



20000 68th Ave W
Lynnwood, WA 98036-5999
www.edcc.edu

Business Management Marketing and Sales Certificate Program Requirements 2011-2012

Student Name _____
Student ID _____

Program Description The Business Management Marketing and Sales Certificate is designed for students who desire to specialize in the sales and marketing areas of business. The certificate requires students to work with a Business Management adviser to select those courses which will help students achieve their educational and career goals. Courses from this certificate may apply to the Business Management Department's Associate of Technical Arts Degree. Many courses are available online. Refer to the class quarterly schedule.

Degree Outcomes Outcomes for Edmonds Community College degrees and certificates can be found in the online college catalog at the bottom of each degree or certificate. To find specific outcomes, click on the degree or certificate from the program list in the online catalog at <http://catalog.edcc.edu>

Common Course Numbering Changes Please refer to www.edcc.edu/ccn for more information.

Credit/Grade Requirements This Certificate requires successful completion of a minimum of **40** credits as outlined. A minimum of 30 credits or one-third of the required credits, whichever is less, must be earned at Edmonds Community College. Students are required to maintain a minimum cumulative grade point average of 2.0 in all college-level courses.

Students are advised to

- Plan their schedule several quarters in advance in order to accommodate courses that are offered only once or twice a year
- Review the college catalog for required course prerequisites and include these in schedule planning
- Communicate with a faculty adviser

Graduation Application A completed Graduation Application form must be submitted to Enrollment Services by the 10th day of the quarter in which the student expects to graduate. Forms are available at Enrollment Services located in Lynnwood Hall, or online at www.edcc.edu/credentials/.

Advisers The advisers for this program are

Claudia Levi	claudia.levi@edcc.edu	425-640-1388
Ann Paulson	apaulson@edcc.edu	425-640-1613
Marie Tran	marie.tran@edcc.edu	425-640-1637

College Resources

Department Website	http://mgmt.edcc.edu
Home Page	http://www.edcc.edu
How to Enroll	http://getstarted.edcc.edu
Transfer Center	http://transfer.edcc.edu
Advising appointments	425-640-1458
College Bookstore	http://bookstore.edcc.edu

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Course	Qtr	Credit	Grade
Business Computer Applications (5 credits)			
BSTEC 130 Computer Fundamentals OR	_____	_____	_____
CIS 100 Introduction to Business Computing	_____	5	_____
Communication Skills (5 credits minimum)			
BSTEC 110 Business Communications:CD OR	_____	_____	_____
ENGL 100 Introduction to College Writing OR	_____	_____	_____
ENGL& 101 English Composition I *	_____	5	_____
Business Management (30 credits)			
BUS& 101 Introduction to Business *	_____	5	_____
MGMT 100 Human Relations/Organization:CD	_____	5	_____
MGMT 130 Principles of Marketing	_____	5	_____
MGMT 131 Introduction to Sales	_____	5	_____
<i>Select 10 credits from the following</i>			
BSTEC 108 Business Presentations	_____	5	_____
BSTEC 294 Career Management	_____	3	_____
BUS 290 Professional Development Seminar AND	_____	1	_____
BUS 291 Business Internship	_____	1-5	_____
MGMT 106 Retail Management	_____	5	_____
MGMT 107 Event Planning	_____	5	_____
MGMT 110 Sustainable Business Practices	_____	5	_____
MGMT 122 Customer Relations Management	_____	3	_____
MGMT 221 International Market Operations	_____	5	_____
MGMT 240 E-Marketing	_____	5	_____
MGMT 255 Special Topics	_____	0.5-5	_____
MGMT 270 Project Management I	_____	5	_____

Explanatory Notes

* This course may meet a requirement for an Edmonds Community College AA degree. Business transfer requirements vary by institution. See a transfer adviser for specific information

Adviser's Signature	Date	Dean's Signature	Date