

# BUSINESS- SMALL BUSINESS ENTREPRENEUR

## PROGRAM DESCRIPTION:

The curriculum is to enhance the success rate of entrepreneurs by providing managerial techniques and information that will be useful to anyone who wants to start a business or improve conditions in an established business.

## CAREER AT A GLANCE:

### HOW DO I KNOW IF THIS MAJOR IS FOR ME?

- You enjoy collecting and analyzing data
- You like to work independently with little supervision
- You like to plan, direct, or coordinate the day-to-day operations of an organization
- You enjoy making decisions and taking risks
- You are organized, detail oriented, and like to solve problems
- You like to start up and carry out projects
- You enjoy managing your own time and the time of others
- You like to recommend changes to policies or procedures to improve operations
- You like to develop, manage and monitor records

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

### WHERE CAN I WORK?

Small Businesses	Arts and Entertainment
Insurance Agencies/Carriers	Legal Services
Office Administrative Services	Restaurants
Retail Stores	

*For more information visit: [www.labormarketinfo.edd.ca.gov/OccGuides](http://www.labormarketinfo.edd.ca.gov/OccGuides)*

### HOW DO I GET STARTED?

- Start taking introductory small business courses
- Participate in the Business Elites club on campus
- Job shadow and network with other small business owners
- Practice networking and public speaking skills

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

<i>Position Title</i>	<i>CA Median Salary</i>
Small Business Owner	Varies
Business Operations Specialist	\$74,810

### WHAT CAN I DO WITH HIGHER EDUCATION AND ADDITIONAL TRAINING?

<i>Position Title</i>	<i>CA Median Salary</i>
Account Executive	\$110,110
Chief Operating Officers	\$208,000
General & Operations Managers	\$111,390
Lodging Managers	\$59,800
Online Merchant	\$74,810
Sales Director	\$111,750

*For more information about careers, education and training requirements, salary data, and job outlooks visit [www.onetonline.org](http://www.onetonline.org).*

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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: (S390)**

		Grade	IP	Need	Units
ACCTG 1A	Financial Accounting (or ACCTGFS 465, Financial Accounting for the Non-Accounting Major, 3)				4
ACCTG 460	Commercial Accounting Software				3
BUS 10	Introduction to Business				3
BUS 60	Business Ethics				3
<b>BUS 88</b>	<b>Business Communication</b>				<b>3</b>
BUSL 28A	Business Law I				3
BUSMGT 45	Small Business Ownership and Management				3

Student Name: \_\_\_\_\_

ID#: \_\_\_\_\_

Date: \_\_\_\_\_

Counselor: \_\_\_\_\_

**Plus three courses from the following:**

		Grade	IP	Need	Units
ACCTG 435	Payroll Accounting				3
ACCTGFS 30	Personal Finance				3
ACCTGFS 442	Fundamentals of Finance and Investing				3
ACCTGFS 453	U.S. and California Income Tax Preparation				4
BUS 49	Business Decisions Using Basic Quantitative Tools				3
BUS 61	Introduction to Global Business				3
<b>BUSL 28B</b>	<b>Business Law II</b>				<b>3</b>
BUSL 435	The Law of Marketing and Business Competition				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
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 13	Professional Selling				3
BUSMKT 40	Marketing Principles				3
BUSMKT 55	Advertising				3
BUSMKT 402	Introduction to Import/Export				3
BUSMKT 405	International Marketing				3
BUSMKT 410	Marketing Using Social Media				3
BUSMKT 420	Customer Service				3

### COUNSELOR NOTES:


\$46 per unit for CA Residents

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.

## BUSINESS- SMALL BUSINESS ENTREPRENEUR

<i>Requirements for the Small Business Entrepreneur Certificate: (L391)</i>		Grade	IP	Need	Units
ACCTG 1A	Financial Accounting (or ACCTGFS 465, Financial Accounting for the Non-Accounting Major, 3)				4
ACCTG 460	Commercial Accounting Software				3
BUSMGT 45	Small Business Ownership and Management				3

<i>Plus nine units from the following:</i>		Grade	IP	Need	Units
ACCTG 435	Payroll Accounting				3
ACCTGFS 30	Personal Finance				3
ACCTGFS 442	Fundamentals of Finance and Investing				3
ACCTGFS 453	U.S. and California Income Tax Preparation				4
BUS 49	Business Decisions Using Basic Quantitative Tools				3
BUS 61	Introduction to Global Business				3
BUSL 435	The Law of Marketing and Business Competition				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
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 13	Professional Selling				3
BUSMKT 40	Marketing Principles				3
BUSMKT 55	Advertising				3
BUSMKT 402	Introduction to Import/Export				3
BUSMKT 405	International Marketing				3
BUSMKT 410	Marketing Using Social Media				3
BUSMKT 420	Customer Services				3

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.