

Business and Computing Division

RETAIL

CERTIFICATE OF ACHIEVEMENT

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.

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.

Required Courses

Course	Course Number	Units
Accounting-Small Business	ACCT A100	3
Or		
Financial Accounting	ACCT A101	4
Business Communication	BUS A139	3
Introduction to Computer Applications	CIS A100	3
Organizational Leadership	LEAD A200	3
Applied Management for Public & Private Organizations	MGMT A100	3
Human Relations and Supervision	MGMT A115	3
Introduction to Marketing	MKTG A100	3
Retail E-Commerce Management	MKTG A200	3
	Total Units	24-25
Retail Suggested Electives:		
Managerial Accounting	ACCT A102	4
Business Law	BUS A110	3
Business English	BUS A138	3
Introduction to Entrepreneurship	BUS A240	3
Professional Selling	MKTG A110	3
Retail Buying	MKTG A220	3

ASSOCIATE IN SCIENCE DEGREE

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