

BUSINESS EMPLOYEE, CERTIFICATE OF ACHIEVEMENT

Banner Code: 1_CN_MBE

Control Number: 22401

Financial Aid Eligible

This program will prepare students for employment in music stores, record shops, and other commercial music activities. Many opportunities in the business of music are available to students with a broad general knowledge of how this segment of the music industry functions in addition to traditional musical skills.

Program Outcomes

1. Demonstrate knowledge of basic requirements of vocalists, guitarists and pianists
2. Working Knowledge of basic studio techniques and equipment applications
3. Prepare and deliver an effective sales presentation for a product or service.
4. Organize, develop and prepare a written professional sales presentation for a product or service.

Review Certificate Requirements (<https://catalog.cccd.edu/orange-coast/graduation-requirements/certificates/#achievementtext>).

| Course | Title | Units |
|---------------------------------------------------------------------|-------------------------------|-----------|
| Required Courses | | |
| MUS A110 | Computers in Music 1 | 3 |
| MUS A116 | Basic Guitar | 2 |
| MUS A139 | History of Rock Music | 3 |
| MUS A141 | Piano 1 | 1 |
| MUS A161 | Voice 1 | 1 |
| MUS A180 | Theory 1 | 3 |
| MUS A181 | Musicianship 1 | 1 |
| MUS A261 | Recording Techniques 1 | 3 |
| MUS A262 | Music as a Business | 2 |
| MKTG A110 | Professional Selling | 3 |
| <i>Select 5 units from the following restricted electives list:</i> | | 5 |
| ACCT A100 | Accounting for Small Business | |
| BUS A240 | Entrepreneurship | |
| MKTG A200 | Retail E-Commerce Management | |
| MUS A140 | Beginning Instruments | |
| MUS A142 | Piano 2 | |
| MUS A162 | Voice 2 | |
| MUS A148 | Classical Guitar 1 | |
| MUS A151 | Studio Guitar 1 | |
| MUS A241 | Piano 3 | |
| MUS A242 | Piano 4 | |
| Total Units | | 27 |

Program Sequence

These sequences at Orange Coast College are curriculum maps for students to finish all requirements for the certificate. There may be advisories, prerequisites, or time requirements that students need to consider before following these maps. **Students are advised to meet with an Orange Coast College Counselor for alternate sequencing.**

| Course | Title | Units |
|-----------------------------------------------------------------------------------------|------------------------|-----------|
| Year 1 | | |
| Semester 1 | | |
| MUS A139 | History of Rock Music | 3 |
| MUS A141 | Piano 1 | 1 |
| MUS A161 | Voice 1 | 1 |
| MUS A262 | Music as a Business | 2 |
| Units | | 7 |
| Semester 2 | | |
| MUS A116 | Basic Guitar | 2 |
| MUS A180 | Theory 1 | 3 |
| MUS A181 | Musicianship 1 | 1 |
| MUS A261 | Recording Techniques 1 | 3 |
| Units | | 9 |
| Year 2 | | |
| Semester 1 | | |
| MKTG A110 | Professional Selling | 3 |
| MUS A110 | Computers in Music 1 | 3 |
| CERT RESTRICTED ELECTIVE(S) (See Requirements) - CHOOSE AT LEAST 5 UNITS ¹ . | | 5 |
| Units | | 11 |
| Total Units | | 27 |

¹ Needs 5 units total of Restricted Electives