

RETAIL MANAGEMENT CERTIFICATE

Program Description

The Retail Management Certificate (RMC) is an exciting program that will help prepare students to take on entry-level management positions in the retail industry. The program builds skills in many areas critical to the success of retail management. This 8-course program of study is sponsored by the Western Association of Food Chains (WAFC).

Program Learning Outcomes

Upon completion of the Retail Management Certificate, students will be able to:

1. Communicate effectively using verbal and written skills
2. Identify and examine human relations skills within the retail organization
3. Understand business vocabulary
4. Understand and properly interpret financial reports
5. Understand basic management, supervision, and human resource functions and principles
6. Apply appropriate ethical choices
7. Exhibit critical thinking and decision-making skills

Career Considerations

Retail is a rapidly growing industry with an increasing need for an educated workforce to fill opportunities in: management and operations, sales and marketing, customer service, human resources, accounting, logistics and supply chain management, merchandising, design, information technology, legal, just to name a few!

The Retail Management Certificate is an accredited community college program that will equip students with valuable skills to start or advance their career in the retail industry. Students will gain a greater understanding of the "why principles," enabling them to confidently find their niche within the broad spectrum of retail careers.

Program Course Requirements

Course	Title	Credits
First Year		
First Term		
SDP 113	Human Relations-Supervisors	3
Credits		3
Second Term		
SDP 208	Human Rscs for Supervisors	3
BA 233	Accounting for Managers	4
Credits		7
Third Term		
BA 223	Principles of Marketing	3
BA 231	Computers in Business	4
Credits		7
Second Year		
First Term		
BA 206	Management Fundamentals	3
Credits		3
Second Term		
BA 214	Business Communications	3

BA 249	Retailing	3
Credits		6
Total Minimum Credits		26

Advising Notes

- All courses must be passed with as grade of "C" or higher.
- UCC students pursuing certificates and degrees may complete the certificate by completing the specified classes as part of their program.
- Retail Western Association of Food Chains (WAFC) National Students may enroll if they are employed by a retail organization.
- The national RMC program is offered conjunction with the WAFC and is taught fully online.
- Students must have a personal computer and access to high speed internet connections.