Business Administration is an applied major, which focuses on a hands-on approach encompassing specific areas and skills. A business major may include a concentration or emphasis in areas such as accounting, computer or management information systems, entrepreneurship, finance, management, marketing, real estate, supervision and other related areas. Economics is a social science, which explores how people make choices and helps us understand societal and global issues. Economic decisions influence such issues as health-care reform, the debate on public versus private schooling, foreign aid, the national debt, and a host of other current issues.

## Salary Information

To search for the median wage in California you can go to [labormarketinfo.edd.ca.gov/](https://www.labormarketinfo.edd.ca.gov/cgi/databrowsing/occExplorerQSSelection.asp?menuchoice=occexplorer&searchCriteria=paralegal). The median is the point at which half of the workers earn more and half earn less.

## Lower Division Subjects required by most business programs

| **Subject** | **Course Name** | **Course Number** |
| --- | --- | --- |
| Microeconomics | Principles of Economics I | ECON 1 |
| Macroeconomics | Principles of Economics II | ECON 2 |
| Financial Accounting | Introductory Accounting I | ACCTG 1 |
| Managerial Accounting | Introductory Accounting II | ACCTG 2 |
| Statistics | Statistics | MATH 227 |
| Business Calculus | Calculus for Business & Social Sciences | MATH 238 or 261 |

## Career Possibilities with a degree in Business Administration or Economics

Students with Bachelor’s degree in Economics, Business or related fields may be candidates for management training programs in large corporations and retail firms. In the public sector, there are opportunities in the Foreign Service, the Bureau of the Census, the U.S. Information Service, public utility corporations, as well as federal, state, and local governments. Other major areas of employment include Accounting, Actuarial, Advertising, Auditor, Banking, Finance, Communications, Economics, Education, Industrial Relations, Insurance, Investments, Manufacturing, Management, Marketing, Media Analyst, Personnel, Public Relations, Publishing, Research, Retailing, Stock Broker, Systems Analysis, Transportation, and Utilities. Students pursuing double majors — combined with a field such as psychology, political science, environmental studies, or art — find opportunities in areas such as industrial psychology, labor relations, and art administration.

Graduates in each of these areas are competitors for graduate programs in such areas as business administration, economics, law, finance, and journalism, among others.

## Educational Pathways

### Degrees and Certificates

#### Associate of Science/Arts Degrees

The Pierce College Business Department offers AA degrees for student not planning to transfer. They include AA in General Business, Accounting, Management and Supervision, and Marketing. The requirement to earn AA degrees are completion of the LACCD GE, CSU GE or IGETC; major requirements of the department; 60-degree applicable units; and a 2.0 GPA. Completing a degree is not required to transfer but may have other benefits.

### Certificates of Achievement

Tax Preparation, International Business, Retail Management and Marketing. Certificate programs give students training in specific job skills. A grade of “C” or better is required in each course and at least 50% of the units must be in residence at Pierce College.

### Preparing for Transfer - California State Universities (CSU)

Almost all of the CSU campuses offer degrees in Business Administration and/or Economics. Many also offer specific areas of emphasis or concentrations in Business Administration. Some CSU campuses or majors are [impacted](http://www.calstate.edu/SAS/impaction-campus-info.shtml), meaning that more fully qualified students apply than the number of available spaces. Business Administration is often an impacted major and campuses use supplementary admission criteria to screen applications, such as a higher grade point average and specific required courses, which can be completed prior to transfer. Currently, Fresno, Fullerton, Long Beach, San Diego, San Jose, and San Luis Obispo campuses are impacted in all majors; other campuses are impacted in specific majors or concentrations.

#### Associate Degree for Transfer (ADT)

The AST in Business Administration and the AAT in Economics are transfer degrees to CSU campuses. These ADTs provide eligible students admitted to a "[similar](http://www.calstate.edu/transfer/adt-search/search.shtml)" CSU program to complete the Baccalaureate Degree within 60 units after transfer. Benefits may include being more competitive for admissions and eligibility for Spring semester transfer. For students applying to CSUN, earning the AST Business Administration at Pierce meets the preparation for major at CSUN. It is deemed similar for the following majors: Finance, Management and Marketing, as well as options in Business Law, Global Supply Chain Management, Insurance/Financial Services, Real Estate, and Systems & Operation Management. Although the minimum GPA at CSUN is 2.0, Accounting and Finance are impacted majors and higher GPA’s are necessary. For Accounting majors, it is required that they earn a B in both Accounting 1 and CAOT 32.

Applicants not admitted to the CSU of their choice will be redirected to an alternate campus that has space. For more information, see [calstate.edu/apply](https://www2.calstate.edu/apply).

