OCCUPATIONAL ENTREPRENEURSHIP
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http://www.ghc.edu/voc/occentre.pdf

Updated 1/7/15
OCCUPATIONAL ENTREPRENEURSHIP AS AN OPTION

Grays Harbor College has worked with business and industry to develop this leading edge program to reflect current industry standards. The Occupational Entrepreneurship program allows a unique option for students who have met the requirements for a certificate of completion in any professional/technical program to apply those courses to this degree. Those certificate programs include:

- Automotive Technology
- Small Business/Entrepreneurship
- Business Technology
- Carpentry Technology
- Commercial Food Preparation and Service
- Commercial Transportation and Maintenance
- Diesel Technology Fundamentals
- Advanced Diesel Technology
- Power Technology
- Medical Office Administrative Support
- Forestry Technician
- Related Welding Technology
- Welding Technology

After completing any of the certificate programs above, students will then complete some basic business classes and suggested electives to earn an associate in applied science degree in Occupational Entrepreneurship. Some of these courses include:

- Business English
- Business Law
- Fundamentals of Finance
- Introduction to Accounting
- Introduction to Business
- Mathematics for Business
- Microcomputer Applications
- Principles of Management
- Principles of Marketing
- Small Business Management

**Earnings Potential**
Earning potential vary, depending on the type of trade and/or business, where it’s located, and the specific job responsibilities.

**Salary Expectations**
For job opportunities and salary expectations, please see: [http://www.workforceexplorer.com/](http://www.workforceexplorer.com/)

**What Do I Need To Do First?**
- **Apply for Admission** ([https://admissions.ctc.edu/applicant/welcome.cfm](https://admissions.ctc.edu/applicant/welcome.cfm))
- **Request Official Transcripts** from high school, previous colleges or GED certificate. Have them sent directly to GHC.
- **Take the College Placement Test (CPT)**. Make an appointment at GHC Student Support Center (360-538-4099 or toll-free 1-800-562-4830). The CPT is not required if 100 level English and math were completed at another college.
- **Meet with an entry advisor**.
OCCUPATIONAL ENTREPRENEURSHIP
Associate in Applied Science Degree

Students who have earned a certificate of completion in any of the designated professional/technical programs can apply that certificate towards this associate in applied science degree.

Certificate of Completion Programs (37-67 credits)
Credits are earned from the requirements for a certificate of completion in any of the following professional/technical programs. These programs include the required general education courses (English, mathematics, human relations).

- Automotive Technology
- Small Business/Entrepreneurship
- Business Technology
- Carpentry Technology
- Commercial Food Preparation and Service
- Commercial Transportation and Maintenance
- Diesel Technology Fundamentals
- Advanced Diesel Technology
- Power Technology
- Medical Office Administrative Support
- Forestry Technician
- Welding Technology
- Related Welding Technology

Core Courses (31 credits)

<table>
<thead>
<tr>
<th>Course</th>
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</thead>
<tbody>
<tr>
<td>ACCT 113</td>
<td>Introduction to Accounting I</td>
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</tr>
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<td>CIS 102</td>
<td>Microsoft Office</td>
<td>3</td>
</tr>
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<td>Fundamentals of Speech</td>
<td>5</td>
</tr>
<tr>
<td>PE</td>
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<td>3</td>
</tr>
</tbody>
</table>

Suggested Electives (0-27 credits)
Electives are listed below. All elective courses must be approved by the student’s academic advisor at Grays Harbor College. Some suggested courses are:

<table>
<thead>
<tr>
<th>Course</th>
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<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS&amp; 101</td>
<td>Introduction to Business</td>
<td>5</td>
</tr>
<tr>
<td>BA 104</td>
<td>Mathematics for Business</td>
<td>3</td>
</tr>
<tr>
<td>BA 140</td>
<td>Business English</td>
<td>3</td>
</tr>
<tr>
<td>BA 150</td>
<td>Fundamentals of Finance</td>
<td>5</td>
</tr>
<tr>
<td>BUS&amp; 201</td>
<td>Business Law</td>
<td>5</td>
</tr>
<tr>
<td>ENGL 150</td>
<td>Vocational/Technical/Business Writing</td>
<td>5</td>
</tr>
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</table>

Minimum Credits Required 95

Grays Harbor College complies with all Federal and State rules and regulations and does not discriminate on the basis of race, color, creed, religion, national origin, sex, sexual orientation, age, marital status, disability, or status as a veteran.
OCCUPATIONAL ENTREPRENEURSHIP COURSE DESCRIPTIONS

