



# Business, Small Business Management/Entrepreneurship A.A. Degree

This program is designed for students seeking employment instead of transferring upon completion.

This degree can be combined with the Business, General degree.

**Total Units: 58-60**

## First Year

### Semester 1

**15-16 Units**

COURSE	UNITS	PRE-REQS^	SEMESTERS OFFERED*	GE AREA
<b>BUS 300</b> <sup>Z</sup> Introduction to Business	3		F(O,P), S(O,P), Su(O)	
<b>BUS 340</b> Business Law	3		F(O), S(O), Su(O)	
<b>BUS 310</b> Business Communications	3	BUS 100; Advisory	F, S	CRC Area II(a)
<b>ECON 310</b> Statistics for Business and Economics <b>or</b>	3	MATH 120 or 125	F, S	CRC Area II(b)
<b>STAT 300</b> <sup>Z</sup> Introduction to Probability and Statistics	4	MATH 120 or 125	F(O), S(O)	CRC Area II(b)
<b>CRC Area I- Humanities</b> <sup>Z</sup>	3		F, S, Su	CRC Area I

<sup>Z</sup> At least one section of this course is offered with free textbooks and is labeled as zero textbook costs (ZTC). If it is a GE area class or elective, there may be several ZTC offerings to fulfill the GE requirement. Use the Free Textbook filter to find these courses. Learn more on the [ZTC page of the college website](#).

### Semester 2

**14 Units**

COURSE	UNITS	PRE-REQS^	SEMESTERS OFFERED*	GE AREA
<b>MKT 300</b> <sup>Z</sup> Principles of Marketing	3		F(O), S(O), Su(O)	
<b>ACCT 301</b> <sup>Z</sup> Financial Accounting	4	Advisory: ACCT 101, BUS 105, MATH 120 or MATH 125	F(O,P), S(O), Su	CRC Area
<b>BUS 350</b> <sup>Z</sup> Small Business Management/Entrepreneurship	3		F(O), S(O)	

## Career

### Options/Outlook:

Many career opportunities are available such as first-line supervisor of retail sales worker. First-line supervisor directly supervises and coordinates activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties. **Career opportunities may require more than an associate degree.**

### A sample of reported job titles:

Bakery Manager, Delicatessen Manager, Department Manager, Department Supervisor, Grocery Manager, Key Carrier, Meat Department Manager, Parts Sales Manager, Shift Manager, Store Manager

### Projected job opening in California (2020-2030):

14,420

### Projected job openings in California (2020-2030):

3% growth

### Median Salary in California (2021):

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>CRC Area V(a)-American Institutions</b> <sup>Z</sup>	3		F, S, Su	CRC Area
<b>CRC Area III(a)</b> <sup>Z</sup>	1		F, S, Su	CRC Area

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## Year 2

### Semester 3

14-15 Units

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>ECON 302</b> <sup>Z</sup> Principles of Macroeconomics	3	MATH 100 or 102 or 1 yr of HS Elem Algebra	F(O), S(O), Su(O)	CRC Area V(b)
<b>CISC 310</b> <sup>1 Z</sup> Introduction to Computer Information Science	3	Advisory: familiar with basic functions of word process, spreadsheet, web browser software applications	F(O,P), S(O,P)	CRC Area II(b) or III(b)
<b>CRC Area VI-Ethnic/Multicultural Studies</b> <sup>2</sup>	3		F, S, Su	
<b>Elective</b> <sup>3</sup>	3		F, S, Su	
<b>Elective</b> <sup>3</sup>	2-3		F, S, Su	

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<sup>1</sup> Recommended from the list of CIS course options. See side note for other options.

<sup>2</sup> Suggestion-BUS 330 Managing Diversity in the Workplace (3 units), F, S(O), Su(O).

<sup>3</sup> Units required are determined by the number of units needed to total 60 units for graduation. Refer to [Course Number](#) for the appropriate course level necessary for the degree.

