



**SCHOOL OF
Business and Personal Services**

**Retail Business Management
AAT Degree**

Certificate Total Credits	94
Total Cost	Tuition & Fees

Targeted Start Date
Expected Graduation Date

ENTRY COORDINATOR	
STUDENT NAME	
FACULTY NAME	Ryan Reygers
CONTACT INFO	ryan.reygers@cptc.edu (253-230-8091)
PROGRAM COUNSELOR	Carrie Van Beek
CONTACT INFO	carolyn.vanbeek@cptc.edu
START DATE	
PROGRAM START QUARTER	Summer, Fall, Winter, Spring

Important Program Information

With 100% web-based instruction, our Retail Business Management program is designed to meet the needs of working adults. The program prepares students for careers in marketing, sales, retailing, customer service, entrepreneurship, and general business applications. Students develop both the technical and human relations skills necessary to succeed in today's competitive work environment.

Quarter 1			
Course Number	Course Title		CR
RBM 105	Organizational Behavior		3
RBM 107	Marketing		3
RBM 166	Successful Career Development		5
COLL 102	College Success for all		3
Total Credits			14

Quarter 2			
Course Number	Course Title		CR
RBM 109	Principles of Retailing		3
RBM 162	Social Media Marketing		5
RBM 133	Effective Selling		5
Total Credits			13

Quarter 3			
Course Number	Course Title		CR
RBM 111	Business Communications		3
RBM 164	Marketing Communications		5
MAT 103	Business Mathematics		5
Total Credits			13

Quarter 4			
Course Number	Course Title		CR
RBM 201	Business Etiquette		5
RBM 123	Customer Service		5
ENGL& 101	English Composition I		5
Total Credits			15

Quarter 5			
Course Number	Course Title		CR
RBM 113	Business Technologies		3
RBM 129	Speaking for Success		5
CAS 105	Keyboarding		3
RBM 115	Human Resources Management		3
Total Credits			14

Quarter 6			
Course Number	Course Title		CR
RBM 117	Principles of Management		3
RBM 168	Consumer Behavior		5
PSYC& 100	General Psychology		5
Total Credits			13

Quarter 7			
Course Number	Course Title		CR
RBM 119	Financial Management		3
RBM 159	E-Commerce Principles		4
BUS 201	Business Law		5
Total Credits			12

Quarter 8			
Course Number	Course Title		CR
Total Credits			0

Required Gen Ed courses		
COLL 102 College Success for All (test out option available)		3
MAT 103 Business Math (preferred) or other 100-level math courses		5
ENGL& 101 English Composition (preferred) or CMST& 220 Public Speaking		5
PSYC& 100 General Psychology (preferred), SOC& 101 Sociology, or PSY 112 Psychology of the Workplace		5
Total Gen Ed credits		18

Advising Notes

All students must contact Ryan Reygers at ryan.reygers@cptc.edu and/or 253-230-8091 prior to registering for the Retail Management program.

Career Outlook Sites

[The Occupation Information Network O*NET](#)

worksourcewa.com

www.Glassdoor.com

Next Steps (Transcripts & Graduation)

[Apply for Graduation](#)

[Apply for Sealed Official Transcript](#)

***Please check Periodically with Advising and Counseling regarding any potential Changes to program course requirements.**

Clover Park Technical College does not discriminate on the basis of race, color, national origin, sex, disability, sexual orientation, age or Veteran's status in its program and activities.