ACCT 113  5 Credits
Introduction to Accounting I
Prerequisites: READ 090, completion of or current enrollment in MATH 093 or instructor permission.
Theory and practice of double-entry bookkeeping and accounting for professional, service and merchandising business organizations.
Coverage of both cash and accrual systems with preparation of worksheets, adjusting and closing entries, reversing entries, and financial statements. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BA 104  3 Credits
Mathematics for Business
Prerequisite: MATH 095, placement in MATH 098 or instructor permission.
Review of basic arithmetic and algebraic fundamentals and their application to typical business problems. A practical mathematical approach to business problems, such as cash and trade discounts, commissions, simple and compound interest, markups and markdowns, net present values, and insurance rates, etc., will be employed. 3 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BA 140  3 Credits
Business English
Prerequisite: A grade of “C” or better in ENGL 095 or placement in ENGL& 101; READ 090 or placement in READ 120.
The study of English grammar, spelling, and punctuation as particularly applied to business applications. 3 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BA 150  5 Credits
Fundamentals of Finance
Prerequisites: BA 104; ACCT 113 or ACCT& 201 or instructor permission.
This course presents the basics of financial analysis, forecasting, operating and financial leverage, working capital, current asset management, short term financing, and investment options. Orientation will be towards small business and personal finance. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BA 174  5 Credits
Small Business Management
Prerequisites: READ 090; ENGL 095; MATH 095 or instructor permission.
A study of small business covering reasons for success and failure and a practical approach on how to start a small business and continue successfully. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BA 240  5 Credits
Principles of Marketing
Prerequisites: READ 090; ENGL 095 or instructor permission.
Inquiry into the institutions engaged in the movement of goods and services from producers to consumers. Primary emphasis on basic marketing with a managerial approach. Required for business management. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BA 258  5 Credits
Principles of Management
Prerequisites: READ 090; ENGL 095 or instructor permission.
A study of leadership and executive behavior and how to develop a successful leadership style. Employee motivation, managerial environment, planning, controlling, and organizing are also studied. A “systems” approach to management is emphasized. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

BUS& 101  5 Credits
Introduction to Business
Prerequisites: Math 060 and READ 080 or instructor permission.
Introduction to Business is a general course designed to provide an understanding of how the American business system operates and its place in the economy. The course provides background for more effective and better use of business services in personal affairs as well as foundation for future courses in various business programs. 5 lecture hours. Satisfies specified elective requirement for the AA degree.

BUS& 201  5 Credits
Business Law
Prerequisite: READ 080 or instructor permission.
A study of the United States legal system, institutions and processes. Principles of the law of contracts, sales, property, negotiable instruments, secured transactions and agency. Includes legal reasoning. 5 lecture hours. Satisfies specified elective requirement for the AA degree.

CIS 102  3 Credits
Introduction to Microsoft Office
Recommended Preparation: CIS 100 and CIS 101 or concurrent enrollment.
Prerequisite: READ 080.
This course introduces Microsoft Office Suite and emphasizes hands on experience. Students will work with various applications including electronic spreadsheets, word processing and presentation software. 2 lecture hours; 2 lab hours. Vocational program course. May be used as a general elective in the AA degree.
ENGL 150 5 Credits
Vocational/Technical/Business Writing
Recommended Preparation: Competence in basic computer operation or concurrent enrollment in CIS 100.
Prerequisite: Appropriate English placement score or a grade of “C-” or better in ENGL 095.
This course is designed for both vocational/technical and business students. It emphasizes written and oral communication required in the world of work. Major topics include business letters and memorandums, formal and informal reports, computer graphics, basic principles of technical writing, and oral presentations. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

ENGL& 101 5 Credits
English Composition I
Prerequisite: Appropriate English placement test score or a grade of “C-” or better in ENGL 095.
ENGL& 101 emphasizes the basic rhetorical principles and development of expository and argumentative prose. Included is an introduction to the research methods necessary for evidence-backed writing. Skills gained in this course should help students improve their performance of such tasks as writing for a variety of purposes and audiences, as well as writing informative and persuasive essays and research-backed reports, projects and papers. 5 lecture hours. Satisfies writing skills requirement for the AA degree.

