

Management

Management

Program Description

This program is designed to emphasize training to improve thought processes and to provide familiarity with the analytical tools of management, sound decision-making, and how to get things done through and with people. Also, this option is designed for initial employment upon graduation and for job advancement opportunities.

Certificate of Achievement and Associate in Science Degree

A Certificate of Achievement can be obtained by completing the 21-unit major listed below. The Associate in Science Degree can be obtained by completing a total of 60 units, including the major, the supporting courses and the general education requirements. All courses for this major must be completed with a grade of C or better or a P if the course is taken on a Pass/No Pass basis.

Program Outcomes

Students who complete the Management Certificate of Achievement/ Associate Degree will be able to:

1. Demonstrate oral and written skills unique in the business community.
2. Apply leadership, ethical standards, and team building skills necessary for managerial positions in the 21st century.
3. Conduct a personal SWOT analysis for a future small business venture.
4. Design a comprehensive business plan for a future small business venture.
5. Demonstrate the ability to use technology in analyzing and solving business problems.
6. Use basic computation skills to analyze and solve business problems requiring the use of mathematics.

REQUIRED COURSES	Units
BUS 005 Introduction to Business	3
BUS 092 Business Communication	3
BUS 181 Business Mathematics	3
CIS 050 Microcomputer Applications	3
MGMT 050 Principles of Management	3
MGMT 055 Management/Leadership Skills	3
MGMT 191 Human Relations.....	3
OR	
MGMT 193 Human Resource Management.....	3
Total Units	21

Supporting Courses (for the A.S.)*	Units
ACCT 001 Principles of Accounting - Financial.....	4
OR	
ACCT 002 Principles of Accounting - Managerial.....	4
BUS 018 Legal Environment of Business	3
ECON 001 Principles of Economics (Macroeconomics) ..	3
OR	
ECON 002 Principles of Economics (Microeconomics) ..	3
*Required for the A.S. degree	
Total Units	10

Recommended Electives

OCED 090 Occupational Work Experience

This is a Gainful Employment Program. For additional information, please visit

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http://www.solano.edu/gainful_employment/ and select "Management."

Retail Management

Program Description

Designed to serve the needs of the employees and employers within the retail industry. The program provides the knowledge and skills needed to prepare students for both entry level jobs and upward mobility opportunities in this dynamic and ever changing segment of our economy. Program emphasis is placed on professional and career development.

Certificate of Achievement and Associate in Science Degree

A Certificate of Achievement in Retail Management can be obtained by completing the 31-unit major listed below. The Associate in Science Degree can be obtained by completing a total of 60 units, including the major, general education requirements, and electives. All courses for this major must be completed with a grade of C or better or a P if the course is taken on a Pass/No Pass basis.

Program Outcomes

Students who complete the Retail Management Certificate of Achievement/ Associate Degree will be able to:

1. Demonstrate oral and written skills unique in the business community.
2. Apply leadership, ethical standards, and team building skills necessary for managerial positions in the 21st century.
3. Conduct a personal SWOT analysis for a future small business venture.
4. Design a comprehensive business plan for a future small business venture.
5. Demonstrate the ability to use technology in analyzing and solving business problems.
6. Use basic computation skills to analyze and solve business problems requiring the use of mathematics.

REQUIRED COURSES Units

Recommended sequence

BUS 092 Business Communication	3
BUS 181 Business Mathematics	3
CIS 050 Microcomputer Applications	3
MGMT 050 Principles of Management	3
ACCT 001 Principles of Accounting - Financial.	4
MKT 171 Introduction to Marketing	3
MKT 174 Retail Merchandising	3
MGMT 191 Human Relations.	3
MGMT 055 Management / Leadership Skills	3
MGMT 193 Human Resource Management.	3

Total Units 31

Recommended Electives

- BUS 182 Small Business Mathematics
- OCED 090 Occupational Work Experience
- OCED 091 General Work Experience

NOTE: This program is approved by the Western Association of Food Chains for awarding of the industry WAFC Certificate.

This is a Gainful Employment Program. For additional information, please visit http://www.solano.edu/gainful_employment/ and select "Retail Management WAFC."

