

Retail Management Certificate

The Retail Management Certificate at GateWay Community College is designed to prepare individuals working in the food industry, and related fields, for the management challenges of the future. The curriculum encompasses several business essentials and also emphasizes the skill sets needed for effective management and communication in the work environment.

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

Program Requirements

(Note: + indicates course has prerequisites and/or corequisites.)

(Note: Students must earn a "C" or better in all courses within the program.)



Admission Criteria: None

Program Prerequisites: None

Required Courses: Credits: 33

ACC111	Accounting Principles I (3)
BPC110	Computer Usage & Applications (3) OR
CISI05	Survey of Computer Information Systems (3)
+ ENG101	First-Year Composition (3) OR
+ ENG107	First-Year Composition for ESL (3)
GBS110	Human Relations in Business and Industry (3) OR
+ MGT251	Human Relations in Business (3)
GBS131	Business Calculations (3) OR
+ MAT102	Mathematical Concepts & Applications (3)
+ GBS233	Business Communication (3)
COM110	Interpersonal Communication (3) OR
IND133	Speaking in Business (3)
MGT101	Techniques of Supervision (3) OR
MGT229	Management and Leadership I (3)
MGT179	Utilizing the Human Resources Department (3) OR
MGT276	Personnel/Human Resources Management (3)
MKT268	Merchandising (3)
MKT271	Principles of Marketing (3)



GateWay Community College Program Competencies

- Demonstrate the application of fundamental accounting principles and procedures utilizing standard applications and current information technologies. (ACC111)
- Explain fundamental computer concepts and programming techniques and perform basic operations on the computer. (BPC110, CISI05)
- Identify the principal verbal and nonverbal signals used in employee communication. (COM110, IND133)
- Demonstrate contemporary written communication skills by producing memos, letters, informal and formal reports. (ENG101, ENG107, GBS233)
- Demonstrate skills in leading, negotiating, and working in harmony with others in a business setting. (GBS110, MGT251)
- Solve business problems involving bank reconciliation, percent, fractions, decimals, payroll, interest, present value, and depreciation. (GBS131, MAT102)
- Describe various leadership styles and management techniques and explain their use in contemporary business settings. (MGT101, MGT229)
- Identify current trends and career opportunities within the industry. (MGT179, MGT276)
- Describe basic departmental, merchandising, and advertising operations. (MKT268)
- Apply marketing principles to the development of a marketing strategy. (MKT271)



**Get
Started
Today!**

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