



## BUSINESS

### BUSINESS

#### Associate in Science (Transfer)

Associate in Arts (Transfer)  
 Associate in Science  
 Certificate of Achievement

#### 25-26 Units (Business Administration)

22-24 Units (Degree)  
 34 Units (Business Management)  
 34 Units (Business Management)

The Associate in Science in Business Administration (Transfer) is intended for students who plan to complete a bachelor's degree in a similar major at a CSU campus. • The Associate in Arts Degree (Transfer) is designed for students who are interested in transferring to a four-year college or university to complete a bachelor's degree in Business, Business Administration Management, Economics, Accounting, and other Business related majors such as Marketing. • The Associate in Science in Business Management Degree students must meet requirements in general education, competency, units, scholarship and residency.

• The Certificate of Achievement prepares students for management positions within an organization and includes responsibilities for formulating and implementing policies, long-range planning, and overseeing the work of others in the organization.

To assure you choose the best career pathway for your goals, speak to a counselor.

JOB TITLES	AVERAGE SALARY	PROJECTED JOBS	PROJECTED GROWTH
<b>Manufacturer's Representative</b> Wholesale and manufacturing sales representatives sell goods for wholesalers or manufacturers. They contact customers, explain product features, answer questions and negotiate prices. This work requires substantial knowledge of the items or services to be sold.	<b>\$26.16/hr.-\$54,410</b>	<b>420,700</b>	<b>+8-14%</b>
<b>Market Research Analyst</b> Research analysts analyze market conditions in local, regional or national areas, or gather information to determine potential sales of a product or service or create a marketing campaign. May gather information on competitors, prices, sales, and methods of marketing and distribution. They help companies understand what products people want, who will buy them, and at what price. Research analysts generally hold bachelor's degrees.	<b>\$28.99/hr.-\$60,300</b>	<b>415,700</b>	<b>+32%</b>
<b>Compliance Manager</b> Compliance managers plan, direct or coordinate activities of an organization to ensure compliance with ethical or regulatory standards. Most compliance managers have a bachelor's degree. A considerable amount of work-related skill, knowledge, or experience is needed for these occupations. For example, a degreed accountant would work several years before being considered.	<b>\$49.78/hr.-\$103,530</b>	<b>249,100</b>	<b>+3-7%</b>

