



# Fresno City College

Business Administration  
MANAGEMENT  
2017-2018

Name: \_\_\_\_\_

ID: \_\_\_\_\_

Date: \_\_\_\_\_

Advisor Contact: \_\_\_\_\_

**Major Requirements: 20 units**

**A grade of "C" or better is required in the following courses**

CERTIFICATE OF ACHIEVEMENT (F.2181.CA)	C-ID	Units	Completed	In Progress	Planned
BA 5 Workplace Communications OR		3			
BT 5, Workplace Communications		3			
BA 10/10H, Introduction to Business		3			
BA 33, Human Relations in the Workplace		3			
***BA 40, Supervision and Leadership OR		3			
BA 43, Principles of Management		3			
<b>Electives: Select eight (8) units from:</b>					
**ACCTG 4A/4AH, Financial Accounting		4			
BA 18, Business & the Legal Environment		4			
BA 20, Law and the Legal System		3			
BA 28, E-Law and Ethics		3			
BA 30, Personal Finance		3			
BA 31, Human Resource Management		3			
BA 34, Fundamentals of Investing		3			
BA 35, Financial Management for Entrepreneurs and Small Business		3			
BA 38, Operation of the Small Business		3			
***BA 40, Supervision and Leadership		3			
***BA 43, Principles of Management		3			
BA 51, Business Planning and New Venture Launch		1.5			
BT 131, Applied Accounting		3.5			
CIT 15, Computer Concepts		3			
MKTG 10, Principles of Marketing		3			
MKTG 11, Selling and Sales Management		3			
MKTG 12, Advertising and Promotion		3			
MKTG 14, Retailing		3			
MKTG 21, Digital Marketing		3			
RE 40, Real Estate Principles		3			
RE 41, Real Estate Practice		3			

**NOTES:**

1. Some of the above courses may have prerequisites. See the catalog or schedule of classes.
1. 2\*\*Either BA 40 or BA 43 may be taken as a required course. The other course may be taken as an elective.
2. The Certificate of Achievement requires completion of the major (20 units) with a "C" or better grade in each course.