

# BUSINESS MANAGEMENT

## TECHNICAL

Degree/Certificate: Occupational Certificate (1 term)  
Certificate of Technology (2 terms)  
Level 2 Certificate (3 terms)  
Associate of Applied Science (4 terms)



The business environment is constantly changing; therefore, effective and efficient management requires learning and applying the latest techniques in management in order to advance your career and become a more valuable manager in your 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 applying the concepts and techniques learned at San Jacinto College will grow your experience.

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.
- Places an emphasis on planning, organizing, staffing and leading through effective communication techniques for roles in purchasing, production control and marketing.

## CAREER OUTLOOK



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
- Nonprofits

## Median salary for Gulf Coast region



**\$42,670**  
per year

**First-Line Supervisor in Retail Sales**

\*Source: [texaswages.com](http://texaswages.com), Gulf Coast region, 2015

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

**For more information, call the Contact Center: 281-998-6150 | [sanjac.edu](http://sanjac.edu)**

General email: [information@sjcd.edu](mailto:information@sjcd.edu)

Visit our website: [www.sanjac.edu/career/business-management-entrepreneur](http://www.sanjac.edu/career/business-management-entrepreneur)

## BUSINESS MANAGEMENT - RETAIL MANAGEMENT (4BMGT-RTLM)

### 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 Associate of Applied Science in Business Management degree.

<i>First Term</i>	<i>Credit</i>
HRPO 1311 Human Relations.....	3
BMGT 1327 Principles of Management.....	3
MRKG 1311 Principles of Marketing.....	3
BCIS 1305 Business Computer Applications.....	3
<b>Subtotal</b>	<b>12</b>

<i>Second Term</i>	<i>Credit</i>
HRPO 2301 Human Resources Management.....	3
ACNT 1303 Introduction to Accounting I.....	3
SPCH 1315 Public Speaking or SPCH 1321 Business and Professional Speaking.....	3
MRKG 1302 Principles of Retailing.....	3
<b>Subtotal</b>	<b>12</b>

**Certificate of Technology Total 24**

Capstone Experience: MRKG 1302

## BUSINESS MANAGEMENT (6BMGT-MGMT)

### Occupational Certificate

<i>First Term</i>	<i>Credit</i>
HRPO 1311 Human Relations.....	3
BMGT 1327 Principles of Management.....	3
MRKG 1311 Principles of Marketing.....	3
BCIS 1305 Business Computer Applications.....	3
ACCT 2301 Principles of Financial Accounting or ACNT 1303 Introduction to Accounting I.....	3
<b>Subtotal</b>	<b>15</b>

<i>Second Term</i>	<i>Credit</i>
BUSI 2304 Business Communications.....	3
<b>Subtotal</b>	<b>3</b>

**Occupational Certificate Total 18**

Capstone Experience: HRPO 1311

## MANAGEMENT SPECIALTY (4BMGT-MGMT)

### Certificate of Technology

The Management Specialty Certificate of Technology program is designed for students who desire to earn a credential after one year of study. All courses required for the certificate of technology apply toward an associate of Associate of Applied Science in Business Management degree.

<i>First Term</i>	<i>Credit</i>
BCIS 1305 Business Computer Applications.....	3
HRPO 1311 Human Relations.....	3
MRKG 1311 Principles of Marketing.....	3
ACNT 1303 Introduction to Accounting I or ACCT 2301 Principles of Financial Accounting.....	3
BMGT 1327 Principles of Management.....	3
<b>Subtotal</b>	<b>15</b>

<i>Second Term</i>	<i>Credit</i>
HRPO 2301 Human Resources Management.....	3
BUSI 2304 Business Communications.....	3
BMGT 1309 Information and Project Management.....	3
IBUS 2341 Inter-cultural Management.....	3
BMGT 2368 Practicum (or Field Experience) - Business Administration and Management, General.....	3
<b>Subtotal</b>	<b>15</b>

