

BUSINESS- MANAGEMENT RETAIL, SUPPLY CHAIN, ARTS

PROGRAM DESCRIPTION:

The Business Management programs prepare students for careers in Retail Management, Supply Chain Management, and in Arts Management. See each academic program for more information.

CAREER AT A GLANCE:

HOW DO I KNOW IF THIS MAJOR IS FOR ME?

- You are organized, detail oriented and like to solve problems
- You enjoy motivating and directing people as they work
- You like to direct the allocation of materials, supplies and products
- You enjoy preparing cost estimates
- You enjoy developing business relationships
- You like to direct or coordinate departments and production
- You like to set goals and deadlines
- You like to make decisions and take risks
- You are creative and innovative

Use Focus2Career on your MyChaffey portal to learn more about careers and majors that fit you best.

WHERE CAN I WORK?

Manufacturing	Automobile Companies
Entertainment/Recreation	Food and Beverage Companies
General Freight Trucking	Non-Profit Agencies
Local/Federal Government	Oil, Gas, Electric Companies
Transportation	Warehousing and Storage
Wholesale Trade	Retail Stores
Grocery Stores	Small Businesses
Marketing Firms	Digital Media Companies
Museums	

For more information visit: www.labormarketinfo.edd.ca.gov/OccGuides

HOW DO I GET STARTED?

- Start taking inductory management classes
- Apply for entry level positions in reception, sales and customer service, and in shipping/receiving with employers where you would like to promote
- Participate in campus clubs to build teamwork and leadership skills
- Work on improving small group communication skills
- Practice networking and write an elevator pitch
- Assist in planning events and directing the work of others

WHAT CAN I DO WITH THIS CERTIFICATE AND/OR ASSOCIATE DEGREE?

<i>Position Title</i>	<i>CA Median Salary</i>
Administrative Service Manager	\$102,840
Quality Control Technician	\$50,180
Office Manager	\$58,170
Retail Supervisor	\$67,250
Human Resource Assistant	\$42,000
Loss Prevention Agent	\$38,110
Retail Sales	\$24,780
Pricing and Inventory Clerk	\$25,410
Retail Manager	\$111,750
Grocery Buyer	\$64,500
Logistics Coordinator	\$81,580
Shipping/Receiving Manager	\$93,780
Visual Merchandiser	\$28,710
Online Merchant	\$74,810

WHAT CAN I DO WITH HIGHER EDUCATION AND ADDITIONAL TRAINING?

<i>Position Title</i>	<i>CA Median Salary</i>
Management Consultant	\$82,670
Cost Estimator	\$68,550
Operations Manager	\$111,390
Production Manager	\$106,460
Industrial Analyst	\$82,670
Logistics Manager	\$93,780
Manufacturing Manager	\$106,460
Purchasing Manager	\$126,460
Fundraising Manager	\$125,390

For more information about careers, education and training requirements, salary data, and job outlooks visit

www.onetonline.org

For additional information about career pathways and to find out if this major is a good fit for you visit the Career Center located in MACC 203. Career information was collected from www.onetonline.org and www.bls.gov.

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MAJOR AND COURSE REQUIREMENTS:

LEGEND: G=Grade IP=In Progress N=Need **Bold: Prerequisites** Plain Text: No Prerequisites

Major Requirements for the Associate in Science Degree: (S285)		Grade	IP	Need	Units
ACCTG 1A	Financial Accounting (or ACCTGFS 465, Financial Accounting for the Non-Accounting Major, 3)				4
BUS 10	Introduction to Business				3
BUS 60	Business Ethics				3
BUS 88	Business Communication				3
BUSL 28A	Business Law I				3
BUSMGT 40	Introduction to Management				3
BUSMGT 42	Human Resource Management				3
BUSMGT 44	Introduction to Human Relations				3

Student Name: _____

ID#: _____

Date: _____

Counselor: _____

Plus two courses from the following:		Grade	IP	Need	Units
ACCTG 1B	Managerial Accounting				4
BUS 49	Business Decisions Using Basic Quantitative Tools				3
BUS 61	Introduction to Global Business				3
BUS 28B	Business Law II				3
BUSMGT 48	Quality Management Principles				3
BUSMGT 436	Introduction to Logistics Management				3
BUSMGT 441	Principles of Leadership				3
BUSMGT 480	Principles of Supervision				3
BUSMKT 40	Marketing Principles				3
BUSMKT 410	Marketing Using Social Media				3
BUSMKT 420	Customer Service				3

