey of the basic principles concerning production, consumption, and distribution of goods and services within the free enterprise system. Students will examine the rights and responsibilities of consumers and businesses, analyze the interaction of supply, demand, and price, and study the role of financial institutions. Types of business ownership, market structures, and basic concepts of consumer economics will be surveyed. The impact of a variety of factors including geography, government intervention, economic philosophies, historic documents, societal values, scientific discoveries and technological innovations on the national economy, and economic policy will be an integral part of the course. Students will apply critical-thinking skills to create economic models and to evaluate economic activity patterns. Students will also examine the knowledge and skills necessary as self-supporting adults to make critical decisions relating to personal financial matters such as seeking college financial aid, using credit wisely, and balancing financial accounts. Students will complete a research project as part of their course.

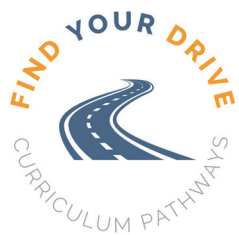
Psychology

Psychology is everywhere, affecting every second of life. Learning about psychology can positively affect life in three main ways. First, while studying psychology, the course will provide a solid foundation for success in later psychology courses. Second, this course can influence your personal life. The concepts discussed here will help you know yourself better; understand your family members, friends, and people you encounter; and improve your relationships. Third, taking this course will help you develop academic skills. Many topics in psychology directly translate into skills that you can use to improve your studying. Students will learn how psychologists develop and validate theories and will examine how hereditary, social, and cultural factors help form an individual's behavior and attitudes. Students will also evaluate the effectiveness of different types of psychological counseling and therapy. Highly interactive content includes online discussions that help develop critical thinking skills.

Sociology

The Sociology course takes a fresh and accessible theoretical approach appropriate to our contemporary world. While the course emphasizes the interactionist perspective, students learn a range of theoretical thought, including postmodernism. Students will put into practice what they are learning through innovative methodological exercises in each chapter. Material is presented that is familiar and relevant to the students in a way that allows them to make profound analytic connections between their individual lives and the structure of their society.

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BUSINESS & ENTREPRENEURSHIP

Laurel Springs Elective Course Offerings

Advertising & Sales Promotion

In the United States, companies spend approximately \$200 billion a year promoting their products and services. Discover how marketing campaigns, ads, and commercials are conceived and brought to life, and even meet some of the creative folks who produce that memorable media. Learn about different career opportunities in the field and how you can be part of this exciting, fast-paced industry.

Creative Writing

For many hundreds of years, literature has been one of the most important human art forms. It allows us to give voice to our emotions, create imaginary worlds, express ideas, and escape the confines of material reality. Through creative writing, we can come to understand ourselves and our world a little bit better. This course provides students with a solid grounding in the writing process, from finding inspiration to building a basic story to using complicated literary techniques and creating strange hybrid forms of poetic prose and prose poetry. By the end of this course, students will learn how to discover their creative thoughts and turn those ideas into fully realized pieces of creative writing.

Entrepreneurship: Starting Your Business

Do you dream of owning your own business? Get a head start in learning about what you'll need to own and operate a successful business. Learn how to create a business plan, finance a business, and price products and services.

Foundations in Personal Finance

Personal finance refers to the financial decisions an individual or family makes in order to earn, budget, save, and spend money over time. These decisions are generally based on a variety of financial risks and planning for the future. This course will change your financial future and set you on a path to win with money, allowing you to change the way you look at money forever.

Hospitality & Tourism

Gain an introduction to this rapidly growing industry, including hotel and restaurant management, cruise ships, spas, resorts, theme parks, and more. Learn key hospitality issues, the development and management of tourist locations, event planning, marketing, and environmental issues related to leisure and travel.

International Business: Global Commerce in the 21st Century

Designed to help students develop appreciation, knowledge, skills, and abilities needed to live and work in a global marketplace, this course provides a conceptual tool by which to understand how economic, social, cultural, political and legal factors influence domestic and cross-border business. You'll cultivate a mindfulness of how history, geography, language, cultural studies, research skills, and continuing education are important to business activities and the 21st century.

Introduction to Manufacturing

Learn about the types of manufacturing systems and processes used to create the products we buy every day, and discover various career opportunities in the manufacturing industry. As a culminating project, you'll plan your own manufacturing process for a new product or invention.

Leadership Skills Development

Leadership Skills Development takes students on a leadership journey, where they explore their own story and goals, and learn how to achieve things they never thought possible. The course concludes with students researching, planning, and participating in a service project that will benefit their school and/or community.

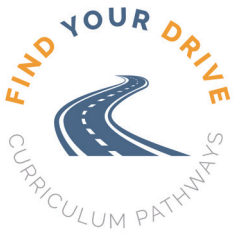
Public Speaking

Examine the foundations of public speaking through Aristotle and Cicero's views of rhetoric, then trace those foundations into the modern world. Learn theory as well as the practice of effective public speaking, including how to analyze the speeches of others, build a strong argument, and speak with confidence and flair.

Restaurant Management

Discover what's needed to run a successful restaurant, including ordering supplies, hiring quality workers, maintaining inventory, and managing a large staff. Understanding such concepts as food safety, hygiene, customer relations, marketing, and using a point-of-sale system is crucial to being an effective restaurateur.

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Laurel Springs Elective Course Offerings

Social Media: Our Connected World

Have a Facebook account? What about Twitter? Whether you've already dipped your toes in the waters of social media or are still standing on the shore wondering what to make of it all, learning how to interact on social media platforms is crucial to surviving and thriving in this age of digital communication. In Introduction to Social Media, you'll learn the ins and outs of such social media platforms as Facebook, Twitter, Pinterest, Google+, and more and how to use them for your benefit—personally, academically, and, eventually, professionally. If you thought social media platforms were just a place to keep track of friends and share personal photos, this course will show you how to use these resources in much more powerful ways.

Sports & Entertainment Marketing

Explore basic marketing principles and delve deeper into the multi-billion dollar sports and entertainment marketing industry. Learn how professional athletes, sports teams, and well-known entertainers are marketed as commodities and how some of them become billionaires as a result.

TedED Speech Club

CLUB | Using the TED Talk style of presenting big ideas in a short form, LSS students will get a chance to explore what it means to offer quality expressions via speech. Members will identify their passions, interests and talents and the means to share with others in an authentic, clear and expansive manner. Additionally, students will identify and outline their own, unique big idea. Students will have an opportunity to "talk" and benefit from authentic feedback from peers equally excited about this common interest, speaking. Finally, members will be chosen to share their big idea talk school wide, as LSS students, staff and faculty will be invited to hear them speak via web cam.

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