



RIO SALADO COLLEGE
A MARICOPA COMMUNITY COLLEGE

RETAIL MANAGEMENT

Set Your Retail Management Career in Motion!

The Certificate of Completion (CCL) in Retail Management is designed to prepare individuals working in the retail industry, and related fields, for the industry training needs in supervision and management and marketing, financial management and business planning. The curriculum encompasses several business essentials and also emphasizes the skill sets needed for effective management and communication in the work environment. An Associate in Applied Science (AAS) in Retail Management is also available.

Note: Credits earned for the Certificate of Completion in Retail Management can be applied toward an Associate in Applied Science degree.

Why Choose Rio?

- 600+ Online classes
- 24/7 helpdesks
- Affordable tuition
- First-rate faculty
- University transfer
- Partnerships
- Textbook savings program
- Accredited institution

Learn More

www.riosalado.edu/retail
480-517-8000

Certificate of Completion in Retail Management

The Certificate in Retail Management seamlessly leads to an Associate in Applied Science degree (61-63 credits).

This certificate is endorsed by the Western Association of Food Chains (WAFC).

Required Courses 24

ACC111	Accounting Principles I (3) OR	3
ACC211	Financial Accounting (3) SUN# ACC2201	
BPC110	Computer Usage and Applications (3) OR	3
CIS105	Survey of Computer Information Systems (3) SUN# CIS1120	
COM100	Introduction to Human Communication SUN# COM1100	3
MGT251	Human Relations in Business	3
MGT101	Techniques of Supervision (3) OR	3
MGT229	Management and Leadership (3)	
MGT180	Retail Management	3
MGT276	Personnel/Human Resources Management	3
MKT271	Principles of Marketing	3

Program Competencies

1. Demonstrate skills in leading, negotiating, and working in harmony with others in a business setting. (MGT101, MGT229, MGT251)
2. Apply fundamental concepts to perform basic computing skills and technology operations. (BPC110, CIS105)
3. Demonstrate communication principles and critical thinking through written and oral formats. (COM100)
4. Evaluate various leadership styles and management techniques and explain their use in contemporary business settings. (MGT101, MGT229, MGT251)
5. Apply marketing principles to the development of a marketing strategy. (MKT271)
6. Evaluate current trends in human resource management and human resource needs to develop a human resource plan. (MGT251, MGT276)
7. Interpret and analyze financial information and financial performance measures to make business decisions. (ACC111, ACC211)
8. Evaluate merchandising, financial planning, and strategy in the industry to make business decisions. (MGT180)
9. Create and present a strategic plan for a business, including financial strategy and financial performance measures. (MGT180)

Program Notes:

The total amount of credits required for this certificate is **24**. Students must earn a grade of **C** or better in all courses within the program.

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