

RETAIL, ASSOCIATE IN SCIENCE DEGREE

Banner Code: 1_AS_MGRT
Financial Aid Eligible

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.

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

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.

Review Graduation Requirements (<https://catalog.cccd.edu/orange-coast/graduation-requirements/associate-degree/>) and General Education (<https://catalog.cccd.edu/orange-coast/general-education-patterns/>).

Course	Title	Units
Required Courses		
ACCT A100 or ACCT A101	Accounting for Small Business Financial Accounting	3-4
BUS A139	Business Communication	3
CIS A100	Introduction to Computer Applications	3
LEAD A200	Organizational Leadership	3
MGMT A100	Applied Management for Public and Private Organizations	3
MGMT A115	Human Relations and Supervision	3
MKTG A100	Introduction to Marketing	3
MKTG A200	Retail E-Commerce Management	3
Total Units		24-25
Requirement		
Minimum Program Major Units		24-25
AS General Education Option 1, 2, or 3		Varies
Transferable electives to satisfy unit requirement		Varies
Total Degree Units		60

Retail Suggested Electives:

ACCT A102 Managerial Accounting
BUS A110 Business Law
BUS A138 Business English
BUS A240 Entrepreneurship
MKTG A110 Professional Selling
MKTG A220 Retail Buying

Program Sequence

These sequences at Orange Coast College are general course curriculum maps for students to finish all major and general education requirements for two-year completion of degrees, and/or fulfillment of transfer requirements. The course sequence may include course prerequisites and other placement requirements. **Students are advised to meet with an Orange Coast College Counselor to review course selections and sequences to ensure that completion of this program will meet a student's transfer and career goals.**

Course	Title	Units
Year 1		
Semester 1		
LEAD A200	Organizational Leadership	3
CIS A100	Introduction to Computer Applications	3
OCC AS GE AREA A1- CHOOSE ONE		3
OCC AS GE AREA C1- CHOOSE ONE		3
ELECTIVE (DEGREE APPLICABLE)		3
Units		15
Semester 2		
BUS A139	Business Communication ¹	3
MGMT A100	Applied Management for Public and Private Organizations	3
OCC AS GE AREA D- CHOOSE ONE		3
ELECTIVE (DEGREE APPLICABLE)		6
Units		15
Year 2		
Semester 1		
MKTG A100	Introduction to Marketing	3
MGMT A115	Human Relations and Supervision	3
OCC AS GE AREA C2- CHOOSE ONE		3
OCC AS GE AREA B- CHOOSE ONE		3-4
Select one of the following or satisfy Math competency (completion of High School Algebra 2 with a "C" or better)		3-4
MATH A030 or MATH A045	Intermediate Algebra ² or Combined Elementary and Intermediate Algebra	
Units		15-17
Semester 2		
MKTG A200	Retail E-Commerce Management	3
ACCT A100 or ACCT A101	Accounting for Small Business or Financial Accounting	3-4
ELECTIVE (DEGREE APPLICABLE) ³		9
Units		15-16
Total Units		60-63

¹ OCC AS GE AREA A2 & AS

² Math A030 or higher OR take 3-4 degree applicable elective units if math competency was met through completion of High School Algebra 2 with a "C" or better; *100-level Math courses satisfy AS Math Requirement and OCC AS GE AREA A2

³ VARIES TO REACH MINIMUM 60 DEGREE APPLICABLE UNITS