

# Business Assistant: Retail Sales and Service

## Career Pathways Certificate

Holland code family: Organizers

[www.roguecc.edu/Counseling/HollandCodes/test](http://www.roguecc.edu/Counseling/HollandCodes/test)

### About the Program

The Retail Sales and Service Career Pathway two- to three-term certificate prepares students for entry-level positions in the field of retailing, sales, and merchandising. Courses included in this pathway can be applied toward completion of the one-year Business Assistant certificate and the Associate of Applied Science in Business Technology degree.

### Program Learning Outcomes

The curriculum in RCC courses is derived from a set of identified learning outcomes that are relevant to the discipline. Program learning outcomes for business programs are:

**Business Ethics:** Demonstrate knowledge of ethical, legal, and socially responsible business behavior, while maintaining high levels of personal and professional integrity in today's rapidly changing multi-cultural, team-oriented business environment.

**Communication/Information Literacy:** Develop and deliver professional oral and written communications (using technology) that are appropriate to the topic, audience, and situation.

**Critical Evaluation/Decision Making:** Demonstrate critical thinking and problem solving skills by identifying, understanding, and applying basic theories, terminology, and practices related to each functional area of business.

**Interpersonal Skills:** Develop the interpersonal ("soft") skills necessary to build and maintain effective working relationships with internal and external business stakeholders.

### Entry Requirements

Students are required to complete the Placement Process to determine skill level and readiness in math, reading, and writing. As part of their training program, students must begin with the courses within their skill level as determined through the Placement Process. In addition, students may also be required to enroll in classes that would increase their employability and success.

### Advanced Standing

Coursework from accredited colleges and universities will be accepted in accordance with college policies and the Business Technology Department chair's approval. In order to ensure that coursework is current, program courses over 10 years old must be reviewed and approved by the appropriate department chair before being accepted toward core requirements. Students must complete coursework in their major at a "C" or better level before proceeding to advanced coursework. High school College Now credit will be accepted in accordance with the current articulation agreement.

Credits earned in the successful completion of Career Pathways Certificates can be applied to other certificates and degrees in the Career Pathway. For more information, speak to a program advisor and review the roadmap at [www.roguecc.edu/Programs/CareerPathways](http://www.roguecc.edu/Programs/CareerPathways).



#### Business Assistant, Certificate of Completion (50-53 credits) Assistant Manager Specialty Track

- Supervisor <sup>1</sup>
- Retail manager <sup>1</sup>
- Assistant manager <sup>1</sup>

#### Administrative Support Specialty Track

- Human resources assistant <sup>1</sup>
- Office and Administrative support worker <sup>1</sup>
- Secretary <sup>1</sup>
- Telemarketer <sup>1</sup>

#### Accounting Assistant Specialty Track

- Accountant/bookkeeper <sup>1</sup>
- Payroll and time keeper clerk <sup>1</sup>

#### Business Technology, Associate of Applied Science (AAS) (91-95 credits)

- Department manager <sup>1</sup>
- Office manager <sup>1</sup>

<sup>1</sup> For current wage and gainful employment data, see the Jobs & Wages box within the specific program roadmap at [www.roguecc.edu/CareerPathways/](http://www.roguecc.edu/CareerPathways/).

#### Customer Service — Career Pathways Certificate (29 credits)

- Cashier <sup>1</sup>
- Customer service representative <sup>1</sup>

#### Retail Sales and Service — Career Pathways Certificate (32 credits)

- Counter and rental clerk <sup>1</sup>
- Retail salesperson <sup>1</sup>
- Stock clerk and order filler <sup>1</sup>

#### Business and Information Specialist — Career Pathways Certificate (31 credits)

- Call center operator <sup>1</sup>
- File clerk <sup>1</sup>
- General office clerk <sup>1</sup>
- Office machine operator <sup>1</sup>
- Receptionist and information clerk <sup>1</sup>

#### Small Business Management — Career Pathways Certificate (40 credits)

- Small business manager <sup>1</sup>
- Retail sales supervisor <sup>1</sup>

### Completion Requirements

Students must complete all courses in this program with a grade of "C" or better to receive their pathways certificate. Certain prerequisite courses are graded on a pass/no pass basis only. A grade of "P" for these courses indicates a student earned the equivalent of a "C" or better grade.

### Prerequisites

Course No.	Course Title	Credits
CS/CIS	Approved 3-4 credit Computer Science or Computer Information Science class, CS120/CIS120 or above, or documented computer proficiency within the past ten years.	0-4
MTH20	Pre-algebra or designated placement test score.	0-4
RD90/WR90	College Reading/Fundamentals of Composition or WR91 Fundamentals of Academic Literacy (WR91 substitutes for both RD90 and WR90) or designated placement test score	0-8

**Total Prerequisite Credits 0-16**

### Required Core Courses

Course No.	Course Title	Credits
BA101	Introduction to Business	4
BA131	Introduction to Business Computing	4

BA238	The Art of Selling	3
BA249	Retail Management	3
BT101	Human Relations in Organizations	3
BT113	Business English I <sup>1</sup>	4
BT114	Business English II <sup>1</sup>	4
BT160	Business Math	4
BT178	Customer Service	2
<b>TOTAL REQUIRED CREDITS</b>		<b>32</b>

<sup>1</sup> Students who have successfully completed the 3-credit versions of BT113 and BT114 will have met the requirement, but will need at least 32 applicable business credits to receive this certificate.

For more information contact the Business Technology Department:

Grants Pass ..... 541-956-7066  
Medford ..... 541-245-7527  
Toll free in Oregon ..... 800-411-6508, Ext. 7066 or Ext. 7527  
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Web address ..... [www.rogucecc.edu/business](http://www.rogucecc.edu/business)  
TTY ..... Oregon Telecom Relay Service, 711

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