



# Central Mother Lode

Meta Major **BUSINESS**

>>> For more information on this resource, contact [postsecondarypathways@WestEd.org](mailto:postsecondarypathways@WestEd.org)

## High Impact Skills

### ● COMMON SKILLS

Sales  
Customer Service  
Management  
Operations  
Communications  
Leadership  
Microsoft Excel  
Problem Solving

### ● HARD SKILLS

Accounting  
Merchandising  
Auditing  
Financial Statements  
Selling Techniques  
Budgeting  
Forecasting  
Customer Experience



## Education Pathways



- AVG. UNITS REQUIRED +

### Certificate (6–18 Units)

- Accounting
- Administrative Office Professional
- Business
- Entrepreneurship
- Office Technology/Office Computer Applications
- Marketing
- Retail Management
- Small Business

### Associate Degree/Associate Degree for Transfer\*(60 Units)

- Accounting
- Agribusiness\*
- Agriculture Business
- Business: Bookkeeping
- Business Administration\*
- Management
- Marketing
- Retail Management

### Bachelor Degree (120+Units)

- Accounting & Finance
- Agriculture Business
- Business Administration
- Human Resource Management
- Marketing
- Small Business Management



## Top Occupations



- AVG. STARTING ANNUAL SALARY +

### Middle Skills Jobs

- Executive Secretary \$34,000
- Sales Representative \$27,000
- Customer Service Representative \$23,000

### Associate Degree Jobs

- Bookkeeping, Accounting & Auditing Clerk \$24,000

### Bachelor Degree & Beyond Jobs

- Industrial Production Manager \$53,000
- Accountant & Auditor \$52,000
- General Manager \$44,000
- Sales Manager \$43,000
- Statistical Assistant \$35,000
- Credit Counselor \$35,000