

## MARINER

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### 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.

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### PROFESSIONAL MARINER – LEVEL 1

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. 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:

1. Communicate verbally and in writing in a clear manner and with correct nautical protocol .
2. Identify maritime career paths along with required U.S. Coast Guard licensing requirements.



3. Demonstrate safe operation and maintenance of vessels.
4. Demonstrate prevention and safety response in First Aid, Personal Survival and Social Responsibility at sea, as well as fire prevention and response.

**CERTIFICATE OF ACHIEVEMENT**

*All of the required courses must be completed with a minimum of "C" grade to receive the certificate.*

**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)
Personal Health	HLED	A100	(3)
Internship Academy	ITRN	A292	(1-4)
Personal Leadership	LEAD	A180	(3)
Introduction to Sailing	MARA	A147	(1)
Introduction to Keel Boats	MARA	A148	(1)
Introduction to Ocean Sailing	MARA	A149	(1)
Fitness Programs	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)**

**Advanced Level:**

Radar Observer MARA A157 (2)  
 Students having completed prior course requirements and seeking advanced-level electives may take:

Marine Basic Safety Training and Radar Observer are U.S. Coast Guard approved courses. Students with satisfactory evaluation will be qualified for a Certificate of Completion for U.S. Coast Guard license or credential endorsement. The Basic Safety Training endorsement may be added to a U.S. Coast Guard Merchant Mariners Credential or Deck Officer License. The Radar Observer endorsement may be added to any U.S. Coast Guard Deck Officer License.

# 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:

1. Function effectively in a multitude of first-entry marketing positions using the skills, tools and principles they have acquired.
2. Communicate effectively and persuasively in personal, organizational, and selling environments.
3. Effectively apply and utilize their acquired knowledge of the principles of marketing to market and/or promote a business, product, or service.

**CORE CURRICULUM**

**Required Courses**

Course			Units
Intro to Business	BUS	A100	
(Or)			(3)
Honors Intro to Business	BUS	A100H	
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)
<b>Total:</b>			<b>18</b>

Students must complete core curriculum plus nine (9) units from the following list of courses in specialized areas.

Course			Units
Business Math	BUS	A125	(3)
Business English	BUS	A138	(3)
Public Relations	BUS	A185	(3)
Mass Communications	CMST	A180	(3)
Direct Mail & Marketing	MKTG	A142	(1.5)
<b>Total:</b>			<b>(9)</b>
<b>Total:</b>			<b>(27)</b>

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