### Preparing for Transfer – University of California (UC)

All of the UC campuses offer a degree in Economics or Business Economics. Only UC Berkeley, UC Irvine and UC Riverside offer a degree in Business Administration. UC Merced offers a degree in Management. UC Santa Cruz offers a Business Management Economics degree. UC Berkeley and UCLA are highly competitive, admitting fewer than 10% of eligible applicants. Complete the Transfer Admission Planner ([UCTAP](https://uctap.universityofcalifornia.edu/students/)) early to help track and plan your course work.

#### Transfer Admissions Guarantees (TAG)

Five UC campuses offer guaranteed admissions Business. Students may only sign one TAG. The application period for TAG is September 1st through September 30th one year prior to desired Fall transfer. In addition, students must also submit the UC application for admission from November 1st though November 30th. Interested students must meet campus-specific requirements to qualify for a UC TAG. The information below is subject to change and only identifies admission selection criteria for business or economics majors. Although the [TAG Matrix](http://admission.universityofcalifornia.edu/counselors/files/tag-matrix.pdf) is handy, it is highly recommended that you visit the UC campus website for specific criteria and deadlines. Go to the Transfer Center website and review the [Transfer Admission Guarantee](http://www.piercecollege.edu/offices/transfer_center/TAG.asp) for complete information:

| **Name of University** | **Admission selection criteria for business or economics majors** |
| --- | --- |
| University of California, Davis | No specific admission selection criteria required for Economics major |
| University of California, Riverside | 3.5 plus completion of major preparation and IGETC for Business Administration |
| University of California, Merced | Completion of Econ 1 & 2 and Math 261 is required for Economics and Management & Business Economics |
| University of California, Santa Barbara | Completion of Econ 1 & 2 and Math 238 or 261 & 262. Students are initially admitted to the pre-major & further requirements must be met once at UCSB in order to be admitted to the full major |
| University of California, Santa Cruz | Completion of Econ 1 & 2 and Math 238 or 261 with a combined GPA of 2.8 is required for all Economics Majors (Business Management Economics, Economics, Global Economics, and Economics/Mathematics combined major). Completion of Acctg 1 & 2 is strongly recommended |

### Preparing for Transfer – Private/Out-of-State Universities

Many students are also applying to private and out-of-state institutions. Preparation for the major core requirements and articulation agreements with Pierce can be found on their websites. Guaranteed admission agreements for a variety of institutions are listed on the Transfer Center website at [Transfer Admission Guarantee](http://www.piercecollege.edu/offices/transfer_center/TAG.asp).

#### University of Southern California (USC)

Marshall School of Business (MSB) offers undergraduate programs in Accounting, Business Administration and World Bachelor in Business. USC is highly selective: the average transfer student admitted has a 3.7 GPA; an excellent letter of recommendation and Statement of Intent; is involved in clubs and organizations; and completed most or all USC General Education (GE) courses. Also, be advised:

* English 101 and English 102, 103 or Phil 5 (for letter grade) and Math 238 or Math 261 are required for admission and must be completed by end of Spring prior to transfer. (B is competitive grade for Math.)
* Econ 1 & 2 are not accepted as equivalencies. Successful completion of Accounting 1 & 2 will enable students to take 1 accounting bridge course instead of 2 at USC.
* By carefully selecting courses on both GE patterns, students completing IGETC can also complete USC General Education Core Literacy Requirements.
* This program accepts a maximum of 64 units, there is no minimum; requires H.S. transcripts; accepts applications for fall only; does not honor academic renewal or repeats; and does not have a language requirement.

Contact the USC Office of Admission at (213) 740–1111 with any questions.

#### Pepperdine University

Seaver College Graziadio School of Business and Management offers undergraduate programs in Business Management Business Administration and International Business. For part-time completion program in Encino, students may apply after completing 60 units and 2 years of full-time work.

### Preparing for Transfer - Online

There are numerous online Business programs available. Pierce Counseling recommends that students inquire if the Institution is regionally accredited. This is important for transferability but also may be a condition of employment. The following accredited CSU’s have a fully online undergraduate business program:

* [CSU Channel Islands](https://www.csuci.edu/)
* [CSU East Bay](https://www.csueastbay.edu/)
* [CSU Fullerton](http://www.fullerton.edu/)
* [San Diego State](https://www.sdsu.edu/)

### Pathway to becoming a CPA

The two most important goals to focus on in your quest to become a CPA are passing the Uniform CPA Exam and meeting licensing requirements. If you complete your education after January 2013 and have no prior work experience, you will need to meet the new education requirements for licensure:

* Passed the Uniform CPA Examination (4 parts within 18 months)
* Baccalaureate degree (any major, however, accounting or business degrees satisfy unit requirements)
* 150-semester units (30 more units than a typical baccalaureate degree - approximately 5 years)
* 24-semester units in accounting subject, 24-semester units in business-related subject
* 20-semester units in accounting study, 10-semester units in ethics
* Completion of the Professional Ethics (PETH) Exam (offered by CalCPA)
* Fingerprinted
* Completion of one year of general accounting experience
* For complete information go to the [tip sheet](http://www.dca.ca.gov/cba/applicants/tip_sheet.pdf) on California Board of Accountancy’s website

## Transfer Planning

The minimum admissions requirements to transfer to a UC or CSU are 60 transferable units, English 101, Critical Thinking and at least one transferable Math. An oral communication course is also required for the CSUs. It is strongly advised that you focus on completing the preparation for major courses first and then the lower division general education requirements (IGETC for UCs and CSUs; CSU Breadth if you are only applying to CSUs).

