

# BUSINESS STUDIES – Labor Market Information

**TOP Codes:** 050100 Business & Commerce; 050200 Accounting; 050500 Business Administration; 050630 Management Development & Supervision; 050900 Marketing & Distribution; 050640 Small Business & Entrepreneurship.

**SOC Codes:** 111011 Chief Executives; 111021 General and Operations Managers; 112022 Sales Managers; 113011 Administrative Services Managers; 113051 Industrial Production Managers; 113071 Transportation, Storage, and Distribution Managers; 119021 Construction Managers; 119151 Social and Community Service Managers; 119199 Managers, All Other; 131022 Wholesale and Retail Buyers, Except Farm Products; 131023 Purchasing Agents, Except Wholesale, Retail, and Farm Products; 131051 Cost Estimators; 131111 Management Analysts; 132082 Tax Preparers; 414012 Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products; 431011 First-Line Supervisors of Office and Administrative Support Workers; 433031 Bookkeeping, Accounting, and Auditing Clerks; 433051 Payroll and Timekeeping Clerks.

**Summary Based on Demand and Supply:** The following tables illustrate the total supply and demand for occupations within the Business Studies Program (TOP Codes) at Las Positas College. The Centers of Excellence Community College Consortia (COECCC) data projects **14,285 annual job openings** between 2015-2018. The COECCC data reports a total of **3,956 Business Studies Program completers per year** from 2012 to 2016, **yielding a demand of 10,329 openings per year of the combined occupations** (SOC Codes).

(Source: Data compiled by and used with the permission of the Centers of Excellence Community College Consortia. More information available at [www.COECCC.net](http://www.COECCC.net).)

## DEMAND

SOC Code	Occupational Title	Typical Entry Level Education	2015 Jobs	2018 Jobs	2015-18 Change	% Change 2015-18	Openings (New + Replacements)	Annual Openings	10% Hourly Earnings	Median Hourly Earnings
11-1011	Chief Executives	Bachelor's degree	10,840	11,158	318	2.9%	923	308	\$43.71	\$93.74
11-1021	General and Operations Managers	Bachelor's degree	72,182	77,163	4,981	6.9%	10,749	3,583	\$26.42	\$63.21
11-2022	Sales Managers	Bachelor's degree	20,152	21,020	868	4.3%	2,349	783	\$27.56	\$67.02

11-3011	Administrative Services Managers	Bachelor's degree	11,625	12,305	680	5.9%	1,365	455	\$27.44	\$51.60
11-3051	Industrial Production Managers	Bachelor's degree	5,684	5,713	30	0.5%	587	196	\$31.60	\$55.98
11-3071	Transportation, Storage, and Distribution Managers	HS diploma or equivalent	3,374	3,479	105	3.1%	341	114	\$29.42	\$51.09
11-9021	Construction Managers	Bachelor's degree	11,590	11,931	341	2.9%	1,150	383	\$25.44	\$47.08
11-9151	Social and Community Service Managers	Bachelor's degree	5,440	5,913	473	8.7%	1,045	348	\$19.48	\$34.96
11-9199	Managers, All Other	Bachelor's degree	26,579	27,832	1,253	4.7%	3,129	1,043	\$27.64	\$45.46
13-1022	Wholesale and Retail Buyers, Except Farm Products	Bachelor's degree	4,792	4,978	186	3.9%	672	224	\$16.27	\$28.35
13-1022	Wholesale and Retail Buyers, Except Farm Products	HS diploma or equivalent	142	142	0	0.1%	16	5	\$15.03	\$20.07
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	Bachelor's degree	10,095	10,483	388	3.8%	1,247	416	\$23.57	\$37.75

