

FASHION DESIGN & MERCHANDISING PROGRAM

Certificate of Completion in

RETAIL SALES MANAGER

Major Code: 5405

MCCD Advisement Check Sheet for 2022-2023 Catalog Year

Total Credits: 22-24

The Certificate of Completion in Retail Sales Manager is designed for students with an interest in retail store management. Students learn about apparel and retail store management, merchandising, salesmanship, customer service, basic computer systems and human resources. They develop the ability to train and manage personnel in a store, display and merchandise their areas or store, effectively train personnel to sell the merchandise, and manage stocks and profitability.

REQUIRED COURSES 22- 24 Credits

Students must earn a grade of “C” or better for each course listed in the required courses area

Course Prefix/Number	Name of Course	CRS	GR	SEM
BPC 110 CIS 105	Computer Usage & Applications (3) OR Survey of Computer Information Systems (3)	3		
MKT/TEC 109	Introduction to Fashion Merchandising	3		
MKT 268	Merchandising	3		
TEC 245	Wardrobe Strategies	3		
TEC 151	Display & Visual Merchandising	3		
MKT/TEC 200	Retail Buying	3		
TEC 222	Textiles	3		
++ TEC 272	Any Retail Merchandising Internship course	3		

Program Note: “++” indicates course has prerequisites and/or co-requisites.