



# Retail Management A.A. Degree

This program roadmap 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 roadmap is not a guarantee of course availability or financial aid applicability.

Catalog: 2024-25

GE Pattern: local AA/AS

Total Units: 62

# First Year

#### Semester 1 15 Units

CAT.	COURSE	TITLE	UNIT	GE AREA
Req	MKT 300	Principles of Marketing	3	
Req	CISA 305	Beginning Word Processing	2	
Req	BUS 300	Introduction to Business	3	Vb
GE	HCD 310	College Success	3	IIIb
GE	ENGWR 300 / 480 H	College Composition	3	Ila WC
GE		any PE activity course	1	IIIa

## Semester 2 16 Units

CAT.	COURSE	TITLE	UNIT	GE AREA
Req	MGMT 304	Principles of Management	3	
Req	MKT 310	Selling Professionally	3	
Req	BUS 310	Business Communications	3	
RE	BUS 330	Managing Diversity in the Workplace	3	VI
GE	STAT 300 / 480 <sup>H</sup>	Introduction to Probability and Statistics	4	IIb MC

# Second Year

#### Semester 3 16 Units

CAT.	COURSE	TITLE	UNIT	GE AREA
RE	ACCT 301 <sup>1</sup>	Financial Accounting	4	
Req	MKT 314	Advertising	3	
Req	BUS 340	Business Law	3	
Req	CISA 315	Introduction to Electronic Spreadsheets	2	
RE	CISC 305	Introduction to the Internet	1	
GE	MUFHL 300	Introduction to Music	3	I

<sup>1</sup> or ACCT 101

#### Semester 4

CAT.	COURSE	TITLE	UNIT	GE AREA
RE	ECON 302 <sup>2</sup>	Principles of Macroeconomics	3	
Req	MKT 312	Retailing	3	

#### **CAREER PATH**

## **Career Options:**

- Buyer
- Department Manager
- Store Director
- Sales Associate
- Account Executive
- Merchandiser
- · Sales Manager

# **Advising Notes:**

• Students can substitute ESLW 340 for ENGWR 300/480.

## **Scheduling Notes:**

- MKT 310 and MGMT 308 are offered in the spring
- BUS 220 and MKT 314 are offered in the fall

### Other Notes:

15 Units

 Business students planning to transfer should consider the Business Administration AS-T degree. See a counselor and the cat alog for more information.

CAT.	COURSE	TITLE	UNIT	GE AREA
RE	MGMT 308	Personnel and Human Resources Management	3	
GE	HIST 311 / 484 <sup>H</sup>	History of the United States (1865 - Present)	3	Va
GE	ANTH 300 / 480 <sup>H</sup>	Biological Anthropology	3	IV

<sup>&</sup>lt;sup>2</sup> or BUS 110

<sup>&</sup>lt;sup>H</sup> honors courses

	EXPLANATION OF CATEGORIES			
Req	Required Core	A course that is required for this program		
GE	General Education	A course that fulfills a specific general education requirement for a degree, which can be replaced with another course that meets the same requirement		
RE	Restricted Elective	A course selected from a list of elective courses specified for this program in the course list in the catalog, which can be replaced with another course from the same list		

# **Graduation Requirement**

A course that fulfills a specific graduation requirement which can be replaced by another course that meets the same graduation requirement.



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