13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	HS diploma or equivalent	159	161	1	0.9%	15	5	\$16.80	\$28.58
13-1051	Cost Estimators	Bachelor's degree	7,053	7,566	514	7.3%	1,163	388	\$20.94	\$38.30
13-1111	Management Analysts	Bachelor's degree	38,647	42,621	3,974	10.3%	5,704	1,901	\$26.66	\$49.73
13-2082	Tax Preparers	HS diploma or equivalent	4,344	4,713	369	8.5%	760	253	\$15.91	\$30.00
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	HS diploma or equivalent	29,524	31,033	1,509	5.1%	3,661	1,220	\$15.13	\$30.16
43-1011	First-Line Supervisors of Office and Administrative Support Workers	HS diploma or equivalent	39,977	42,451	2,474	6.2%	4,395	1,465	\$19.00	\$31.69
43-3031	Bookkeeping, Accounting, and Auditing Clerks	Some college, no degree	46,181	47,352	1,171	2.5%	2,785	928	\$14.68	\$23.39
43-3031	Bookkeeping, Accounting, and Auditing Clerks	HS diploma or equivalent	1,688	1,672	(17)	(1.0%)	56	19	\$11.30	\$19.88

43-3051	Payroll and Timekeeping Clerks	HS diploma or equivalent	6,318	6,524	206	3.3%	744	248	\$15.70	\$26.09
<b>Grand Total</b>			<b>356,384</b>	<b>376,211</b>	<b>19,827</b>	<b>5.6%</b>	<b>42,855</b>	<b>14,285</b>	<b>\$23.12</b>	<b>\$45.59</b>

## SUPPLY

<div style="background-color: #92d050; padding: 5px; text-align: center;">For more detail, click on the "+"</div> <div style="background-color: #d9e1f2; padding: 5px; text-align: center;">TOP6 - Program Title</div>	2012-13	2013-14	2014-15	2015-16	Latest 3 Yr Avg	Note: Preliminary data for Other Ed. Institutes - #s may change	Note: Preliminary data for Community Colleges - #s may change
<b>050100 - Business and Commerce, General</b>							
Heald College-Concord	23	24	-		16		
Heald College-Hayward	27	23	-		17		
Heald College-Salinas	30	14	-		15		
Heald College-San Francisco	10	19	-		10		
Heald College-San Jose	40	38	-		26		
ITT Technical Institute-Oakland	-	2	7		3		
Berkeley City		7	13	6	9		
Cabrillo		72	45	48	55		
Chabot Hayward		28	29	10	22		
Contra Costa		-	-	-	-		
Diablo Valley		53	51	74	59		

<b>Gavilan</b>		<b>49</b>	<b>35</b>	<b>26</b>	<b>37</b>
<b>Las Positas</b>					
Associate Degree		14	14	13	14
<b>Las Positas Total</b>		<b>14</b>	<b>14</b>	<b>13</b>	<b>14</b>
<b>Los Medanos</b>		<b>38</b>	<b>9</b>	<b>9</b>	<b>19</b>
<b>Marin</b>		<b>1</b>	<b>-</b>	<b>1</b>	<b>1</b>
<b>Merritt</b>		<b>5</b>	<b>1</b>	<b>5</b>	<b>4</b>
<b>Mission</b>		<b>36</b>	<b>9</b>	<b>10</b>	<b>18</b>
<b>Monterey</b>		<b>5</b>	<b>11</b>	<b>4</b>	<b>7</b>
<b>Napa</b>		<b>6</b>	<b>5</b>	<b>6</b>	<b>6</b>
<b>Ohlone</b>		<b>72</b>	<b>103</b>	<b>78</b>	<b>84</b>
<b>San Francisco</b>		<b>62</b>	<b>57</b>	<b>33</b>	<b>51</b>
<b>San Jose City</b>		<b>10</b>	<b>1</b>	<b>1</b>	<b>4</b>
<b>San Mateo</b>		<b>31</b>	<b>32</b>	<b>29</b>	<b>31</b>
<b>West Valley</b>		<b>3</b>	<b>3</b>	<b>4</b>	<b>3</b>
<b>050100 - Business and Commerce, General Total</b>	<b>130</b>	<b>612</b>	<b>425</b>	<b>357</b>	<b>508</b>
<b>050200 - Accounting</b>					
<b>Central Coast College</b>	<b>11</b>	<b>8</b>	<b>15</b>		<b>11</b>
<b>Golden Gate University-San Francisco</b>	<b>7</b>	<b>3</b>	<b>2</b>		<b>4</b>
<b>Heald College-Concord</b>	<b>31</b>	<b>20</b>	<b>-</b>		<b>17</b>
<b>Heald College-Hayward</b>	<b>27</b>	<b>39</b>	<b>-</b>		<b>22</b>
<b>Heald College-Salinas</b>	<b>23</b>	<b>46</b>	<b>-</b>		<b>23</b>
<b>Heald College-San Francisco</b>	<b>21</b>	<b>21</b>	<b>-</b>		<b>14</b>
<b>Heald College-San Jose</b>	<b>34</b>	<b>43</b>	<b>-</b>		<b>26</b>
<b>Alameda</b>		<b>11</b>	<b>13</b>	<b>15</b>	<b>13</b>
<b>Berkeley City</b>		<b>20</b>	<b>18</b>	<b>18</b>	<b>19</b>
<b>Cabrillo</b>		<b>73</b>	<b>69</b>	<b>45</b>	<b>62</b>

