



2007-2008 Career Planning Guide
RETAIL MANAGEMENT
Spokane Falls Community College

Spokane Falls Community College
3410 West Fort George Wright Drive
Spokane, Washington 99224-5288
www.spokanefalls.edu

Completion Award: A.A.S. Degree

Start: Fall, Winter, Spring

Tuition and Fees

Approximate Quarterly Cost: (subject to change without notice)
Books \$ 150-200

PROGRAM WEBSITE: <http://tech.spokanefalls.edu/Management/>

Program Description

Retail management is a two-year specialized management program designed to prepare both men and women for responsible managerial careers in retail merchandising. Closely allied with the fashion merchandising program, emphasis is placed on inventory control procedures and techniques, in-store promotion, budgeting, buying techniques and retail salesmanship.

PROGRAM GOALS--Students who successfully complete this program will understand:

1. Retail concepts as they apply to apparel and non-apparel merchandise.
2. Calculate percentages, trade discounts, mark-up, mark-down and price lines.
3. Budgeting and inventory control systems.
4. Buying and promotion techniques necessary for proper retail management.

Note: For students interested in pursuing a bachelor's degree at Eastern Washington University, a special articulation agreement is available for this program.

Career Opportunities

More than half of all the people who work in the retailing field are employed in merchandising. Three-fifths of all retailing executives are in merchandising. George A. Scott, a leading national manufacturer, offers this comment to young people. "...The retailing revolution is still roaring. By its very nature, retailing is a dynamic, ever-changing organism. New problems, new challenges crop up every day. Retail needs young people of imagination and ingenuity to solve them. If you qualify for and are genuinely interested in a career in retailing, you will be getting in on the ground floor of a revolution--a revolution that never ends."

POTENTIAL POSITIONS INCLUDE: Assistant manager, buyer, department manager, management trainee, merchandise manager and store manager.

Suggested Course of Study 2007-2008

Consult Adviser/Counselor for Program Planning and Selection of Electives

RETAIL MANAGEMENT
A.A.S. Degree: SFCC

A.A.S. Degree	A.A.S. Degree (continued)	Electives
<p>FIRST YEAR</p> <p>First Quarter</p> <p>BT 107 Business Communications¹ 3</p> <p>FMDSE 111 Fashion Merchandising Seminar² 1</p> <p>FMDSE 267 Cooperative Education Work Experience² 1</p> <p>GBUS 101 Introduction to Business 5</p> <p>GBUS 103 Basic Business Math and Electronic Calculators 5</p> <p>MMGT 181 Leadership Training-DEC <u>1</u></p> <p style="text-align: right;">16</p> <p>Second Quarter</p> <p>ENG 109 Speech Composition and SPCH 101 Introduction to Speech Communication 5</p> <p>FMDSE 112 Fashion Merchandising Seminar² 1</p> <p>FMDSE 150 Principles of Retail Merchandising 5</p> <p>FMDSE 180 Retail Sales Techniques 3</p> <p>FMDSE 267 Cooperative Education Work Experience² 1</p> <p>MMGT 182 Leadership Training-DEC <u>1</u></p> <p style="text-align: right;">16</p> <p>Third Quarter</p> <p>BT 108 Business Communications¹ 3</p> <p>BT 272 Business Correspondence 5</p> <p>FMDSE 113 Fashion Merchandising Seminar² 1</p> <p>FMDSE 267 Cooperative Education Work Experience² 1</p> <p>IS 120 Business Computer Use 3</p> <p>MMGT 183 Leadership Training-DEC 1</p> <p>Electives Group A, B, or C <u>2</u></p> <p style="text-align: right;">16</p>	<p>SECOND YEAR</p> <p>Fourth Quarter</p> <p>FMDSE 224 Principles of Retail Promotion or MMGT 218 Fundamentals of Advertising 5</p> <p>MMGT 211 Marketing 5</p> <p>Courses from requirements or Electives Group A, B, or C 5</p> <p>Elective Group C <u>1</u></p> <p style="text-align: right;">16</p> <p>Fifth Quarter</p> <p>ACCT 101 Principles of Accounting³ 5</p> <p>ECON 201 Introduction to Macroeconomics 5</p> <p>GBUS 280 Human Relations in Business or MMGT 231 Human Resource Management <u>5</u></p> <p style="text-align: right;">15</p> <p>Sixth Quarter</p> <p>FMDSE 210 Merchandising Management 5</p> <p>Courses from requirements or Electives Group A, B, or C <u>12</u></p> <p style="text-align: right;">17</p> <p>96 credits are required for an A.A.S. degree.</p> <p>¹ May substitute ENG 101.</p> <p>² Three credits of work experience are required. Must be taken concurrently with seminar.</p> <p>³ ACCT 103 and 104 may be substituted for ACCT 101.</p>	<p>Sufficient elective credits from Group A, B and C below must be obtained throughout the two-year program for graduation requirements of 96 credits.</p> <p>Group A–Business Electives</p> <p>ACCT 102 Principles of Accounting 5</p> <p>BT 101 Keyboarding 5</p> <p>ECON 202 Introduction to Microeconomics 5</p> <p>ENG 95 Reading Lab 1-5</p> <p>GBUS 100 Money Management 3</p> <p>GBUS 205 Business Law 5</p> <p>GBUS 217 Business Statistics 5</p> <p>GBUS 280 Human Relations in Business 5</p> <p>MMGT 101 Principles of Management 5</p> <p>MMGT 231 Human Resource Management 5</p> <p>MMGT 270 Conference Preparation Techniques 1-5</p> <p>SBM 101 How to Start a Small Business or 5</p> <p>Other Business course approved by the Management adviser.</p> <p>Group B–Electives</p> <p>ART 105 Color and Design 5</p> <p>FMDSE 161 Merchandise Trends 3</p> <p>INTDS 170 Elements of Interior Design 5</p> <p>INTDS 179 History of Furniture and Interiors I 3</p> <p>INTDS 180 History of Furniture and Interiors II or 3</p> <p>Other Home Economics or Art course approved by the Management adviser.</p> <p>Group C–Computer Software Electives</p> <p>CAPPS 102 Introduction to Office 1</p> <p>CAPPS 110 Word 1</p> <p>CAPPS 112 Excel 1</p> <p>CAPPS 114 Access 1</p>

Disclaimer: The college cannot guarantee courses will be offered in the quarters indicated. During the period this guide is in circulation, there may be curriculum revisions and program changes. **Students are responsible for consulting the appropriate academic unit or adviser for more current and specific information.** The information in this guide is subject to change and does not constitute an agreement between the college and the student.