

PROGRAM APPROVAL APPLICATION
NEW or SUBSTANTIAL CHANGE or LOCALLY APPROVED
(This application may not exceed 3 pages)

Fill In Form

Certificate of Achievement in Global Trade
 Proposed Program Title

8/28/2017
 Projected Program Start Date

Los Angeles Harbor College
 College

LACCD
 District

Contact Information

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 Voting Member

Dean, Economic & Workforce Development
 Title

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 Phone Number

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 Email

Goal(s) of Program (Check all that apply):

Career Technical Education (CTE) Transfer Other

Type of Program (Check all that apply):

Certificate of Achievement 12-17 (or 17-27 quarter) units Certificate of Achievement 18+ semester (or 27+ quarter) units
 Associate of Science Degree Associate of Arts Degree

Reason for Approval Request (Check One):

New Program Substantial Change Locally Approved

Program Information

508.00 Recommended [Taxonomy of Program \(TOP\) Code](#)

_____ Units for Major-Degree

_____ Total Units for Degree

18 Required Units-Certificate

Written Form

1. Insert the description of the program as it will appear in the catalog. (See PCAH pp. 142 and 170)

This certificate of achievement is designed for students who want a fast-track course of introductory-level Global Trade study that will provide a comprehensive understanding of international business, international marketing, international management, global trade and logistics.

2. Provide a brief rationale for the program.

The goal of the Global Trade Certificate of Achievement is to prepare students for entry-level career in the global trade business. The program helps students learn the practical and up-to-date skills that global businesses

need to be competitive in a global market place. In addition to being ready for immediate entry into the workforce, the program will prepare students to be a competitive candidate for further education admission.

3. Summarize the Labor Market Information (LMI) and employment outlook (including citation for the source of the data) for students exiting the program. (See PCAH pp. 85-88, 136, 147, 148, 165, 168, and 176)

This certificate prepares the student for a wide variety of positions in the global business industry sectors in California and the Nation. Careers include:

- Logistics Specialists / Coordinators
- Regulator / Compliance Specialists
- Global Sourcing or Procurement Specialists / Coordinator
- Customer Service Representatives
- International Sales Reps / Associates
- International Marketing Coordinators

According to the *Employer Survey Results* done in November, 2014, the Center of Excellence for Labor Market Research, Los Angeles/ Orange County region, partnered with the Center for International Trade Development for Orange County, to conduct primary research on the workforce development needs of the Global Trade and Logistics sector in Los Angeles and Orange Counties. The business database developed included 14,358 companies believed to be directly involved in international trade in Los Angeles and Orange Counties, and most relevant to the occupations under study. The key findings obtained from this study were:

- New employment opportunities can be filled by community college graduates for the six occupations studied.
- The most growth over the next five years is expected to be for Customer Service Representatives, International Sales Representatives/Associates, and Global Sourcing or Procurement Specialists/Coordinators.
- More than half of employers surveyed for this study stated that there is a lack of qualified employees entering the Global Trade & Logistics sector. This represents an opportunity for the community colleges to train more students for the high-demand occupations within Global Trade & Logistics.
- Wages are appealing for entry-level workers, and show significant increases as workers gain more education and experience.
- Community colleges are encouraged to partner with regional GTL employers to further validate their workforce needs since this study indicates that they could potentially meet the needs for occupations by offering new courses and/or adapting current programs.

4. List similar programs at other colleges in the Los Angeles and Orange County Region which may be adversely impacted. (There is space for 10 listings, if you need more, please contact laocrc@rscdd.edu)

College	Program	Who You Contacted	Outcome of Contact
East Los Angeles College	Certificate of Achievement in International Trade	Rebecca Hsiao	No response
Santa Ana College	International Business Certificate Program	Madeline Grant	Supports the program

Southwestern College	International Logistics and Transportation	Elizabeth Shapiro	No response
Long Beach City College	International Business Certificate Program	Karen Faulkner	No response

5. List all courses required for program completion, including core requirements, restricted electives and prerequisites. (There is space for 20 listings, if you need more, please contact laocrc@rscsd.edu). (See PCAH pp. 143 and 171)

Courses	Course Number	Course Title	Units
Introduction to Business	BUS 001	Introduction to Business	3
Business Communications	BUS 032	Business Communications	3
International Trade	INT BUS 001	International Trade	3
International Marketing 1	INT BUS 006	International Marketing 1	3
International Management	INT BUS 022	International Management	3
Introduction to Global Trade and Logistics	INT BUS 601	Introduction to Global Trade and Logistics	3

6. Include any other information you would like to share.

As the Global Trade and Logistics sector continues to grow, the demand for a qualified workforce increases in the Los Angeles and Orange County region. Considering job growth in the industry, Los Angeles Harbor College could potentially offer new courses and a certificate program to meet the current and projected needs of employers.