

DEGREES & CERTIFICATES

RETAIL MANAGEMENT (WAFIC) CERTIFICATE OF ACHIEVEMENT (CA)

About the Program

The Retail Management Certificate offers the education needed to get started and advance a career in the retail industry. Individuals who complete this program gain the knowledge, skills, abilities, and confidence that empower them to become successful leaders in retail and service oriented companies. This certificate is endorsed by the California Grocers Association and the Western Association of Food Chains. The certificate has also been recognized as part of the White House's Upskill Initiative and by leading organizations, including the ACT Foundation and the U.S. Department of Labor.

Program Goals and Objectives

The Retail Management Certificate is a Career Technical Education program that is nationally recognized, accredited college program developed collaboratively with retail industry experts to prepare retail employees for positions in management. Students who complete this program gain the knowledge, skills, abilities and confidence that empower them to become successful leaders in retail and service oriented companies. Retail continues to be a growing, fast-paced, and diverse industry with many opportunities for advancement. Opportunities expand as the platforms for consumers to select goods develop and diversify. There are careers in retail available in all fields of business. At the beginning of the 21st century over 42 million people were employed in the retail field. The Department of Labor forecasts that 1 in 4 jobs in the United States are directly related to or abide in the retail field. This certificate is designed for the full or part-time working professional. All eight courses are offered every semester either on campus, online, or at an off-campus location. Upon completion students will receive a Las Positas College Certificate of Achievement which is recognized by many employers toward career advancement. Students are also eligible to apply for the Western Association of Food Chains Retail Management certification.

Career Opportunities

Retail is a growing, fast-paced, and diverse industry with many opportunities for advancement. Careers are available in all areas of Business, employing over 42 million people and responsible for one in four jobs in the United States.

Program Outcomes

- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to demonstrate the integration of basic management theories into supervisory and management functions.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to determine the demand for products and services offered by a firm and identify potential customers.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to differentiate threshold issues involved in legal, ethical, and social responsibilities of management.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to identify key business procedures relevant to a specific problem using appropriate technology.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to integrate basic management theories into supervisor and management functions.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to list current problems related to human behavior in organizations and detail management practices effective in managing those issues.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to list resources and strategies for monitoring trends which help identify the need for new products and services.
- Upon completion of the Certificate of Achievement in Retail Management (WAFIC), students are able to summarize measures that can be taken by individuals and organizations to correct organizational dysfunctions.

Learning and Career Pathway Maps

Learning and Career Pathway Maps

[View LPC Program Map](#)

Required Core: (22 Units)

BUSN 48 Human Relations in Organizations.....	3
BUSN 52 Business Communications.....	3
BUSN 56 Introduction to Management.....	3
BUSN 88 Human Resources Management.....	3
CIS 55 Integrating Office Applications.....	4
MKTG 50 Introduction to Marketing.....	3
MKTG 56 Marketing Strategies.....	3

List A: Select One (3-4 Units)

BUSN 1A Financial Accounting.....	4
BUSN 51 Accounting for Small Businesses.....	3