

Retail Management 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	A	B	C	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	
<b>TOTALS</b>			17	11	4	1	0	1	3.41	3	
% students earning C or higher			94.12%	% students earning B or higher					88.24%		
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 2		Oral communications									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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	
BA 249	Principles of Retailing & E-tailing	spring	2						3.50		
<b>TOTALS</b>			28	17	6	2	1	2	3.25	3	
% students earning C or higher			89.29%	% students earning B or higher					82.14%		
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 3		Business mathematics									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 104	Business Mathematics	fall	1						2.00		
<b>TOTALS</b>			1	0	0	1	0	0	2.00	0	
% students earning C or higher			100.00%	% students earning B or higher					0.00%		

Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:								
Outcome 4		Bookkeeping or general accounting								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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
<b>TOTALS</b>			0	0	0	0	0	0	#DIV/0!	1
% students earning C or higher			#DIV/0!	% students earning B or higher					#DIV/0!	
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:								
Outcome 5		Microcomputer applications								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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
<b>TOTALS</b>			20	19	1	0	0	0	3.95	0
% students earning C or higher			100.00%	% students earning B or higher					100.00%	
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:								
Outcome 6		Introduction to management								
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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
<b>TOTALS</b>			26	19	4	2	0	1	3.54	0
% students earning C or higher			96.15%	% students earning B or higher					88.46%	

Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 7		Marketing management									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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	
<b>TOTALS</b>			9	5	1	1	1	1	2.89	0	
% students earning C or higher			77.78%	% students earning B or higher					66.67%		
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 8		Human resources management									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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	
<b>TOTALS</b>			20	13	4	0	0	3	3.20	0	
% students earning C or higher			85.00%	% students earning B or higher					85.00%		
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 9		Retail management									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 249	Principles of Retailing & E-tailing	spring									
<b>TOTALS</b>			2	1	1	0	0	0	3.50	0	
% students earning C or higher			100.00%	% students earning B or higher					100.00%		

Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 10		Merchandising									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 249	Principles of Retailing & E-tailing	spring									
			<b>TOTALS</b>	2	1	1	0	0	0	3.50	0
			% students earning C or higher	100.00%	% students earning B or higher					100.00%	
Retail Management Certificate		Students who successfully complete the Retail Management Certificate should be able to:									
Outcome 11		Leadership and human relations									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	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		
BA 285	Human Relations - Organizations	winter	23	17	5	1	0	0	3.70	0	
			<b>TOTALS</b>	43	30	9	1	0	3	3.47	0
			% students earning C or higher	93.02%	% students earning B or higher					90.70%	