Canada		36	30	26	31
Chabot Hayward		85	81	42	69
Contra Costa		4	6	2	4
De Anza		65	68	71	68
Diablo Valley		56	45	36	46
Evergreen Valley		30	30	27	29
Foothill		34	41	26	34
Gavilan		15	13	8	12
Hartnell		2	-	1	1
Laney		40	15	19	25
Las Positas					
Certificate 18 to < 30 semester units		12	9	6	9
Las Positas Total		12	9	6	9
Los Medanos		42	24	19	28
Marin		8	9	9	9
Merritt		5	12	9	9
Mission		27	34	18	26
Monterey		7	10	3	7
Napa		23	17	14	18
Ohlone		12	5	10	9
San Francisco		92	45	63	67
San Jose City		25	24	20	23
San Mateo		132	175	108	138
Santa Rosa		35	41	31	36
Skyline		52	42	24	39
Solano		24	16	10	17

<b>West Valley</b>		<b>8</b>	<b>3</b>	<b>6</b>	<b>6</b>
<b>Carrington College-San Leandro</b>	-	<b>1</b>	-		<b>0</b>
<b>Empire College</b>	<b>8</b>	<b>7</b>	<b>16</b>		<b>10</b>
<b>Mt. Diablo Adult Education-Mt. Diablo USD</b>	<b>3</b>	<b>1</b>	-		<b>1</b>
<b>050200 - Accounting Total</b>	<b>165</b>	<b>1,164</b>	<b>928</b>	<b>686</b>	<b>981</b>
<b>050500 - Business Administration</b>					
<b>Golden Gate University-San Francisco</b>	<b>6</b>	<b>2</b>	<b>1</b>		<b>3</b>
<b>Alameda</b>		<b>51</b>	<b>46</b>	<b>41</b>	<b>46</b>
<b>Berkeley City</b>		<b>15</b>	<b>19</b>	<b>20</b>	<b>18</b>
<b>Cabrillo</b>		-	<b>45</b>	<b>56</b>	<b>34</b>
<b>Canada</b>		<b>25</b>	<b>32</b>	<b>36</b>	<b>31</b>
<b>Chabot Hayward</b>		<b>76</b>	<b>90</b>	<b>83</b>	<b>83</b>
<b>De Anza</b>		<b>155</b>	<b>233</b>	<b>292</b>	<b>227</b>
<b>Diablo Valley</b>		<b>176</b>	<b>183</b>	<b>233</b>	<b>197</b>
<b>Evergreen Valley</b>		<b>112</b>	<b>106</b>	<b>131</b>	<b>116</b>
<b>Foothill</b>		<b>38</b>	<b>47</b>	<b>83</b>	<b>56</b>
<b>Gavilan</b>		<b>3</b>	<b>2</b>	<b>40</b>	<b>15</b>
<b>Hartnell</b>		<b>65</b>	<b>50</b>	<b>60</b>	<b>58</b>
<b>Laney</b>		<b>143</b>	<b>146</b>	<b>100</b>	<b>130</b>
<b>Las Positas</b>					
Associate Degree		<b>19</b>	<b>24</b>	<b>74</b>	<b>39</b>
<b>Las Positas Total</b>		<b>19</b>	<b>24</b>	<b>74</b>	<b>39</b>
<b>Los Medanos</b>		<b>20</b>	<b>45</b>	<b>49</b>	<b>38</b>
<b>Marin</b>		<b>19</b>	<b>28</b>	<b>32</b>	<b>26</b>
<b>Merritt</b>		<b>6</b>	<b>7</b>	<b>10</b>	<b>8</b>
<b>Mission</b>		<b>19</b>	<b>65</b>	<b>61</b>	<b>48</b>
<b>Monterey</b>		<b>56</b>	<b>77</b>	<b>52</b>	<b>62</b>

