

# Retail Management

CERTIFICATE OF ACHIEVEMENT (CoA)

REQUIRED CREDITS: 30

DEGREE CODE: RTLMGT-CT

## DESCRIPTION

This program was developed out of a collaborative effort between the retail industry and the College. The curriculum encompasses several business essentials, including management and communication, required for career success.

## STUDENT LEARNING OUTCOMES

- Demonstrate a strong foundation in writing, oral communications, math applications and computer literacy.
- Understand the fast-paced challenges prevalent in the retail industry.
- Understand the scope of the retail manager’s job and an understanding of the basic requirements for success performance management.

**PLEASE NOTE** - The courses listed below may require a prerequisite or corequisite. Read course descriptions before registering for classes. All MATH and ENG courses numbered 01-99 must be completed before reaching 30 total college-level credits. No course under 100-level counts toward degree completion.

## GENERAL EDUCATION REQUIREMENTS (3 CREDITS)

### COMMUNICATIONS (3 credits)

Required: BUS 108 Business Letters and Reports

## SPECIAL PROGRAM REQUIREMENTS (27 CREDITS)

### CORE REQUIREMENTS (24 credits)

BUS 109B	Business Mathematics	3
COM 101	Oral Communication	3
IS 101	Introduction to Information Systems	3
MGT 201	Principles of Management	3
MGT 212	Leadership and Human Relations	3
MGT 283	Introduction to Human Resources Management	3
MKT 127	Introduction to Retailing	3
MKT 210	Marketing Principles	3

### Choose one from the following (3 credits)

ACC 135B	Bookkeeping I	3
ACC 201	Financial Accounting	3

Computation included in ACC 135B or ACC 201  
 Human Relations included in MGT 212

## FULL-TIME STUDENT DEGREE PLAN

*Plan can be modified to fit the needs of part-time students by adding more semesters.*

<b>FIRST SEMESTER</b>	<b>Credits</b>
BUS 108 Business Letters and Reports	3
COM 101 Oral Communications	3
IS 101 Introduction to Information Systems	3
MGT 212 Leadership and Human Relations	3
<b>TOTAL CREDITS</b> .....	<b>12</b>
<b>SECOND SEMESTER</b>	<b>Credits</b>
BUS 109B Business Mathematics	3
MGT 201 Principles of Management	3
ACC 135B or ACC 201	3
<b>TOTAL CREDITS</b> .....	<b>9</b>
<b>THIRD SEMESTER</b>	<b>Credits</b>
MGT 283 Introduction to Human Resources Management	3
MKT 127 Introduction to Retailing	3
MKT 210 Marketing Principles	3
<b>TOTAL CREDITS</b> .....	<b>9</b>
<b>DEGREE PLAN TOTAL CREDITS</b> .....	<b>30</b>

- NOTE**
- Course numbers with the “B” suffix may be non-transferable for a NSHE baccalaureate degree.
  - Course numbers with the “H” suffix are designated Honors-level courses and can be used to fulfill equivalent general education requirements. For more information visit [www.csn.edu/honors](http://www.csn.edu/honors).
  - In no case, may one course be used to meet more than one requirement except for the Values and Diversity general education requirement (only AA, AS, and AB degrees) which may be used to fulfill the corresponding general education or emphasis requirement.
  - Students may elect to graduate using the degree requirements in effect at the time of matriculation, or when they declared or changed major or the current catalog. If a program is official after a student has matriculated, the student may choose the degree requirements of the new program. In no case may a student use a catalog which is more than six years old at the time of graduation.

