

# RETAIL, ASSOCIATE IN SCIENCE DEGREE

**Banner Code:** 1\_AS\_MGRT

**Control Number:** 16229

**Financial Aid Eligible**

This program is approved by the Western Association of Food Chains and persons completing the prescribed courses are eligible to receive both the OCC Certificate of Achievement and the WAFC Retail Management Certificate.

Complete the Retail Certificate of Achievement and the Associate in Science graduation requirements as outlined in the Graduation Requirements section of the catalog.

## Program Outcomes

1. Function effectively as a manager in a retail environment using the skills, principles, and tools they have acquired.
2. Apply the retail principles they have learned in their professional lives.
3. Analyze the ethical dimensions of effective retail managers in everyday conduct and decision making.
4. Demonstrate effective written and/or oral skills.

Review Graduation Requirements (<https://catalog.cccd.edu/orange-coast/graduation-requirements/associate-degree/>) and General Education (<https://catalog.cccd.edu/orange-coast/general-education-patterns/>).

Course	Title	Units
<b>Required Courses</b>		
ACCT A100 or ACCT A101	Accounting for Small Business Financial Accounting	3-4
BUS A139	Business Communication	3
CIS A100	Introduction to Computer Applications	3
LEAD A200	Organizational Leadership	3
MGMT A100	Applied Management for Public and Private Organizations	3
MGMT A115	Human Relations and Supervision	3
MKTG A100	Introduction to Marketing	3
MKTG A200	Retail E-Commerce Management	3
<b>Total Units</b>		<b>24-25</b>

Requirement	Units
Minimum Program Major Units	24-25
AS General Education Option 1, 2, or 3	Varies
Transferable electives to satisfy unit requirement	Varies
<b>Total Degree Units</b>	<b>60</b>

### Retail Suggested Electives:

ACCT A102 Managerial Accounting  
 BUS A110 Business Law  
 BUS A138 Business English  
 BUS A240 Entrepreneurship  
 MKTG A110 Professional Selling

MKTG A220 Retail Buying

## Program Sequence

These sequences at Orange Coast College are general course curriculum maps for students to finish all major and general education requirements for two-year completion of degrees, and/or fulfillment of transfer requirements. The course sequence may include course prerequisites and other placement requirements. **Students are advised to meet with an Orange Coast College Counselor to review course selections and sequences to ensure that completion of this program will meet a student's transfer and career goals.**

Course	Title	Units
<b>Year 1</b>		
<b>Semester 1</b>		
LEAD A200	Organizational Leadership	3
CIS A100	Introduction to Computer Applications	3
OCC AS GE AREA A1- CHOOSE ONE		3
OCC AS GE AREA C1- CHOOSE ONE		3
ELECTIVE (DEGREE APPLICABLE)		3
<b>Units</b>		<b>15</b>
<b>Semester 2</b>		
BUS A139	Business Communication <sup>1</sup>	3
MGMT A100	Applied Management for Public and Private Organizations	3
OCC AS GE AREA D- CHOOSE ONE		3
ELECTIVE (DEGREE APPLICABLE)		6
<b>Units</b>		<b>15</b>
<b>Year 2</b>		
<b>Semester 1</b>		
MKTG A100	Introduction to Marketing	3
MGMT A115	Human Relations and Supervision	3
OCC AS GE AREA C2- CHOOSE ONE		3
OCC AS GE AREA B- CHOOSE ONE		3-4
Select one of the following or satisfy Math competency (completion of High School Algebra 2 with a "C" or better)		3-4
MATH A030 or MATH A045	Intermediate Algebra <sup>2</sup> or Combined Elementary and Intermediate Algebra	
<b>Units</b>		<b>15-17</b>
<b>Semester 2</b>		
MKTG A200	Retail E-Commerce Management	3
ACCT A100 or ACCT A101	Accounting for Small Business or Financial Accounting	3-4
ELECTIVE (DEGREE APPLICABLE) <sup>3</sup>		9
<b>Units</b>		<b>15-16</b>
<b>Total Units</b>		<b>60-63</b>

<sup>1</sup> OCC AS GE AREA A2 & AS

<sup>2</sup> Math A030 or higher OR take 3-4 degree applicable elective units if math competency was met through completion of High School Algebra 2 with a "C" or better; \*100-level Math courses satisfy AS Math Requirement and OCC AS GE AREA A2

<sup>3</sup> VARIES TO REACH MINIMUM 60 DEGREE APPLICABLE UNITS