### Semester 4

15 Units

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
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\$45,460/yr

### Source:

<https://www.onetonline.org/link/summary/41-1011.00>

### Honors option:

The CRC Honors Program is designed specifically for academically accomplished students and for students with the potential for high achievement. Students who complete 15 units or more in honors-designated courses will earn special recognition as an Honors Scholar, a distinction that may entitle the student to guaranteed transfer and scholarship opportunities at select transfer colleges and universities.

### Transfer notes:

Please meet with a counselor for specific transfer course evaluation or transferring to a specific 4-year institution.

### General Education (GE):

Non-specified GE courses identified by CRC Area, CSU Area or IGETC Area without pre- or co-requisite can be taken at any semester.

### The map meets the requirements for

the **Certificate of Achievement in Business, General**.

Students have the option to select a minimum of 3 units from:

BUS 310 (3u), BUS 320 (3u), BUS 330 (3u), BUS 350 (3u), ECON 304 (3u), or CISC 310 (3u)

and the **Certificate of Achievement in Small Business Management/Entrepreneurship**.

Students have the option to select a minimum of 3 units from:

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>BUS 215</b> <sup>Z</sup> Entrepreneurial Opportunity and Business Planning	3		F, S	
<b>BUS 320</b> Concepts in Personal Finance <b>or</b> <b>BUS 330</b> Managing Diversity in the Workplace <b>or</b> <b>ECON 304</b> <sup>1</sup> <sup>Z</sup> Principles of Microeconomics <b>or</b> <b>MKT 310</b> Selling Professionally <b>or</b> <b>MGMT 362</b> Techniques of Management	3  3  3  3	Advisory: BUS 105   MATH 100 or 102 or 1 yr of HS Elem Algebra	F(O), S(O), Su(O)  Check Class Schedule for offering  F(O), S(O), Su(O)  F(O)  S(O)	CRC Area V(b)  CRC Area V(b) & VI  CRC Area V(b)
<b>CRC Area IV- Natural Sciences</b> <sup>Z</sup>	3		F, S, Su	CRC Area IV
<b>Elective</b> <sup>2</sup>	3		F, S, Su	
<b>Elective</b> <sup>3</sup>	3		F, S, Su	

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<sup>^</sup>You must have passed the prerequisite course(s) with a "C" or better; Corequisite must be taken during the same semester; Advisory means it is recommended but not required to enroll in the course.

\*(O) = online available (P) = partially online

<sup>1</sup> Suggested course.

<sup>2</sup> Suggestion-BUS 320 Concepts in Personal Finance (3 units); Advisory: BUS 105; F(O), S(O), Su(O), if not taken above. Units needed to total 60 units for graduation. Refer to [Course Number](#) for the appropriate course level necessary for the degree.

<sup>3</sup> Suggestion-MKT 310 Selling Professionally (3 units); F(O) or MGMT 362 Techniques of Management (3 units); S(O) if not taken above. Units needed to total 60 units for graduation. Refer to [Course Number](#) for the appropriate course level necessary for the degree.

ACCT 301 (4u), BUS 310 (3u), BUS 320 (3u), CISC 310 (3u), or ECON 304 (3u)

## About this map:

This program map represents one possible pathway to complete the program. Please see a counselor to create an education plan that is customized to meet your needs. This map is not a guarantee of course availability or financial aid applicability.

## 3 units from the following CIS options are required for this major:

CISA 305 Beginning Word Processing (2 units),

CISA 308 Exploring Word Processing Software (1 unit),

CISA 315 Into to Electronic Spreadsheets (2 units),

CISA 340 Presentation Graphics (2 units),

CISC 308 Exploring Computer Environments & the Internet (1 unit),

CISC 310 Intro to Computer Information Science (3 units)

## Zero Textbook Costs (ZTC):

The Zero Textbook Costs designation and logo are added to any course that provides free access to all required instructional materials. These are typically shared with students through Canvas. Courses that are designated as ZTC may still require students to purchase supplemental materials such as lab coats, a calculator, art supplies, etc. See full definitions and searching tips on the [Zero Textbook Costs page](#) of the college website.