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Small Business Management

Program Description

This program is designed for those planning to start their own business, buy an existing business, buy a franchise, or who already own their own business. This option emphasizes learning the concepts and practical skills necessary to be a successful, professional entrepreneur. Specifically designed for working adults, the courses emphasize a systematic approach to business which focuses on the integration of theoretical and practical skills.

Certificate of Achievement and Associate in Science Degree

A Certificate of Achievement can be obtained by completing the 28-unit major listed below. The Associate in Science Degree can be obtained by completing a total of 60 units, including the major, general education requirements, and electives. All courses for this major must be completed with a grade of C or better or a P if the course is taken on a Pass/No Pass basis.

Program Outcomes

Students who complete the Small Business Management Certificate of Achievement/ Associate Degree will be able to:

1. Demonstrate oral and written skills unique in the business community.
2. Apply leadership, ethical standards, and team building skills necessary for managerial positions in the 21st century.
3. Conduct a personal SWOT analysis for a future small business venture.
4. Design a comprehensive business plan for a future small business venture.
5. Demonstrate the ability to use technology in analyzing and solving business problems.
6. Use basic computation skills to analyze and solve business problems requiring the use of mathematics.

REQUIRED COURSES Units

Recommended sequence

MGMT 184 Small Business Management and Planning . 3

MGMT 186 Small Business Marketing 3

MGMT 188 Computers in Small Business 3

BUS 005 Introduction to Business 3

BUS 018 Legal Environment of Business 3

BUS 181 Business Mathematics 3

BUS 182 Small Business Mathematics 1

BUS 092 Business Communication 3

Electives selected from list of Recommended Electives . . 6

Total Units 28

Recommended Electives

ACCT 001 Principles of Accounting - Financial

ACCT 002 Principles of Accounting - Managerial

ACCT 180 Introduction to Accounting

BUS 060 Introduction to International Business

ECON 001 Principles of Economics (Macroeconomics)

ECON 002 Principles of Economics (Microeconomics)

MGMT 055 Management/Leadership Skills

MGMT 191 Human Relations

MKT 173 Principles of Selling

MKT 174 Retail Merchandising

OCED 090 Occupational Work Experience

OCED 091 General Work Experience

OT 054A Beginning Keyboarding A

OT 054B Beginning Keyboarding B

OT 055A Intermediate Keyboarding/Word Processing A

OT 055B Intermediate Keyboarding/Word Processing B

This is a Gainful Employment Program. For additional information, please visit
http://www.solano.edu/gainful_employment/ and select "Small Business Management."

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MGMT 050

Principles Of Management

Course Advisory: Eligibility for English 001; SCC minimum Math standard. An introduction and comprehensive survey of the theory and practices relevant to the management principles of: planning, organizing, staffing, directing and controlling. The course explores the nature and role of management/supervision in a contemporary environment focusing on the strategic planning, decision-making and problem-solving processes that affect organizational effectiveness and efficiency. Includes quantitative and qualitative methodology used in systems and contingency approach to management. *Three hours lecture.*

3.0 Units

MGMT 055

Management/Leadership Skills

Course Advisory: Eligibility for English 001. A comprehensive development, analysis, and application of fundamental skills needed for the successful practice of supervision/leadership. This course addresses the quality principles of leadership applied to work processes, decision making and problem solving, communication, stress and time management, and delegating/facilitating in a team environment. The focus of the course is on job-relevant skills. Class exercises are employed to teach the various skills. *Three hours lecture.*

3.0 Units

MGMT 191

Human Relations

Course Advisory: SCC minimum English and Math standards. A comprehensive study and analysis of the concepts and skills associated with human behavior and relationships. The course stresses effective supervision and leadership practices as applied to human interaction. *Three hours lecture.*

3.0 Units

MGMT 193

Human Resource Management

Course Advisory: SCC minimum English and Math standards. Human resource administration of public and private organizations including personnel and administrative practices. The student will examine the evolution of unions including the various labor relations acts, collective bargaining processes, grievance procedures, and arbitration. Supervisor's and the steward's roles are emphasized for effectively maintaining negotiated contracts. The course focuses on actual personnel problems, principles and methods involved in recruitment, selecting and placement of employees with regard to affirmative action programs, training, experience and aptitude. *Three hours lecture.*

3.0 Units