To follow is a table of the business/economics major prep courses as found on www.assist.org from a few of our public institutions. The table will reveal that there are many courses in common among these universities. Although this table is a handy guideline, it is imperative that you visit [assist.org](http://www.assist.org/web-assist/welcome.html%20) to review the specific articulation agreement for the institution and major you are interested. All information is subject to change throughout the academic year. Also, some universities offer a variety of options or separate degrees associated with the Business or Economics major (for example finance, accountancy, marketing, management, etc.) and there are often differences in the course preparation. Some courses may be strongly recommended and others may be required. Read the agreement carefully.

| **California State University, Channel Islands** | **California State University, Los Angeles** | **California State University, Long Beach** | **California State University, Northridge** | **San Diego State University** | **University of California, Berkeley** | **University of California, Irvine** | **University of California, Los Angeles** | **University of California, Santa Barbara** | **University of California, San Diego** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Business | Business  Administration | Business  Administration | Business  Administration | Business  Administration | Business  Administration | Business  Administration | Business  Economics | Economics and Accounting | Economic Management Science |
| ECON 1 | ECON 1 | ECON 1 | ECON 1 | ECON 1 | ECON 1 | ECON 1 | ECON 1 | ECON 1 | ECON 1 |
| ECON 2 | ECON 2 | ECON 2 | ECON 2 | ECON 2 | ECON 2 | ECON 2 | ECON 2 | ECON 2 | ECON 2 |
| ACCTG 1 | ACCTG 1 | ACCTG 1 | ACCTG 1 |  |  | ACCTG 1 | ACCTG 1 | ACCTG 1 |  |
| ACCTG 2 | ACCTG 2 |  | ACCTG 2 |  |  | ACCTG 2 | ACCTG 2 | ACCTG 2 |  |

To follow is a sample Student Education Plan utilizing IGETC and the major preparation found on [assist.org](http://www.assist.org/web-assist/welcome.html%20) for Business Administration at CSUN. This is a rigorous 2-year plan based on placement into transferable English and Math courses. If lower level Math and English are needed, we recommend you try to complete these courses in the summer and the first semesters of college.

### Sample Student Education Plan

| **Summer** | **Units** | **Fall** | **Units** | **Winter** | **Units** | **Spring** | **Units** |
| --- | --- | --- | --- | --- | --- | --- | --- |
| COUN 40 | 3 | ENGLISH 101 | 3 | IGETC Area 3A | 3 | ACCTG 1 | 3 |
|  |  | MATH 238 | 4 |  |  | IGETC Area 1B | 5 |
|  |  | IGETC Area 3A or B | 3 |  |  | IGETC Area 5A | 3 |
|  |  | ECON 1 | 3 |  |  | IGETC Area 5C | 1 |
| Units Total | 3 |  | 13 |  | 3 |  | 12 |

| **Summer** | **Units** | **Fall** | **Units** | **Winter** | **Units** | **Spring** | **Units** |
| --- | --- | --- | --- | --- | --- | --- | --- |
| ECON 2 | 3 | ACCTG 2 | 5 | POL SCI 1 or 19 or 30\*\* | 3 | BUS 5 | 3 |
| CAOT 82 |  | IGETC Area 1C\* | 3 |  |  | MATH 227 | 4 |
|  |  | CAOT 32 | 3 |  |  | IGETC Area 5B | 3 |
|  |  | HIST 41 or 42 or 43 or 44\*\* | 3 |  |  | IGETC Area 6 | 5 |
|  |  | or CHICANO 7 or 8\*\* |  |  |  |  |  |
| Units Total | 6 |  | 14 |  | 3 |  | 15 |

\*CSU required, \*\*CSU graduation requirement and meets IGETC Area 3B and 4 respectively.

Note: Take courses in any order with the exception of pre-requisite and/or sequential courses. Information is subject to change without notice. Check with the individual campus for the most up-to-date information. *Web site links are provided as a convenience and for informational purposes only; they do not constitute an endorsement or an approval by the Los Angeles Community College District (LACCD) and/or Los Angeles Pierce College (LAPC) of any of the products, services or opinions of the corporation or organization or individual. The Los Angeles Community College District and/or Los Angeles Pierce College bears no responsibility for the accuracy, legality or content of the external site or for that of subsequent links. Contact the external site for answers to questions regarding its content.*