

Retail Management

Degree Type

Certificate of Completion

The WVC Retail Management certificate is endorsed by the Western Association of Food Chains (WAFC), a high-profile, non-profit association dedicated to promoting academic preparation in the food industry. All of the WAFC member grocery companies recognize and value this college-level certificate, which is designed to provide individuals with the knowledge and skills that may increase their employability and career options in retail settings.

The retail management certificate prepares individuals to manage a variety of retail sales operations or lines of merchandise. Students who complete the courses for this program will develop a clear sense of the scope of a career in the field of retail management. The program serves both entry-level job candidates and incumbent employees. The curriculum includes courses in both written and

oral communications, business math, human relations and computer applications. Students also complete specific business and management courses in accounting, management, marketing, retailing and human resource management. After successful completion of the required coursework, students will receive a retail management certificate, which may also show the WAFC endorsement.

All certificate courses may be applied toward a WVC associate of technical science (ATS) degree in General Business if students receive a "C" grade or higher. Some courses are transferable. Students should work closely with a business adviser to plan their class schedules.

Suggested Course Sequence: Certificate of Completion

Offered at Wenatchee campus

Total Credits		40
Course Sequencing		

Courses

[BCT 205](#), [ENGL& 101](#): Placement score required.

Course ID	Title	Credits
	ACCT 102 or ACCT& 201	5.0
BCT 105	Computer Applications	5.0
	BCT 205 or ENGL& 101	5.0
BUS 240	Principles of Management	5.0
BUS 241	Principles of Marketing	5.0
BUS 242	Retail Management	5.0
BUS 243	Human Resources Management	5.0
BUS 245	Small Business Management	5.0

Program outcomes

Students who complete the Certificate in Retail Management should be able to:

- Use and apply retail business concepts in real-life situations.
- Use their training and education to seek employment with Association of Food Chains (WAFC) member grocery companies.
- Manage a variety of retail sales operations or lines of merchandise.
- Develop a foundation with the knowledge and skills to increase their employability and career options in retail settings.

ACCT 102 or ACCT& 201

Elective Credits 5

Course ID	Title	Credits
ACCT 102	Practical Accounting I	5.0
ACCT& 201	Principles of Accounting I	5.0

BCT 205 or ENGL& 101

Elective Credits 5

Course ID	Title	Credits
BCT 205	Business Communications	5.0
ENGL& 101	Composition: General	5.0