



# CAREER EDUCATION

Your path to employment

## ENTREPRENEURSHIP/SMALL BUSINESS

(CAREER PATHWAY CHECKLIST –High School & New Students)



### ABOUT THE JOB

Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

### SAMPLE OF JOB TITLES

Business Owner, Brand Manager, Business Development Director, Business Development Manager, , Marketing Director, Marketing Manager, Product Manager, Regional Sales Manager, Sales and Marketing Vice President, Sales Director, Sales Representative, Store Manager

### EDUCATION

- \*65% of respondents had a Bachelor’s degree
- \*13% of respondents had an Associate’s degree
- \*9% of respondents had Some college, or no degree

### WAGE & EMPLOYMENT TRENDS

**Median wages** (2017) \$58.20 hourly, \$121,060 annual  
**Employment** (2016) 386,000 employees  
**Projected growth** (2016-2026) Average (5% to 9%)  
**Projected job openings** (2016-2026) 36,300

### TECHNOLOGY SKILLS

Technology Skill— a technology requirement frequently included in employer job postings

**Enterprise resource planning ERP software** — Microsoft Dynamics GP; NetSuite ERP; Oracle Fusion  
**Customer relationship management CRM software** — Blackbaud The Raiser's Edge; Oracle Eloqua

\*all information pulled from O\*net Online [www.onetonline.org](http://www.onetonline.org) "O\*NET database, containing hundreds of standardized and occupation-specific descriptors on almost 1,000 occupations covering the entire U.S. economy. The database, which is available to the public at no cost, is continually updated from input by a broad range of workers in each occupation. [WWW.SalarySurfer.CCCCO.edu](http://WWW.SalarySurfer.CCCCO.edu) - provides an estimate on potential wages to be earned after receiving a certificate or degree. / [www.CACareerCafe.com](http://www.CACareerCafe.com) is a Virtual Career Center open 24/7 bringing you insights and tools for success.

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Certificate, Degree: Total 27-30 units

FALL SEMESTER 1	CHECK	SPRING SEMESTER 2	CHECK
<b>BUSAD 101</b> Introduction to Business 3.0 Units, Transfer, CSU, UC, USC	<input type="checkbox"/>	<b>BUSAD 110</b> Human Relations in Business 3.0 Units, Transfer, CSU	<input type="checkbox"/>
<b>FALL SEMESTER 3</b>		<b>SPRING SEMESTER 4</b>	
<b>BUSAD 158</b> Introduction to Entrepreneurship 3.0 Units	<input type="checkbox"/>	<b>BUSAD 162</b> Principles of Marketing 3.0 Units, Transfer, CSU	<input type="checkbox"/>
FALL SEMESTER 5	CHECK	SPRING SEMESTER 6	CHECK
* <b>BUSAD 106</b> Written Business Communications 3.0 Units, Transfer, CSU  * <b>Note:</b> The class may not be available at the High School campus. Student may take the class at the GCC campus. Meet with your counselor and ask about <a href="#">Jump Start at GCC</a>	<input type="checkbox"/>	* <b>CS/IS 101</b> Introduction to Computer and Information Systems 3.0 Units, Transfer, CSU, UC, USC  ** <b>Note:</b> The class may not be available at the High School campus. Student may take the class at the GCC campus. Meet with your counselor and ask about <a href="#">Jump Start at GCC</a>	<input type="checkbox"/>
<b>College Courses at GCC</b>			
FALL SEMESTER 1	CHECK	SPRING SEMESTER 2	CHECK
<b>ACCTG 101</b> Financial Accounting 3.0 Units, Transfer, CSU, UC, USC	<input type="checkbox"/>	<b>ACCTG 102 Managerial Accounting</b> 5.0 Units, Transfer, CSU, UC, USC	<input type="checkbox"/>
	<input type="checkbox"/>	<b>BUSAD 120</b> Business Law I 3.0 Units, Transfer, CSU, UC, USC	<input type="checkbox"/>
Congrats! Complete the <a href="#">Petition for Certificate Form</a> and submit form to the Admissions and Records Office			<input type="checkbox"/>

**GRADUATION REQUIREMENTS** The requirement for the Associate in Arts/Science degree may be met by completing a Major with a minimum of 18 semester units + GENERAL EDUCATION (GE). A total 60 unit is a requirement for the Associate Degree. **SEE A COUNSELOR TO PREPARE A STUDENT EDUCATIONAL PLAN**