



BUSINESS, FINANCE & INFORMATION TECHNOLOGY PATHWAY



Do you like managing money? Are you interested in using computers to improve systems? Would you like to run your own business?

If so, this pathway may be for you!

Cultivating students' awareness, understanding and application in career areas that include:

ACCOUNTING AND FINANCE
BUSINESS MANAGEMENT
ENTREPRENEURSHIP
INFORMATION TECHNOLOGY
MARKETING

Sample Employers from this Pathway:

Brubaker Group LLC, Larson Design Group Inc, Kellett & Associates P.C., Lawton Insurance Agency Inc., Lowe's Home Improvement, MePush Inc., MetLife, Mifflinburg Bank and Trust Co., Morgan Stanley, Olvany Insurance Agency, Sheetz, Sidekick Marketing Support, Susquehanna Community Bank, Weis Markets Inc., etc.

Central Pennsylvania's Business, Finance & Information Technology Occupations

Prepared by **Advance Central PA**
Source: Center for Workforce Information and Analysis (www.workstats.dli.pa.gov)

Insurance Sales Agents

Moderate-Term On-the-Job Training

\$31,440

Entry Level Wages

\$56,540

Average Wages

Computer User Support Specialists

Post-Secondary Training

\$31,450

Entry Level Wages

\$46,510

Average Wages

Web Developers

Associate Degree

\$46,350

Entry Level Wages

\$70,170

Average Wages

Accountants & Auditors

Bachelor's Degree

\$43,320

Entry Level Wages

\$64,370

Average Wages

Market Research Analysts & Marketing Specialists

Bachelor's Degree+

\$37,440

Entry Level Wages

\$71,410

Average Wages

**2022
CAREER READY
Central PA**

CAREER PLANNING

KNOW YOURSELF

Identify your values, strengths, and skills and how they relate to your career goals.

TRY OUT CAREERS

Interview a professional, participate in a job shadow or internship, and network.

WORK YOUR PLAN

Apply to the job, post-secondary training or education option that aligns with your career interests.



RESEARCH CAREERS

Know the required education or training; the job outlook; and the potential earning and advancement opportunities.

RESEARCH REQUIREMENTS

Look at all the options (on-the-job training, apprenticeship, or programs and costs) aligned with your career interests.

What courses are offered in the Arts & Communication Pathway? Choices vary at each school but may include the following:

Accounting I and II	Personal Finance
Business Finance	Computer Science Coding
Principles of Business	Technical Writing
Principles of Finance	Web Design/Programming

SUN Area Technical Institute offers state of the art programs:

Computer & Networking Technology

In addition to courses, students may have opportunities to experience careers in the Business, Finance, and Information Technology fields through job shadows, internships and other real world experiences.



Additional Central PA Business, Finance & Information Technology Occupations

Occupation	Education Level	Entry Annual Wage	Average Annual Wage	2026 Jobs (Projected)
Supervisors – Retail Sales Workers	WK EXP	\$25,400	\$40,270	2,800
Cashiers	ST OJT	\$17,550	\$21,360	7,300
Retail Salespersons	ST OJT	\$17,670	\$25,770	7,660
Insurance Sales Agents	MT OJT	\$31,440	\$56,540	740
Real Estate Sales Agents	MT OJT	\$29,560	\$45,690	430
Human Resource Specialists	BD	\$35,190	\$55,500	790
Billing & Posting Clerks	ST OJT	\$27,320	\$36,340	850
Tellers	ST OJT	\$24,930	\$30,150	940
Office Clerks, General	ST OJT	\$22,400	\$33,510	7,560
Bookkeeping, Accounting & Auditing Clerks	PS+	\$23,410	\$33,940	2,660
Financial Managers	BD+	\$72,140	\$121,450	620
Personal Financial Advisors	BD+	\$43,710	\$88,050	360
Loan Officers	BD	\$34,910	\$58,770	440
Computer & Information Systems Managers	BD+	\$81,150	\$119,580	450
Computer Programmers	BD	\$50,770	\$70,240	330
Software Developers, Applications	BD	\$58,340	\$89,290	480
Network & Computer Systems Administrators	BD	\$58,070	\$73,650	750

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LEGEND: **ST OJT:** Short-Term, On-the-Job Training **MT OJT:** Moderate-Term, On-the-Job Training **LT OJT:** Long-Term, On-the-Job Training
WK EXP: Related Work Experience **PS/PS+:** Post-Secondary Training **AD/AD+:** Associate Degree
BD/BD+: Bachelor's Degree **MD/MD+:** Master's Degree **PhD/PROF:** Professional Degree

Members of Career Ready Central PA, a regional organization whose mission is to “implement a comprehensive career education strategy to create and share resources and opportunities for schools, students, families and businesses that will produce a skilled, sustainable workforce,” developed this brochure. Career Ready Central PA members represent area school districts, universities, workforce development agencies, local business/industry, and nonprofit organizations. Learn more at www.pathtocareers.org.