

Associate of Applied Science in Cannabis Business Administration

Length: **20 Months**

Credential: Associate of Applied Science Degree

The Cannabis Business Administration program is an academic associate of applied science degree that is designed to prepare students to assist in the operations of cannabis business. The program gives students an overview of business topics to include accounting, marketing, business law and ethics as well as cannabis operations. To be employed in a cannabis business, employees must be 21 years of age, meet the requirements to obtain a state identification card, and pass a federal fingerprint test. In addition to attendance in all courses, students will be required to complete out-of-class assignments. Through classroom lectures and case studies the students will demonstrate critical problem solving, decision making and professional skills. In addition to participation in all courses, students will be required to complete out-of-class or additional assignments. These assignments include but are not limited to reading, exercises and problem solving, projects, research, papers, and presentations. A student can anticipate out-of-class activities that equal to about two (2) hours for every one (1) hour of lecture. Upon successful completion of the program (see graduation requirements section of the catalog), students could seek or obtain entry-level employment in a professional business or cannabis business-related field(s).

Program Outcomes:

Upon successful completion of this program, students should be able to:

- Develop and demonstrate communication effectively in written, oral and digital settings;
- Effectively explore and apply current business practices and strategies that will enhance in the professional cannabis business settings;
- Demonstrate and understand foundational business operations practices and approaches in the cannabis industry.

Degree awarded

Course Code	Course Title	Contact Hours	Semester Credit Hours
Concentration Requirements			
AC111	Principles of Accounting I	45	3.0
BA100	Introduction to Business	45	3.0
BA101	Business Law	45	3.0
BA104	Principles of Marketing	45	3.0
BA208	Business Management	45	3.0
BA210	Ethics in Business	45	3.0
BA225	Strategic Negotiation for Business	45	3.0
CA201	Introduction to Cannabis	45	3.0
CA240	Cultivation Operations	45	3.0
CA260	Dispensary Operations	45	3.0
CA280	Cannabis Tax and Legal Regulations	45	3.0
ML210	Professional Interpening	45	3.0
		540	36.0
General Education Requirements			
EH102	Speech	45	3.0
EH111	College Composition	45	3.0
ENV101	Environmental Geology	45	3.0
HY103	U.S. History 1865 to the Present	45	3.0
MS110	College Algebra	45	3.0
PY101	Introduction to Psychology	45	3.0
SC101	Introduction to Sociology	45	3.0
	Subtotal	315	21.0
Other Requirements			

CS115	Introduction to Computer Concepts and Applications	45	3.0
	Subtotal	45	3.0
	Grand Total	900	60.0

AC111 Principles of Accounting I

3 Semester Credit Hours

Prerequisite: None

Principles of Accounting introduces the student to the principles and practices of accounting and its interrelationship with other aspects of the business world. Emphasis is placed on the functional approach as well as the analytical approach to business transactions utilized in the development of financial statement presentation. The business cycles of service, merchandising and manufacturing companies, as well as the different forms of business organization (sole proprietorship, partnership and corporation) will be studied.

BA100 Introduction to Business

3 Semester Credit Hours

Prerequisites: None

The Introduction to Business course familiarizes students with what a business is, how it operates, and how it is managed. This basic course includes discussions of the economic setting of business, the structure of business, business finances, management, ethical and social responsibilities, marketing, and physical distribution of goods and services. The information from this course acts as a foundation for more specialized courses in business. Students will utilize their critical thinking and problem solving skills with realistic business problems they will likely encounter in their professional lives.

BA101 Business Law

3 Semester Credit Hours

Prerequisites: None

The objective of this course is to provide the student with an overview of law as it applies to business. The course will explain the basics of the legal system and legal process. The student will gain an in-depth understanding of the fundamentals of contract law and learn how to apply these concepts to particular situations. The student will then learn how the fundamentals of contract law can assist in understanding other aspects of business law.

BA104 Principles of Marketing

3 Semester Credit Hours

Prerequisites: None

This course is designed to give the student a basic understanding of the role of marketing in an organization. Topics include assessing the marketplace, capturing value, developing marketing strategies, segmentation, targeting, positioning, product strategy, and branding. Students will create a marketing plan, as well as become familiar with marketing and advertising techniques of national companies.

BA208 Business Management

3 Semester Credit Hours

Prerequisite: None

This course is designed to provide students with the skills necessary to become effective supervisors and managers utilizing the five functions of management, which are planning, organizing, staffing, leading, and controlling. Topics include decision making and problem solving, communication and motivation, appraising and disciplining employees

BA210 Ethics in Business

3 Semester Credit Hours

Prerequisite: None

This course further develops the application of ethical behavior in a business environment. Through the use of case studies and analysis, the course explores and prepares the student for the professional work place and illustrates and relates how a corporation's code of ethics transfers to day-to-day, operational decision making. A global emphasis also allows students to see the impact of ethical decisions from a global perspective. Topics include the ethics of human conduct, decision making, morality, behavior, equality, human rights, legal aspects, and the environment.