**Certificate of Technology Total 30**

Capstone Experience: BMGT 2368



## BUSINESS MANAGEMENT (5BMGT-MGMT)

### Level 2 Certificate

<i>First Term</i>	<i>Credit</i>
BMGT 1327 Principles of Management .....	3
HRPO 1311 Human Relations .....	3
BCIS 1305 Business Computer Applications .....	3
MRKG 1311 Principles of Marketing .....	3
ACNT 1303 Introduction to Accounting I or ACCT 2301 Principles of Financial Accounting .....	3
<b>Subtotal</b>	<b>15</b>

<i>Second Term</i>	<i>Credit</i>
IBUS 2341 Intercultural Management .....	3
BMGT 1309 Information and Project Mgmt .....	3
HRPO 2301 Human Resources Management .....	3
BUSI 2304 Business Communications .....	3
BMGT 2368 Practicum (or Field Experience) - Business Administration and Management, General .....	3
<b>Subtotal</b>	<b>15</b>

<i>Third Term</i>	<i>Credit</i>
BMGT 2369 Practicum (or Field Experience) - Business Administration and Management, General .....	3
BUSG 2309 Small Business Management .....	3
BMGT 1313 Principles of Purchasing .....	3
BMGT 2309 Leadership .....	3
BUSI 2301 Business Law .....	3
<b>Subtotal</b>	<b>15</b>

**Level 2 Certificate Total 45**

**Capstone Experience: BMGT 2369**

## BUSINESS MANAGEMENT (3BMGT-MGMT)

### Associate of Applied Science Degree

The Associate of Applied Science in Business Management is a two-year supervisory training program for people preparing for careers in business management. Students pursuing a bachelor's degree should see an educational planner/counselor or the department chair of the Business Administration Department prior to registration.

<i>First Term</i>	<i>Credit</i>
MRKG 1311 Principles of Marketing .....	3
BMGT 1327 Principles of Management .....	3
BCIS 1305 Business Computer Applications .....	3
HRPO 1311 Human Relations .....	3
ACNT 1303 Introduction to Accounting I or ACCT 2301 Principles of Financial Accounting .....	3
<b>Subtotal</b>	<b>15</b>

### *Second Term*

*Credit*

BMGT 1309 Information and Project Management.....	3
IBUS 2341 Intercultural Management.....	3
BUSI 2304 Business Communications.....	3
BMGT 2368 Practicum (or Field Experience) - Business Administration and Management, General .....	3
HRPO 2301 Human Resources Management.....	3
<b>Subtotal</b>	<b>15</b>

### *Third Term*

*Credit*

BMGT 2369 Practicum (or Field Experience) - Business Administration and Management, General .....	3
BUSI 2301 Business Law .....	3
BUSG 2309 Small Business Management .....	3
BMGT 2309 Leadership .....	3
BMGT 1313 Principles of Purchasing.....	3
<b>Subtotal</b>	<b>15</b>

### *Fourth Term*

*Credit*

**MATH 1332 Contemporary Mathematics (Quantitative Reasoning) or MATH 1314 College Algebra or Higher.....	3
*Economics or Psychology or Sociology.....	3
ENGL 1301 Composition I.....	3
Speech.....	3
*Humanities or Fine Arts.....	3
<b>Subtotal</b>	<b>15</b>

**Associate of Applied Science Degree Total 60**

**Capstone Experience: BMGT 2309**

\* Courses that satisfy this requirement should be selected from Language, Philosophy, and Culture; Creative Arts; and Social and Behavioral Sciences in the core curriculum.

\*\* Students desiring to obtain a baccalaureate degree should take MATH 1314 College Algebra.

## BUSINESS MARKETING FOUNDATIONS OF MARKETING SPECIALTY (6BMGT-MRKG)

### Occupational Certificate

<i>First Term</i>	<i>Credit</i>
BMGT 1301 Supervision .....	3
HRPO 1311 Human Relations .....	3
MRKG 1311 Principles of Marketing .....	3
MRKG 2333 Principles of Selling .....	3
MRKG 2312 e-Commerce Marketing .....	3

**Occupational Certificate Total 15**

**Capstone Experience: MRKG 2312**



Note: For complete program descriptions, please refer to the San Jacinto Community College District Catalog online at [www.sanjac.edu/catalog](http://www.sanjac.edu/catalog).

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