

CERTIFICATES

Insurance—Basic

Certificate of Proficiency

Career/Technical (Major Code: 02182)

Provides training for students who wish to enter the diverse field of insurance. Prepares students with a solid foundation to enter and grow within the insurance industry in a wide variety of career positions.

INS 100	Introduction to Insurance	1
INS 103	Insurance Code and Ethics	1
INS 121	Principles of Property and Liability Insurance	3
INS 122	Personal Insurance	3
INS 123	Commercial Insurance	3
Total units		11

Insurance—Advanced

Certificate of Achievement

Career/Technical (Major Code: 02183)

Provides training for students who wish to enter the diverse field of insurance. Prepares students with a solid foundation to enter and grow within the insurance industry in a wide variety of career positions.

[	ACCT 7	Basic Business Bookkeeping (3)	
		OR	3–4
[	ACCT 101	Principles of Accounting I (4)	
	BUS 140	Business Law/The Legal Environment of Business	3
[	BUS 147	Successful Selling Techniques	1
	BUS 210	Business English (3)	
		OR	3
[	BUS 211	Communication in Business and Industry (3)	
		OR	
[	BUS 212	Business Communication (3)	
	BUS 290–293	Work Experience in Business I–IV	2–4
[	CIS 92	Microsoft Office Suite (3)	
		OR	3–4
[	CIS 101	Introduction to Computers and Information Processing (4)	
	INS 100	Introduction to Insurance	1
[	INS 103	Insurance Code and Ethics	1
	INS 121	Principles of Property and Liability Insurance	3
[	INS 122	Personal Insurance	3
	INS 123	Commercial Insurance	3
Total units			26–30

International Business

Higher Education Center at Otay Mesa

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General Description

The International Business program at Southwestern College provides students with a small business approach to international business theory, import/export trade, logistics, e-business/e-commerce, cultural diversity, and international business law and regulation. Students explore the theoretical and practical aspects of working within our global business environment.

Career Options

Most of the career options that follow require at least an associate degree and some require a bachelor's or graduate level degree. These include international business owner/entrepreneur, exporter, importer, logistics and transportation manager, accountant, financial officer, international banker, and human resources manager/director

Degree/Certificate Options

Associate in Science Degree: Career/Technical

International Business 02038

Certificate of Achievement:

International Business—Intermediate 02039

Certificate of Proficiency:

International Business—Basic A2119

Sales and Customer Service Professional 02175

Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary to achieve your academic goal.



Some courses within this program may require additional coursework that must be completed prior to enrollment in those courses. Please consult the individual course listings for prerequisites and any other limitations on enrollment.

ASSOCIATE IN SCIENCE DEGREE



International Business

Career/Technical (Major Code 02038)

Provides a practical approach to the study of international trade topics relevant in today's global economy.

ACCT 12	Computerized Accounting (3)	
	OR	3–4
ACCT 102	Principles of Accounting II—Managerial (4)	
	Complete 5 units in a foreign language at the intermediate level (201 level or higher or Spanish 215 or 216)	5
	Plus the courses required for the International Business—Intermediate certificate program	31–35
Total units		39–44

To earn an associate degree, additional general education and graduation requirements must be completed. See page 49.

Note: Students who have graduated from high school in a foreign country may waive the foreign language requirement.

CERTIFICATES

International Business—Basic

Certificate of Proficiency

Career/Technical (Major Code: A2119)

Prepares students to work in the field of international business with an emphasis in export/import trade. Emphasizes a small business approach to the study of the field and provides training in key concepts and techniques that make an international trade organization successful.

BUS 122	Principles of Importing and Exporting	3
BUS 126	Introduction to Business Logistic Management	3
BUS 140	Business Law/The Legal Environment of Business	3
BUS 177	Principles of International Business	3
CL 120	Computer Literacy (1)	
	OR	1–4
CIS 101	Introduction to Computers and Information Processing (4)	
Total units		13–16

Recommended Electives: 3–5 units in a foreign language



International Business—Intermediate

Certificate of Achievement

Career/Technical (Major Code: 02039)

Prepares students for work in multinational companies. Provides a practical approach to the study of international trade topics relevant in today's global economy.

ACCT 7	Basic Business Bookkeeping (3)	
	OR	3–4
ACCT 101	Principles of Accounting I (4)	
BUS 134	eBusiness I: Principles of Electronic Commerce	3
BUS 142	Business Ethics—Corporate and Personal	1
BUS 143	eStrategic Business Planning	2
BUS 211	Communication in Business and Industry	
	OR	3
BUS 212	Business Communication	
BUS 290–293	Work Experience in Business I–IV (2–4)	2
LEGL 256	International Law for Business	3
LDR 152	Business Innovation and Creativity	1
	Plus the required courses for the International Business—Basic certificate	13–16
Total units		31–35

Note: It is recommended that students complete the International Business—Basic certificate plus half of the courses required for the International Business—Intermediate certificate prior to enrolling in BUS 290–293.



Sales and Customer Service Professional

Certificate of Proficiency

Career/Technical (Major Code: 02175)

Designed for students desiring to enter or refresh their skills in the field of sales and customer service. Provides training that is required for employment in businesses, institutions, and organizations of all types and that can help present employees to take advantage of opportunities to upgrade to higher level positions.

BUS 96	Customer Service and Communication Techniques	1
BUS 134	eBusiness I: Principles of Electronic Commerce	
	OR	3
BUS 191	Creating and Managing a Virtual Office	
BUS 139	Consumer Retailing and Merchandising	1
BUS 144	Advertising and Promotional Strategy	1
BUS 147	Successful Selling Techniques	1
LDR 148	Business Presentation Skills—Bilingual (Spanish/English)	
	OR	2
LDR 149	Business Presentation Skills	
BUS 210	Business English	3
Total units		12