BA225 Strategic Negotiation for Business

3 Semester Credit Hours

Prerequisites: None

Many people are turned off by sales and negotiations, but they can both be fun. Upon successful completion of this course students will be significantly more comfortable with sales and negotiations. Student will examine the sales

process and techniques used to maximize returns for both sides of the table. This course focuses on tracking sales accounts, projecting outcomes, and negotiating agreements.

CA201 Introduction to Cannabis

3 Semester Credit Hours

Prerequisite: BA100

This course will discuss the basic life cycle of the plant/plant properties, and the natural origins and evolution of cannabis. Course will also include topics related to how cannabis influenced commercial, medical, ritual and religious practices in culture.

CA240 Cultivation Operations

3 Semester Credit Hours

Prerequisite: CA201

This course covers content related to cannabis cultivation center operations including cannabis cultivation, processing, transportation, and disposal, facility requirements related to cannabis cultivation, cannabis plant monitoring systems for tracking seed to sale, state regulations and inspections, and biosecurity measures.

CA260 Dispensary Operations

3 Semester Credit Hours

Prerequisite: CA201

This course covers logistic concepts including transportation, inventory, packaging, warehousing, materials handling, order processing, safety protocol and facility location

CA280 Cannabis Tax and Legal Regulations

3 Semester Credit Hours

Prerequisite: BA101

The course will discuss current policy related to the cannabis federal and state tax laws and legal regulations of the cannabis industry.

CS115 Introduction to Computer Concepts and Applications

3 Semester Credit Hours

Prerequisite: None

This course introduces computer concepts, including fundamental functions and operations of the computer. Topics include identification of hardware components, basic computer operations, security issues, and the use of software applications for working with word documents, spreadsheets, databases and presentations.

EH102 Speech

3 Semester Credit Hours

Prerequisite: None

This basic speech course is designed to present the principles and basic skills for effective speaking and to provide an appreciation of the values and uses of spoken communication. Students will learn to present informative and demonstration speeches, and speeches for special occasions.

EH111 College Composition

3 Semester Credit Hours

Prerequisite: None

This course introduces the essentials of prose writing, generation of ideas, organization and the writing process. Grammatical accuracy, sentence structure and use of supporting details are stressed. Students practice these concepts first by reading and analyzing prose models and then by writing paragraphs and translating to longer essay themes of various lengths using the following strategies: narration, description, definition, process, divide and classify, cause and effect, compare and contrast, and argument. A research paper demonstrating proper referencing and documentation is also included.

ENV101 Environmental Geology

3 Semester Credit Hours

Prerequisites: None

A study of the impact of geological processes on society and the environmental consequences of the use of Earth resources by humans. Includes analyses of geologic hazards (including earthquakes, volcanic eruptions, groundwater contamination, flooding) and the attempts made to evaluate and mitigate their risks to human populations. Special attention will be focused on environmental impacts of land-use and economic resource development.

HY103 U.S. History 1865 to the Present

3 Semester Credit Hours

Prerequisite: None

This course explores the major social and cultural trends, demographic and economic shifts, and international

alliances, frictions, and conflicts that have characterized the American experience since the Civil War. By tracking critical themes like race, politics, technology, environment, and religion, students will learn to think historically, read critically, and model effective approaches to research, writing, and civic engagement for a digital age.

MS110 College Algebra

3 Semester Credit Hours

Prerequisite:

None

This course includes a study of the fundamental algebraic processes. Topics will include real and rational numbers, radicals, monomials and polynomials, solution of first- and second-degree equations, inequalities, systems of linear equations in two and three unknowns, graphing of functions in Cartesian Coordinates, logarithms, determinants, and word problems.

ML210 Professional Interpening

3 Semester Credit Hours

Prerequisite:

CA201

This course is designed to provide students principles in evaluating cannabis flower for total quality control, psychotropic effects, and variety type designation. The course will focus on cannabis origins and history, speciation controversy, strain name dilemma, cannabis anatomy, chemistry of cannabinoids and terpenes, unacceptable physical and aroma characteristics, aroma perception technique, and predictors of psychotropic effects.

PY101 Introduction to Psychology

3 Semester Credit Hours

Prerequisites:

None

The student, introduced to the nature and objectives of psychology, develops an appreciation of psychological research and findings. This course focuses on individual development--heredity and environment, conditioning processes, conflict and anxiety and defense mechanisms. Consideration is also given to interaction through social processes (group dynamics) in terms of dealing with reality and eventual self-actualization.

SC101 Introduction to Sociology

3 Semester Credit Hours

Prerequisite:

None

This course introduces the student to the study of society and the interaction of individuals within a society. Major areas of study include the concepts and theory of sociology, culture, social structure and social change.