MATH 100 5 Credits
Vocational Technical Math
Prerequisites: A grade of “C-” or better in MATH 059 or MATH 060 or appropriate placement score.
This course is designed to meet the needs of the vocational-technical student. Topics will include powers and roots, signed numbers, formula manipulation, plane and solid geometry, trigonometry and specialized formulae. 5 lecture hours. Vocational program course. May be used as a general elective in the AA degree.

PSYC& 100 5 Credits
General Psychology
Recommended Preparation: Placement in ENGL& 101.
An introduction to psychology utilizing lectures and group exercises. Deals with the psychology of behavior, development, learning, cognition, motivation and emotion, perception, memory, and both normal and abnormal personalities. Provides an overview of modern psychology in terms of biological, social and intrapsychic factors. 5 lecture hours. Satisfies social science distribution area D requirement or specified elective for the AA degree.

PSYCH 106 3 Credits
Applied Psychology
Applications of theory and current research in psychology with major topics of personality, decision making, communications, motivation, learning and the workplace. Focuses on individual and group thought and behavior in the world of work. Emphasis is placed on change, personal and professional growth. 3 lecture hours. May be used as a general elective in the AA degree.

SOC& 101 5 Credits
Introduction to Sociology
Recommended Preparation: ENGL 095 or placement in ENGL& 101.
An introduction to the principles, concepts, theories and methods of the sociological perspective. Emphasis is placed upon relating sociological ideas to national, community, and individual levels. 5 lecture hours. Satisfies social science distribution area C requirement or specified elective for the AA degree.

SPCH 101 5 Credits
Fundamentals of Speech
Principles of effective oral communication including delivery, organization, content, and stress management. A functional approach to effective speaking with practical application in informative, impromptu, and persuasive speeches. 5 lecture hours. Satisfies humanities distribution area F requirement or specified elective for the AA degree.
## GRAYS HARBOR COLLEGE – Typical Student Schedule

**OCCUPATIONAL ENTREPRENEURSHIP - ASSOCIATE IN APPLIED SCIENCE DEGREE**

### 1st Quarter

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<thead>
<tr>
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<tbody>
<tr>
<td>ENGL 150</td>
<td>Vocational/Technical/Business Writing</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Core course(s)</td>
<td>16</td>
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<tr>
<td><strong>TOTAL QUARTER CREDITS</strong></td>
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### 2nd Quarter

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<tr>
<th>Course #</th>
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<tbody>
<tr>
<td>PSYCH &amp; 100</td>
<td>General Psychology</td>
<td>5</td>
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<tr>
<td></td>
<td>Core course(s)</td>
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<tr>
<td><strong>TOTAL QUARTER CREDITS</strong></td>
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<tr>
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</thead>
<tbody>
<tr>
<td>MATH 100</td>
<td>Vocational/Technical Math (or higher)</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Core course(s)</td>
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<tr>
<td><strong>TOTAL QUARTER CREDITS</strong></td>
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<td>Principles of Management</td>
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<td>Any activity courses</td>
<td>3</td>
</tr>
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<td></td>
<td>Suggested electives</td>
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<tr>
<td><strong>TOTAL QUARTER CREDITS</strong></td>
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### 5th Quarter

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<td></td>
<td>Suggested electives</td>
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<td></td>
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</tr>
<tr>
<td><strong>TOTAL QUARTER CREDITS</strong></td>
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<td><strong>15</strong></td>
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**PLEASE NOTE:** Students may substitute PSYC 106 or SOC& 101 for PSYC& 100, ENGL& 101 for ENGL 150.
OCCUPATIONAL ENTREPRENEURSHIP

**Education**

- Adult Education
  - ESL – GED Developmental Education

- Certificate of Achievement (in specified discipline)
- Certificate of Completion (in specified discipline)
- Occupational Entrepreneurship Associate in Applied Science

- DTA Business Degree

- Bachelors Business Degree

**Job Titles and Hourly Median Wages**

- Automotive Technician Median Wage: $14.77-$14.26
- Entry Level Carpenter Median Wage: $14.09-$22.74
- Entry Level Cabinetmaker/Trim Carpenter Median Wage: $13.82-$14.29
- Commercial Truck Driver Median Wage: $12.00-$25.00
- Entry Level Diesel Mechanic Median Wage: $14.77-$17.60
- Entry Level Welder Median Wage: $13.45-$19.32
- First-Line Business Manager Median Wage: $24.65-$36.37
- First-Line Trade Manager Median Wage: $24.45-$29.79
- Industrial Trades Business Owner Median Wage: $27.48-$43.90

Median Wage Source: Workforce Explorer 4/21/09