

# Diploma in Cannabis Business Operations

Length: **10 Months**  
Credential: **Diploma**

Campus: **Bangor, Maine**  
Delivery Method: **Online**

The Cannabis Business Operations program is a Diploma program that is designed to prepare students to enter the expanding cannabis business landscape. The program includes an overview of foundational business topics including management and law. The program also offers cannabis-specific instruction, including a survey of cultivation, testing, and extraction methodologies, as well as an up-to-date overview of legal, regulatory, and operational considerations for dispensary and cultivation businesses. A student can anticipate out-of-class activities that equal about two (2) hours for every one (1) hour of lecture. Upon successful completion of this program (see Graduation Requirements section of the catalog), students could seek or obtain entry-level employment at a cannabis-related business.

## Program Outcomes:

At the completion of this program, students should be able to:

- Demonstrate competency in foundational business practices, including management and law.
- Demonstrate a basic understanding of cannabis-specific regulations and business practices.
- Demonstrate a basic understanding of cannabis cultivation, testing, and processing methodologies.

<b>Course Code</b>	<b>Course Title</b>	<b>Contact Hours</b>	<b>Semester Credit Hours</b>
BA100	Introduction to Business	45	3.0
BA101	Business Law	45	3.0
BA208	Business Management	45	3.0
CA201	Introduction to Cannabis I	60	4.0
CA202	Introduction to Cannabis II	60	4.0
CA220	Cannabis Product Development	45	3.0
CA240	Cultivation Operations	45	3.0
CA260	Dispensary Operations	45	3.0
CA280	Cannabis Tax and Legal Regulations	60	4.0
<b>Grand Total</b>		<b>450</b>	<b>30.0</b>

# Course Descriptions

## **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.

## **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.

## **CA201 Introduction to Cannabis I**

**4 Semester Credit Hours**

Prerequisites: None

This course will introduce students to the many types and uses of cannabis, including as fiber, oilseed, essential oil, recreational substance, and therapeutic treatment. Students will learn about cannabinoid chemistry and the endocannabinoid system in humans.

## **CA202 Introduction to Cannabis II**

**4 Semester Credit Hours**

Prerequisites: CA201

This course will introduce students to the prehuman and early history of cannabis, the contemporary history of cannabis, as well as cannabis ecology, reproduction, morphology, cultivation, and sustainability.

## **CA220 Cannabis Product Development**

**3 Semester Credit Hours**

Prerequisites: CA201 (or co-requisite)

This course will teach students how to bring a cannabis product to market. Special attention will be paid to product development best practices, including market considerations, using data to inform the business plan, product development timelines, launching the product, and continuous improvement.

## **CA240 Cultivation Operations**

**3 Semester Credit Hours**

Prerequisite: BA100,

Co-requisite: CA202

This course covers best practices associated with cannabis cultivation operations. Topics covered will include regulatory and legal considerations, as well as cannabis cultivation, processing, transportation, and disposal. This course also covers facility requirements related to cannabis cultivation, cannabis plant monitoring systems for tracking seed to sale, preparing for inspections, and biosecurity measures.

## **CA260 Dispensary Operations**

**3 Semester Credit Hours**

Prerequisite: BA100, CA201

This course covers best practices associated with both adult-use (retail) and medical dispensary operations. Topics covered will include regulatory and legal considerations, transportation, inventory, packaging, warehousing, materials handling, order processing, safety protocols, and facility location.

## **CA280 Cannabis Tax and Legal Regulations**

**3 Semester Credit Hours**

Prerequisite: BA101

The course will discuss current federal and state legal regulations pertaining to the cannabis industry.