Retail Managen	nent Certificate	Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 1		Written business communication									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	Α	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 205	Solving Comm Prob with Technology	spring	17	11	4	1	0	1	3.41	3	
		TOTALS	17	11	4	1	0	1	3.41	3	
	% studen	ts earning C or higher	94.12%		•		% stud	<mark>lents ea</mark>	<mark>rning B or higher</mark>	88.24%	
Retail Managen	nent Certificate	Students who succes	sfully complete the R	etail Mai	nagemer	nt Certific	cate shou	uld be ak	ole to:		
Outcome 2		Oral communication	s								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 223	Principles of Marketing	fall	9	5	1	1	1	1	2.89	0	
BA 205	Solving Comm Prob with Technology	spring	17	11	4	1	0	1	3.41	3	
3A 249	Principles of Retailing & E-tailing	spring	2						3.50		
		TOTALS	28	17	6	2	1	2	3.25	3	
	% studen	ts earning C or higher	89.29%				% stud	dents ear	rning B or higher	82.14%	
Retail Managen	nent Certificate	Students who succes	sfully complete the R	etail Mai	nagemer	nt Certific	cate shou	uld be ak	ole to:		
Outcome 3		Business mathematic	cs								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 104	Business Mathematics	fall	1						2.00		
		TOTALS	1	0	0	1	0	0	2.00	0	
		IUIALS	1	U	U	1	U	U	2.00	U	

Retail Manager	ment Certificate	Students who succes	ssfully complete the Ro	etail Mai	nagemen	nt Certific	cate shou	ıld be al	ole to:		
Outcome 4		Bookkeeping or general accounting									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 211	Principles of Accounting I	winter	0	0	0	0	0	0	#DIV/0!	1	
		TOTALS	0	0	0	0	0	0	#DIV/0!	1	
	% stude	nts earning C or higher	#DIV/0!				% stuc	l <mark>ents ea</mark>	rning B or higher	#DIV/0!	
Retail Manager	ment Certificate	Students who succes	ssfully complete the Ro	etail Mai	nagemen	nt Certific	cate shou	ıld be al	ole to:		
Outcome 5		Microcomputer appl	ications								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 131	Computers in Business	winter	20	19	1	0	0	0	3.95	0	
		TOTALS	20	19	1	0	0	0	3.95	0	
	% stude	nts earning C or higher	100.00%				% stuc	l <mark>ents ea</mark>	rning B or higher	100.00%	
Retail Manager	ment Certificate	Students who succes	ssfully complete the Ro	etail Mai	nagemen	nt Certific	cate shou	ıld be al	ole to:		
Outcome 6		Introduction to man	agement								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 101	Introduction to Business	fall	26	19	4	2	0	1	3.54	0	
		TOTALS	26	19	4	2	0	1	3.54	0	
	% stude	nts earning C or higher	96.15%	13				_	rning B or higher	_	

Retail Manager	ment Certificate	Students who succes	sfully complete the Re	etail Mai	nagemer	nt Certific	cate shou	ıld be al	ole to:		
Outcome 7		Marketing management									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 223	Principles of Marketing	fall	9	5	1	1	1	1	2.89	0	
		TOTALS	9	5	1	1	1	1	2.89	0	
	% studen	ts earning C or higher	77.78%				% stud	l <mark>ents ea</mark>	rning B or higher	66.67%	
Retail Manager	ment Certificate	Students who succes	sfully complete the Re	etail Mai	nagemer	nt Certific	cate shou	ıld be al	ole to:		
Outcome 8		Human resources ma	anagement								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	Α	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 224	Human Resource Management	fall	20	13	4	0	0	3	3.20	0	
		TOTALS	20	13	4	0	0	3	3.20	0	
	% studen	ts earning C or higher	85.00%		<u>:</u>		% stuc	<mark>lents ea</mark>	rning B or higher	85.00%	
Retail Manager	ment Certificate	Students who succes	sfully complete the Re	etail Mai	nagemer	nt Certific	cate shou	ıld be al	ole to:		
Outcome 9		Retail management									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	Α	В	С	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 249	Principles of Retailing & E-tailing	spring									
		TOTALS	2	1	1	0	0	0	3.50	0	
	% studen	ts earning C or higher	100.00%						rning B or higher	100.00%	

Retail Manage	ment Certificate	Students who succes	sfully complete the Re	etail Mar	nagemen	t Certific	ate shou	ıld be al	ole to:	
Outcome 10		Merchandising								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	С	D	F	students	students receiving an I or W
BA 249	Principles of Retailing & E-tailing	spring								
		TOTALS	2	1	1	0	0	0	3.50	0
	% studer	nts earning C or higher	100.00%				% stud	<mark>lents ea</mark>	<mark>rning B or higher</mark>	100.00%
Retail Manage	% studer		sfully complete the Re	etail Mar	nagemen	t Certific				100.00%
		Students who succes	sfully complete the Re	etail Mar	nagemen B	t Certific			ole to:	students receiving an I or W
Outcome 11 Course Prefix	ment Certificate	Students who succes	an relations Total # of students receiving letter				cate shou	ıld be ak	Average for students receiving letter	students receiving an
Outcome 11 Course Prefix & #	Course Title	Students who success Leadership and humaniterm	an relations Total # of students receiving letter grade	А	В	С	cate shou	ıld be ak	Average for students receiving letter grade	students receiving an
Outcome 11 Course Prefix # BA 224	Course Title Human Resource Management	Students who success Leadership and huma term	an relations Total # of students receiving letter grade 20	A 13	B 4	C 0	D 0	F 3	Average for students receiving letter grade 3.20	students receiving an I or W