

# BUSINESS MANAGEMENT - RETAIL MANAGEMENT, CERTIFICATE OF TECHNOLOGY



## Program Information

The business environment is constantly changing; therefore, effective and efficient management requires learning and applying the latest techniques in management to advance your career and become a more valuable manager in the organization. As a graduate of the San Jacinto College Business Management program, you will be prepared to assume first-line supervisory positions in business organizations of every type. You will also be on a career track to higher levels of management as your experience grows in applying the concepts and techniques learned at San Jacinto College.

The San Jacinto College Business Management program:

- Helps students develop leadership and management skills by providing a basis in analysis and problem solving and an understanding of managing human behavior and resources; and
- Places an emphasis on planning, organizing, staffing, and leading through effective communication techniques for roles in purchasing, production control, and marketing.

Course topics may include:

- Marketing,
- Management,
- Leadership,
- Purchasing,
- Selling,
- Human Relations,
- Human Resources,
- Problem Solving, and
- Decision-Making.

## Career Opportunities

Graduates of this program are prepared to assume first-line supervisory positions in business organizations of every type including:

- Retail,
- Wholesale,
- Manufacturing,
- Materials management,
- Distribution,
- Governmental agencies, and
- Nonprofits.

## Earning Potential

Earning potential varies based on industry. This is just an example of one industry's earning potential.

First-Line Supervisor in Retail Sales: \$48,487 per year<sup>1</sup>

<sup>1</sup> Source: [texaswages.com](http://texaswages.com) (<http://texaswages.com>), median salary Gulf Coast region, 2021

For more information, students may contact 281-998-6150.

## Campuses

Central Campus

North Campus

South Campus

San Jac Online

## Information

Business Management is a two-year supervisory training program that combines classroom management theory with practical on-the-job training. The program leads to the Associate of Applied Science (AAS) in Business Management. The Business Management curriculum includes courses designed to provide a practical, comprehensive program covering certain managerial activities. The program is designed to meet the needs of people preparing for careers in business and industry such as retailing, wholesaling, industrial management, small business, and human resources. The Business Management program supports the theory that there is no substitute for world-of-work experience in the learning process. Management course work includes studies in basic principles of management, human relations, group dynamics, motivation of individuals and groups, leadership development, organization of work and people, study of supervisory functions, and many other management interests, including international business and trade.

Students enrolling into San Jacinto College programs with external learning experiences (i.e., clinical, practicum, externship, cooperative, etc.) will be required to comply with the immunization requirements and policies of the clinical/external learning sites to engage in all clinical/external learning experiences. Vaccination requirements at clinical/external learning sites are implemented pursuant to the independent authority of such facilities and are not mandated by San Jacinto College. Failure to meet the immunization requirements mandated by clinical/external learning sites may limit a student's ability to complete the program and/or may delay the student's graduation date. San Jacinto College does not process exemptions, and students should address potential vaccination exemptions directly with the clinical/external learning site.

## A Contemporary Approach to Management Training

Concurrent with the business management courses, students in the Supervision or the Small Business Entrepreneur programs are required to take a practicum that coordinates job training with classroom theory. One of the requirements of the practicum course is that a student work a minimum of 20 hours per week at a training station approved by a business management coordinator. Designed as a development tool, the practicum requires that the business management coordinator, the employer, and the student agree on a tentative training outline or personal development plan that, according to specific guidelines, must improve, enhance, and demonstrate personal and professional managerial skills of the student at work.

Note: Students taking the BMGT 2382 Cooperative Education - Business Administration and Management, General course should be counseled by a business management coordinator or the Department Chair prior to registration. The BMGT 2382 Cooperative Education - Business Administration and Management, General course helps students receive practical training and experience compatible with their management career objectives.

## Certificate of Technology

The Retail Management Certificate of Technology program is designed for students who desire to work in leadership roles in the retail industry. This certificate is cross-walked with the retail industry recognized retail management industry certification. Most of the courses required for the Certificate of Technology apply toward an AAS degree in Business Management.

## Plan of Study

4BMGT-RTLM

First Term		Credits
HRPO 1311	Human Relations	3
BMGT 1327	Principles of Management	3
MRKG 1311	Principles of Marketing	3
BCIS 1305	Business Computer Applications	3
<b>Credits</b>		<b>12</b>
Second Term		
BMGT 1305	Communications in Management	3
HRPO 2301	Human Resources Management	3
ACNT 1303	Introduction to Accounting I	3
MRKG 1302	Principles of Retailing	3
<b>Credits</b>		<b>12</b>
<b>Total Credits</b>		<b>24</b>

**Capstone Experience:** MRKG 1302 Principles of Retailing