COUNSELOR NOTES:

Requirements for the Management Certificate: (L286)		Grade	IP	Need	Units
BUSMGT 40	Introduction to Management				3
BUSMGT 42	Human Resource Management				3
BUSMGT 44	Introduction to Human Relations				3
BUSMGT 441	Principles of Leadership				3

\$46 per unit for CA Residents

Plus nine units from the following:		Grade	IP	Need	Units
BUS 49, BUS 60, BUS 61, BUSL 28A, BUSL 28B, BUSMGT 11, BUSMGT 13, BUSMGT 14, BUSMGT 45, BUSMGT 48, BUSMGT 430, BUSMGT 436, BUSMGT 480, BUSMKT 13, BUSMKT 40, BUSMKT 410, BUSMKT 420					9

In addition to completion of the MAJOR, there are other requirements for the degree, refer to the Chaffey College Graduation Requirement Sheet or see a counselor in the Counseling Center. All courses required for a certificate must be completed with a minimum grade of C.

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Retail Management prepares students for employment in all aspects of retailing related to merchandise buying and management. Other career avenues are sales representatives for manufacturers, visual display, distribution, importing and exporting, and sales promotions.

Major requirements for the Associate in Science Degree: (S295)

		GRADE	IP	NEED	UNITS
ACCTGFS 465	Financial Accounting for the Non-Accounting Major				3
BUS 88	Business Communication				3
BUSMGT 11	Retail Merchandising and Management				3
BUSMGT 40	Introduction to Management				3
BUSMGT 42	Human Resource Management				3
BUSMGT 44	Introduction to Human Relations				3
BUSMKT 40	Marketing Principles				3
CIS 1	Introduction to Computer Information Systems				3

Requirements for the Retail Management Certificate: (L295)

Same as the major requirements as for the A.S. Degree.

The Supply Chain Management degree prepares students for a career in the Logistics industry. Students will gain a working knowledge of transportation, warehousing, and supply chain management.

Major requirements for the Associate in Science Degree: (S288)

		GRADE	IP	NEED	UNITS
ACCTG 1A	Financial Accounting				4
ACCTG 1B	Managerial Accounting				4
BUSL 28A	Business Law I				3
BUSMGT 13	Supply Chain Management				3
BUSMGT 14	Transportation Management				3
BUSMGT 48	Quality Management Principles				3
ECON 2	Principles of Macroeconomics				3
ECON 4	Principles of Microeconomics				3
STAT 10	Elementary Statistics (or SCSCI 10, Statistics for Social Science)				4

Requirements for the Supply Chain Management Certificate: (L288)

		GRADE	IP	NEED	UNITS
ACCTGFS 465	Financial Accounting for the Non-Accounting Major				3
BUS 88	Business Communication				3
BUSMGT 13	Supply Chain Management				3
BUSMGT 14	Transportation Management				3
BUSMGT 40	Introduction to Management				3
BUSMGT 48	Quality Management Principles				3
BUSMGT 430	Warehouse Management and Material Handling				3
BUSMGT 436	Introduction to Logistics Management				3
CIS 1	Introduction to Computer Information Systems				3

Arts Business Management Certificate provides students of the creative industries with an introduction to business management, finance and accounting, marketing strategy, and relevant legal issues to assist them in navigating the business side of the creative economy.

Requirements for the Arts Business Management Certificate: (B076)

		GRADE	IP	NEED	UNITS
ARTMGT 410	Introduction to Arts Management				3
BUSMGT 45	Small Business Ownership and Management				3
BUSMKT 40	Marketing Principles				3
ACCTG 1A	Financial Accounting (or ACCTGFS-465 Financial Accounting for the Non-Accounting Major, 3)				4
BUSL 28A	Business Law I (or BUSL 435, The Law of Marketing and Business Competition)				3

Plus one course from the following:

		GRADE	IP	NEED	UNITS
ARTMGT 420	Introduction to Project Funding				1.5
ARTMGT 430	Introduction to Collection Management				1.5
ARTMGT 440	Discovering Self-Directed Pathways				1.5
ARTMGT 496AB	ARTMGT Cooperative Education Internship				1-2

In addition to completion of the MAJOR, there are other requirements for the degree, refer to the Chaffey College Graduation Requirement Sheet or see a counselor in the Counseling Center. All courses required for a certificate must be completed with a minimum grade of C.