Career Studies (221-212-23)

Retail Sales and Customer Service

		Lec Hrs.	Lab Hrs.	Crse Cr.
BUS 100	Intro to Business	3	0	3
BUS 111	Prin. of Supervision	3	0	3
BUS 236	Comm. in Mgt.	3	0	3
IND 137	Team Concepts & Problem Solving	3	0	3
MKT 100	Prin. of Marketing	3	0	3
MKT 110	Prin. of Selling	3	0	3
MKT 216	Retail Org. & Mgt.	3	0	3
MKT 282	Prin. of E-Commerce	3	0	3
SDV 106	Prep for Employment	1	0	1
	Total			**25**

25 credits required to graduate

Faculty Contacts
Ms. Fran Doyle

Gainful Employment

Gainful Employment is the name of a 2010 U.S. Department of Education regulation requiring institutions to report certain information about Title IV eligible (financial aid eligible) educational programs that lead to gainful employment in a recognized occupation (GE programs).

Career Studies Certificate: **Retail Sales and Customer Service**	Program Code: 221-212-23
CIP Code[1]	08.9999 Retail Sales
CIP Code[2]	52.0299 Business Administration, Management and Operations, Other
SOC Code	41.1011 First-Line Supervisors/Managers of Retail Sales Workers
Number of Students Completing Program[3]	0
Number of Students Completing Program within Normal Time(On-Time Completion Rate)[3]	0
In-State Total Tuition & Fees[4]	$3,325.00
Out-of-State Total Tuition & Fees[4]	$8,190.00
Books & Supplies[5]	$1,000.00
Number of Students Completing Program with any Student Loan Debt[3]	0
Median Title IV Loan Debt	$0.00
Median Private Loan Debt	$0.00
Median Institutional Loan Debt	$0.00
Job Placement Rate for Program Completers[6]	0%

[1]CIP Code was provided by MECC's Financial Aid Office.

[2]Virginia Community College System uses the parent plan code (middle three digits within program code) to identify CIP Code which crosswalks to SOC code career path.

[3] Number of students completing program between July 1, 2011-June 30, 2012 and excluding dual-enrollment high school students' attendance until high school graduation is completed.

[4] Total tuition and fees are based on the 2013-14 academic year and are subject to change.

[5] Total books and supplies are based on the 2013-14 academic year and are subject to change.

[6] All students who completed between July 1, 2011 and June 30, 2012 are included in this calculation. This job placement rate looks only at jobs that were in the field of study. This rate is based on program completers who were employed within 180 days of completion. Virginia Employment Commission (VEC) data and the 2011-12 MECC Graduate Follow-up Survey results were used to identify employed students. VEC data does not include federal employment, military employment or employers from other states.