

## 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.

#### Program Student Learning Outcome Statement:

- Student will demonstrate the ability to present and explain the important provisions of insurance policies to potential and existing clients.

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
<b>Total units</b>		<b>11</b>

### 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.

#### Program Student Learning Outcome Statement:

- Student will demonstrate the ability to present and explain the important provisions of insurance policies to potential and existing clients.

#### GAINFUL EMPLOYMENT:

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

Students who complete this program will have acquired the necessary analytical tools to successfully secure gainful employment in the field of study.

For more information regarding the data provided for this program and what it means to you as a student, please feel free to visit our SWC Gainful Employment website at: [www.swccd.edu/gainfulemployment](http://www.swccd.edu/gainfulemployment).

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
<b>Total units</b>		<b>26-30</b>

# INTERNATIONAL BUSINESS

## SCHOOL OF BUSINESS AND TECHNOLOGY

**DEAN:** Mink Stavenga, DBA, Office 470K, 619-482-6569

**FACULTY:** Elisabeth Shapiro, J.D.

#### 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**

**MAJOR CODE**

**Associate in Science Degree: Career/Technical**

International Business 02038

**Certificate of Achievement:**

International Business—Intermediate 02039

**Certificate of Proficiency:**

International Business—Basic A2119

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

**ASSOCIATE IN SCIENCE DEGREE**

**INTERNATIONAL BUSINESS** 

**ASSOCIATE IN SCIENCE DEGREE  
CAREER/TECHNICAL (MAJOR CODE 02038)**

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

**Program Student Learning Outcome Statement:**

- Student will explain business ideas, products, delivery methods, and negotiate pricing, costs, and wages.

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

To earn an associate degree, additional general education and graduation requirements must be completed. See page 64.

**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.

**Program Student Learning Outcome Statement:**

- Student will work with people of various cultures and backgrounds in an effective and productive manner.
- Student will work effectively as a member of a team by providing input to the team, actively listening to the input of others, and discussing and integrating this shared input into new ideas.
- Work with people of various cultures and backgrounds in an effective and productive manner.

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.

#### Program Student Learning Outcome Statement:

- Student will participate in meaningful meetings/ negotiations/ conversations in an international business context and clarify areas that could cause misunderstanding and consider the person's position with an organization within the context of these interchanges.
- Student will work with individuals to develop new marketing techniques, solve logistics problems, and negotiate good business deals by properly communicating with employees, competitors, suppliers, and consumers.
- Student will research any new ethnic group of consumers, suppliers, employees, etc., to determine the best way to work with them and to be sensitive and respectful in all communications.

#### GAINFUL EMPLOYMENT:

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

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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 (3) OR	3
BUS 212	Business Communication (3)	
BUS 290-293	Work Experience in Business I-IV	2
LEGL 256	International Law for Business	3
LDR 152	Business Innovation and Creativity	1
<b>Plus the required courses for the International Business—</b>		
<b>Basic certificate</b>		<b>13-16</b>
<b>Total units</b>		<b>31-35</b>

**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.

## ITALIAN

### SCHOOL OF LANGUAGE, LITERATURE, AND HUMANITIES

**DEAN:** Joel M. Levine, Ed.D., Office 430F, 619-482-6349

**FACULTY:** Surian Figueroa, M.A., Concetta Calandra, M.A.

**DEPARTMENT CHAIR:** Esther Alonso, M.A.

#### GENERAL DESCRIPTION

Language and communication are at the heart of the human experience. Knowing another language gives one the powerful key to successfully communicate with speakers of other languages. Learning another culture prepares us to live in a multicultural world which helps us gain an especially rich preparation for the future. Each language program at Southwestern College is designed to facilitate interaction and communication with speakers of other languages, whether they are across town or across the world.

#### CAREER OPTIONS

Below is a sample of the career options available to students with fluency in a foreign language. Fluency and intercultural communication skills in a second language enhances opportunities in: government, business, medicine and healthcare, teaching, technology, the military, social service, law enforcement, communications, fashion, and marketing.

