

# APPLIED BUSINESS RETAIL AND MERCHANDISING SERVICES - CERTIFICATE OF COMPLETION

BMGT 132	Principles of Selling	3
<b>Credits</b>		<b>9</b>
<b>Total Credits</b>		<b>16</b>

## Doña Ana Community College 2026-2027 Catalog (16 credits)

NOTE: Students must earn a final grade of C- or better in all Technical Requirements courses and Area of Interest courses and achieve a cumulative grade-point average of at least 2.0. A grade of C- or better is required in designated Mathematics courses.

Students must complete all University certificate requirements, which include: General Education requirements and elective credits to total at least 16 credits. Developmental coursework will not count towards the degree requirements and/or elective credits, but may be needed in order to take the necessary English and Mathematics coursework.

### 16 credits

The Certificate in Applied Business Retail and Merchandising Services will enable students to acquire the fundamental business skills needed to manage and promote a retail sales operation. This is an applied certificate aimed at developing a student's employee performance and leading to pursuit of the Associate of Applied Business.

Prefix	Title	Credits
<b>Course Requirements</b>		
BUSA 1110	Intro to Business	3
BMGT 126	Retail Management	3
BMGT 132	Principles of Selling	3
BMGT 136	Forecasting Business Activity	3
BMGT 216	Business Math (or any math course with MATH prefix or BUSA 1180)	3
BMGT 221	Internship I	1
<b>Total Credits</b>		<b>16</b>

## A Suggested Plan of Study

This roadmap is only a suggested plan of study in order to complete a Certificate in two semesters. It is not intended as a contract. Course availability may vary from fall to spring semester and may be subject to modification or change. Students are advised to earn a C or better to avoid repeating courses. BMGT 216 Business Math requires a C or better in CCDM 103 N Pre-Algebra, or an adequate placement in the Math Placement Exam.

### First Year

Fall		Credits
BUSA 1110	Intro to Business	3
BMGT 136	Forecasting Business Activity	3
BMGT 221	Internship I	1
<b>Credits</b>		<b>7</b>
Spring		
BMGT 216	Business Math (or any math course with MATH prefix or BUSA 1180)	3
BMGT 126	Retail Management	3