

MARINER

PROFESSIONAL MARINER

The Professional Mariner Program prepares students for careers in the maritime industry in Southern California and around the world in private or commercial vessel operations:

Large private yachts, Charter yachts
Cruise ships, Passenger ferries
Sport fishing, Commercial fishing
Whale watching, Dive boats
Supply vessels, Work boats, Tug boats
Commercial shipping

These vessels must operate with qualified crew so the curriculum for the Orange Coast College Professional Mariner program was developed with guidance from an Advisory Council of maritime industry professionals who ranked skills and knowledge that they require in their deck crew. Upon completion of the program, there are employment opportunities with competitive salary.

Planned expansion of this program will include courses leading to knowledge, experience and qualification for licenses and certificates that are increasingly required to climb the career ladder as a professional mariner in leadership positions.

PROFESSIONAL MARINER – LEVEL I

Curriculum includes career path identification and job search preparation in the maritime industry, maritime environment, seamanship, marine safety, boat handling, navigation, and boat maintenance. In addition to lecture, most courses include hands-on practical exercises.

Students must be able to swim 50 yards and tread water for 10 minutes. Previous boating experience is advantageous but not required. Facility fees will be charged.

The program may be completed in two semesters. Courses may be taken individually and may be repeated.

Program Outcomes

Upon completion of the Professional Mariner Level 1 Certificate, the student will have the information, training and practical skills to qualify for work as deckhand on private yachts or commercial vessels, with the capability to advance in a marine industry career. The student will have earned their STCW certificate for U.S. Coast Guard Basic Safety Training. The Professional Mariner student will be able to:

Communicate verbally and in writing in a clear manner and with correct nautical protocol.

Identify maritime career paths along with required U.S. Coast Guard licensing requirements.

Demonstrate safe operation and maintenance of vessels.

Demonstrate prevention and safety response in First Aid, Personal Survival and Social Responsibility at sea, as well as fire prevention and response.

CONTINUED NEXT PAGE



CERTIFICATE OF ACHIEVEMENT

Required Courses

Course			Units
Maritime Industry	MARA	A151	(2)
Boat Handling and Seamanship	MARA	A152	(3)
Marine Basic Safety Training	MARA	A153	(4)
Yachtkeeping & Engine Maintenance	MARA	A154	(2)
Navigation for Deckhands	MARA	A155	(2)
Maritime Environment	MARA	A156	(2)

Subtotal: (15)

Select three (3) units from the following:

Any Marine Science			(1-3)
Any Foreign Language			(4-5)
Personal Financial Success	BUS	A120	(3)
Cooking Essentials	FN	A120	(1)
Health Education	HLED	A100	(3)
Personal Leadership	LEAD	A180	(3)
Intro to Sailing	MARA	A147	(1)
Intro to Keel Boats	MARA	A148	(1)
Intro to Ocean Sailing	MARA	A149	(1)
Fitness Programs I	PE	A107	(.5-3)
Strength and Conditioning	PE	A108	(.5-3)
Swimming	PE	A143	(.5-1.5)
Swimming for Fitness	PE	A146	(.5-2.5)

Subtotal: (3)

Total: (18)

CORE CURRICULUM

Required Courses

Course			Units
Intro to Business	BUS	A100	(3)
(Or)			
Honors Intro to Business	BUS	A100H	(3)
Professional Communication	BUS/MGMT	A239	(3)
Intro to Marketing	MKTG	A100	(3)
Professional Selling	MKTG	A110	(3)
Principles of Advertising	MKTG	A130	(3)
International Marketing	MKTG	A150	(3)

Total: 18

Students must complete core curriculum plus nine (9) units from the following list of courses:

Course			Units
Business Math	BUS	A125	(3)
Business English	BUS	A138	(3)
Public Relations	BUS	A140	(3)
Mass Communications	MCOM	A100	(3)
Direct Mail & Marketing	MKTG	A142	(1.5)

(9)

Total: (27)

ASSOCIATE DEGREES

Complete the Certificate of Achievement and either the Associate in Arts or Associate in Science Graduation Requirements as outlined in the Graduation Requirements section of the catalog.

MARKETING

The Marketing certificate programs are designed to train those individuals whose career paths involve the creative techniques of both oral and written sales presentations, advertising, and marketing. Courses emphasize the tools used by marketers, the environmental forces affecting the marketing process, sales communication skills, the major components of modern advertising and promotion, marketing research, and advertising planning and strategy. All courses must be completed with a grade of "C" or better.

GENERAL MARKETING

CERTIFICATE OF ACHIEVEMENT

Program Outcomes

Upon successful completion of the Certificate of Achievement in General Marketing, graduates will be able to:

Function effectively in a multitude of first-entry marketing positions using the skills, tools and principles they have acquired.

Communicate effectively and persuasively in personal, organizational, and selling environments.

Effectively apply and utilize their acquired knowledge of the principles of marketing to market and/or promote a business, product, or service.

INTERNATIONAL BUSINESS

CERTIFICATE OF ACHIEVEMENT

Program Outcomes

Upon successful completion of the Certificate of Achievement in International Business, graduates will be able to:

Function effectively in an entrepreneurial, managerial, or entry-level international business position using the skills, tools and principles they have acquired.

Effectively apply the international business principles they have learned to effectively facilitate international business transactions in a variety of settings.

Required Courses

Course			Units
Intro International Business	BUS	A118	(3)
Applied International Business	BUS	A119	(3)
Intro to Marketing	MKTG	A100	(3)
Professional Selling	MKTG	A110	(3)
International Marketing	MKTG	A150	(3)
Export/Import Procedures	MKTG	A152	(3)

Subtotal: (18)