



**Cerritos College  
ARTICULATION AGREEMENT**

<p><b>Cerritos College Course: BA 100 - Fundamentals of Business (3 units)</b></p> <p>Cerritos College 11110 Alondra Blvd. Norwalk, CA 90650</p>	<p><b>High School Course: Business Essentials</b></p> <p>Artesia High School 12108 Del Amo Blvd. Lakewood, CA 90715</p>
<p><b>General Course Description:</b> This course is designed for the beginning business student and will survey business principles, problems, practices, and procedures as they pertain to the societal challenges facing business and the economic challenges facing America. Business topics will be discussed, such as: the nature of business, ownership, recruitment and training of personnel, labor-management relations, production and distribution of goods, competition, profits, transportation, finance, managerial controls, government, and business relations.</p>	
<p><b>College Prerequisite(s):</b> none</p>	<p><b>HS Prerequisite(s):</b> none</p>
<p><b>Advisories/Recommendations:</b> none</p>	
<p><b>Course Content:</b></p> <ol style="list-style-type: none"> <li>1. The Changing Face of Business</li> <li>2. Business Ethics and Social Responsibility</li> <li>3. Economic Challenges Facing Business Today</li> <li>4. Competing in World Markets</li> <li>5. Forms of Business Ownership and Organization</li> <li>6. Starting Your Own Business - The Entrepreneurship Alternative</li> <li>7. Management, Leadership, and the Internal Organization,</li> <li>8. Human Resource Management: From Recruitment to Labor Relations</li> <li>9. Top Performance through Empowerment, Teamwork, and Communication</li> <li>10. Production and Operations Management</li> <li>11. Customer-Driven Marketing</li> <li>12. Product and Distribution Strategies Promotion and Pricing Strategies</li> <li>13. Using Technology to Manage Information,</li> <li>14. Understanding Accounting &amp; Financial Statements</li> <li>15. The Financial System, Financial Management</li> <li>16. Trends in E-Commerce</li> </ol>	

**Competencies and Skill Requirements.**

At the conclusion of this course, the student should be able to:

1. Describe the role of ethics in business
2. Explain the factors of business profitability
3. Describe the various management leadership styles
4. Describe the role of finance and accounting in business

**Measurement Methods:**

1. Quizzes
2. Exams
3. Homework assignments
4. Business Plan paper

**Textbooks or Other Support Materials:**

eBook – Contemporary Business 18th Edition, Boone, Kurtz, Berston

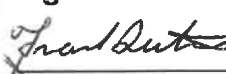

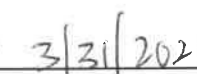


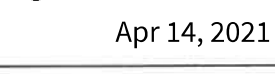
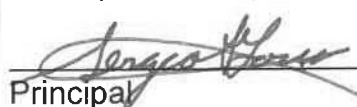






**Procedures for Course Articulation:**

Cerritos College credit for the articulated course listed above may be received when the following criteria are met:

1. The student has completed the articulated course listed above, Business Essentials, with a "B" grade or higher.
2. The student must enroll at Cerritos College within two (2) years from the semester date in which the course was completed.
3. The student will complete and submit the Cerritos College Credit by Exam Form to the Office of Educational Partnerships & Programs.
4. No more than 15 units of credit may be accepted for credit by examination.

This Agreement will be reviewed annually and will remain in effect until cancelled by either party giving 30 days written notice.

**High School/ROP District Signatures****Cerritos College Signatures**

					
Faculty/Department Chair		Date		Instructor/Division Chair	Date
					
Principal		Date		Rachel G Mason (Apr 14, 2021 18:52 PDT)	Apr 14, 2021
		4-1-21			
Superintendent		Date		E. (Rick) Miranda (Apr 14, 2021 18:59 PDT)	Apr 14, 2021
				Vice President	Date












# Artesia Articulation Agreement - BA 100 Signed

Final Audit Report

2021-04-15

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By:	Christina Mulcahy (cmulcahy@Cerritos.edu)
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