

Business Management

Whether you see yourself owning a small business, working for a large corporation, or somewhere in the middle, this program will get you closer to your career goals. If you want a career in business management, enrolling in the business program at the college is your first step. Among the business program options available at the college is an associate in science degree in business management. The curriculum is designed to prepare individuals for employment in entry-level positions in management and can also prepare students to transfer to a four-year university.

Business management is one of the career technical education programs at Allan Hancock College within the department of business and is also a program in the finance and business industry sector.

For more Information

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Allan Hancock College is a California public community college in northern Santa Barbara County serving more than 11,000 credit students each semester. The college offers degrees and certificates in more than 100 fields of study from accounting to welding. The college has a campus in Santa Maria and centers in Lompoc, Solvang, and at Vandenberg AFB.

The Allan Hancock Joint Community College District is committed to the active promotion of diversity and equal access and opportunities to all staff, students, and applicants, including qualified members of underrepresented/protected groups. The college assures that no person shall be discriminated against because of race, color, ancestry, religion, gender, national origin, age, physical/mental disability, medical condition, status as a Vietnam-era veteran, marital status, or sexual orientation.

Allan Hancock College will provide, upon request, alternate translation of its general information documents in large print, Braille, e-text etc. Please call (805) 922-6966 ext. 3788.



Career Technical Education (CTE)

Business Management

- Associate in Science Degree

Business Management

For Associate in Science Degree

To obtain the associate in science degree in business management, students need to take 33 units from the following courses:

Required Core Courses (24 Units)

BUS 101	Introduction to Business	3 units
BUS104	Business Organization and Management	3 units
BUS 107	Human Relations in Business	3 units
BUS 110	Business Law Contracts and Sales	3 units
BUS 160	Business Communications	3 units
BUS 302	Essentials of Management	3 units
ACCT 100	Survey of Accounting	3 units
	<i>OR</i>	
ACCT 130	Financial Accounting	3 units
CBIS 101	Computer Concepts & Applications	3 units
	<i>OR</i>	
CBIS 141	Spreadsheet Applications	3 units
	<i>OR</i>	
CBOT 131	Introduction to Word Processing	3 units



Nine units (*minimum*) from the following

BUS 102	Marketing	3 units
BUS 106	Small Business Marketing	3 units
BUS 111	Internet Marketing	3 units
BUS/ ECON 121	Business Economics	3 units
	<i>OR</i>	
ECON 102	Principles of Economics: Micro-Economics	3 units
BUS 140	Survey of International Business	3 units
CE 149	Occupational Work Experience	1- 4 units
	<i>OR</i>	
BUS 136	Internship Field Experience	1- 4 units

Recommended Elective

BUS 359/399	Institutes/Topics in Business	.5 units
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Business Career Opportunities (Examples)

- Chief Executive Officer
- Human Resource Manager
- Customer Service Manager
- Business Owner
- Supervisor
- Office Manager
- Account Executive
- Sales Manager
- Business Manager

Business Program Opportunities

Business Degrees

- Associate in Science Degree in Business Management
- Associate in Science Degree in Business Marketing

Business Certificate (24 units)

- Business

Fast Track Certificates (3 units)

- Administrative Assistant
- Human Resource Management
- Business Law
- Customer Service
- Supervisory Management
- Executive Leadership
- Entrepreneurship and Small Business Management
- Sales and Marketing