

BUSINESS EMPLOYEE, CERTIFICATE OF ACHIEVEMENT

Financial Aid Eligible

Banner Code: 1_CN_MBE

Control Number: 22401

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.

Certificate Requirements

Orange Coast College offers two types of certificate awards in career programs designed to prepare the graduate to enter a particular field of employment. At least 3 units in an advanced course from the certificate must be completed at OCC.

1. **Certificate of Achievement** - 8 units or more in a state-approved program. Certificates of Achievement are not automatically awarded. A petition must be filed in Enrollment Services or online at the beginning of the semester in which the student will be completing his or her final requirements. The petitioning periods are listed in the Graduation Requirements (<https://catalog.cccd.edu/orange-coast/graduation-requirements/>) section of this catalog.
2. **Certificate of Specialization** - 16 units or less in a locally approved program. Certificates of Specialization are not automatically awarded, not printed on official academic transcripts, and there is no acknowledgment of completion given at graduation. Please contact the division for details regarding the submission of petitions as procedures for each division vary. Most division offices prefer that students complete all of the required courses and then provide a copy of the transcript while some divisions allow petitions for Certificates of Specialization before finishing.

Minimum Grade Requirement

In order to be awarded a certificate, students are required to obtain a grade of "C" or better in all program-required courses. Grades of "CR" or "P" will be accepted whereas "CR" or "P" meets the equivalency of a "C" or better. A list of certificate programs can be found in the Programs A-Z (<https://catalog.cccd.edu/orange-coast/programs-study/>) section of this catalog. Check with a counselor to determine the requirements for completion.

Course	Title	Units
Year 1		
Semester 1		
MUS A139	History of Rock Music	3
MUS A141	Piano 1	1
MUS A145	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
Semester 3		
MKTG A110	Professional Selling	3
MUS A110	Computers in Music 1	3
Restricted Electives (see list)		5
Units		11
Total Units		27

Business Employee Restricted Electives

Course	Title	Units
Select five units of the following:		
ACCT A100	Accounting for Small Business	5
BUS A240	Entrepreneurship	
MKTG A200	Retail E-Commerce Management	
MUS A140	Beginning Instruments	
MUS A142	Piano 2	
MUS A146	Voice 2	
MUS A148	Classical Guitar 1	
MUS A151	Studio Guitar 1	
MUS A241	Piano 3	
MUS A242	Piano 4	
Total Units		5