



Small Business Management/Entrepreneurship Associate of Arts Degree

This program is designed for students wishing to seek employment instead of transfer upon its completion.

This degree can be combined with Business, General degree.

SUGGESTED PROGRAM COURSE SCHEDULE

SEMESTER 1

15-16 UNITS

Course	Units	Pre-Reqs^	Semesters offered*	GE Area
BUS 300 Intro to Business	3		F(O,H), S(O,H), Su(O)	
BUS 340 Business Law	3		F(O), S(O), Su(O)	
BUS 310 Business Communications	3	BUS 100; Advisory: ability to key 30 wam	F, S	CRC Area II(a)
ECON 310 Economic Statistics or STAT 300 Intro to Prob & Stat	3 4	MATH 120 or 125 MATH 120 or 125	F, S F(O), S(O)	CRC Area II(b)
CRC Area I Humanities Or taken in summer	3		F, S, Su	CRC Area I

SEMESTER 2

14 UNITS

Course	Units	Pre-Reqs^	Semesters offered*	GE Area
MKT 300 Prin of Marketing	3		F(O), S(O), Su(O)	
ACCT 301 Financial Accounting	4	Advisory: ACCT 101, BUS 105, MATH 120 or MATH 125	F(O,H), S(O), Su	CRC Area II(b)
BUS 350 Small Business Management/ Entrepreneurship	3		F(O), S(O)	
CRC Area V(a) American Institutions Or taken in summer	3		F, S, Su	CRC Area V(a)
CRC Area III(a) Physical Edu Activity Or taken in summer	1		F, S, Su	CRC Area III(a)

^You must have passed the prerequisite course(s) with a "C" or better; Corequisite must be taken during the same semester; Advisory means it is recommended but not required to enroll in the course.

*(O) = online available (H) = hybrid available

Career Options/Outlook: Many career opportunities are available such as first-line supervisor of retail sales worker. First-line supervisor directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties. **Career opportunities may require more than an associate degree.**

A sample of reported job titles:

Bakery Manager, Delicatessen Manager, Department Manager, Department Supervisor, Grocery Manager, Key Carrier, Meat Department Manager, Parts Sales Manager, Shift Manager, Store Manager

Projected job openings in California (2016-2026):
16,630

Projected growth in California:
Slower than average (3%)

Salary in California:

Median wage (2018): \$40,420/yr
Source:

<https://www.onetonline.org/link/summary/41-1011.00>

SEMESTER 3

15-16 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
ACCT 311 Managerial Accounting or BUS 345 Law & Society Or MGMT 372 Human Relations & Organizational Behavior Or RE 300 CA Real Estate Principles	4	ACCT 301	F(O), S(O)	
	3	None	F, S	
	3	None	F(O)	
	3	None	F(O), S(O)	
ECON 302 Prin of Macro Econ	3	MATH 100 or 102 or 1 yr of HS Elem Algebra	F(O), S(O), Su(O)	CRC Area V(b)
CISC 310 Intro to Computer Information Science	3	Advisory: BUSTEC 302 or keyboard 25 wam or better	F(O,H), S(O,H)	CRC Area II(b) or III(b)
CRC Area VI- suggestion: BUS 330 Managing Diversity in the Workplace. Or taken in summer	3		F, S(O), Su(O)	CRC Area V(b) or VI
Elective	3		F, S, Su	

Honors option:

The CRC Honors Program is designed specifically for academically accomplished students and for students with the potential for high achievement. Students who complete 15 units or more in honors-designated courses will earn special recognition as an Honors Scholar, a distinction that may entitle the student to guaranteed transfer and scholarship opportunities at select transfer colleges and universities.

Transfer notes:

Please meet with a counselor for specific transfer course evaluation or transferring to a specific 4-year institution.

General Education (GE):

Non-specified GE courses identified by CRC Area, CSU Area or IGETC Area without pre- or co-requisite can be taken at any semester.

SEMESTER 4

16 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
BUS 215 Entrepreneurial Opportunity & Business Planning	3		F, S	
ECON 304 Principles of Microeconomics	3	MATH 100 or 102 or 1 yr of HS Elem Algebra	F(O), S(O), Su(O)	CRC Area V(b)
Elective-suggestion: BUS 320 Concepts in Personal Finance	3	Advisory: BUS 105	F(O), S(O), Su(O)	CRC Area V(b)
Elective suggestion: MKT 310 Selling Professionally	3		F(O)	
Elective suggestion: MGMT 362 Techniques of Management	3		S(O)	
Elective	1		F, S, Su	

Courses in red meet the requirement for the Certificate of Achievement in Business, General.

Students have the option to select a minimum of 3 units from:
 BUS 310 (3u),
 BUS 320 Concepts of Personal Finance (3u),
 BUS 330 (3u),
 BUS 350 (3u),
 ECON 304 (3u), or
 CISC 310 (3u)

Courses in blue meet the requirement for the Certificate of Achievement in Small Business Management/Entrepreneurship. Students have the option to select a minimum of 3 units from:

ACCT 301 (4u),
 BUS 310 (3u),
 BUS 320 (3u),
 CISC 310 (3u), or
 ECON 304 (3u)

[^]You must have passed the prerequisite course(s) with a "C" or better; Corequisite must be taken during the same semester; Advisory means it is recommended but not required to enroll in the course.

*(O) = online available (H) = hybrid available