Napa		9	15	40	21
Ohlone		33	85	107	75
San Francisco		-	13	30	14
San Jose City		36	61	94	64
San Mateo		34	59	88	60
Santa Rosa		138	119	153	137
Skyline		72	75	85	77
Solano		74	99	74	82
West Valley		93	92	134	106
Carrington College-San Jose	-	1	-		0
<b>050500 - Business Administration Total</b>	<b>6</b>	<b>1,490</b>	<b>1,864</b>	<b>2,258</b>	<b>1,873</b>
<b>050600 - Business Management</b>		<b>206</b>	<b>200</b>	<b>183</b>	<b>196</b>
<b>050630 - Management Development and Supervision</b>					
Chabot Hayward		21	41	28	30
Laney		15	26	31	24
<b>Las Positas</b>					
Certificate 18 to < 30 semester units		1	1	1	1
<b>Las Positas Total</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
Los Medanos		20	13	19	17
Mission		-	1	-	0
Ohlone		3	16	2	7
San Francisco		20	21	12	18
Santa Rosa		1	7	1	3
West Valley		-	-	-	-
<b>050630 - Management Development and Supervision Total</b>		<b>81</b>	<b>126</b>	<b>94</b>	<b>100</b>
<b>050650 - Retail Store Operations and Management</b>	<b>1</b>	<b>23</b>	<b>50</b>	<b>39</b>	<b>38</b>
<b>050900 - Marketing and Distribution</b>					



Heald College-Hayward	9	6	-		5
Chabot Hayward		11	12	2	8
De Anza		16	14	16	15
Diablo Valley		-	2	6	3
Laney		2	-	3	2
<b>Las Positas</b>					
Associate Degree		-	2	1	1
<b>Las Positas Total</b>		-	2	1	1
Mission		1	-	-	0
San Francisco		15	12	18	15
San Jose City		10	5	3	6
San Mateo		3	8	6	6
Solano		1	2	2	2
West Valley		5	2	1	3
<b>050900 - Marketing and Distribution Total</b>	<b>9</b>	<b>70</b>	<b>59</b>	<b>58</b>	<b>65</b>
<b>050910 - Advertising</b>	<b>48</b>	<b>57</b>	<b>78</b>		<b>61</b>
<b>050940 - Sales and Salesmanship</b>		<b>10</b>	<b>11</b>	<b>8</b>	<b>10</b>
<b>050210 - Tax Studies</b>		<b>17</b>	<b>15</b>	<b>16</b>	<b>16</b>
<b>050640 - Small Business and Entrepreneurship</b>					
Heald College-Concord	8	7	-		5
Heald College-Hayward	8	7	-		5
Heald College-Salinas	17	14	-		10
Heald College-San Francisco	6	12	-		6
Heald College-San Jose	6	14	-		7
Alameda		-	2	1	1
Canada		1	2	2	2
Chabot Hayward		7	13	8	9

<b>De Anza</b>		<b>1</b>	<b>3</b>	<b>4</b>	<b>3</b>
<b>Diablo Valley</b>		<b>5</b>	<b>3</b>	<b>8</b>	<b>5</b>
<b>Las Positas</b>					
Associate Degree		-	5	3	3
Certificate 18 to < 30 semester units		5	2	1	3
<b>Las Positas Total</b>		<b>5</b>	<b>7</b>	<b>4</b>	<b>5</b>
<b>Los Medanos</b>		<b>9</b>	<b>5</b>	<b>7</b>	<b>7</b>
<b>Merritt</b>		<b>1</b>	<b>2</b>	<b>5</b>	<b>3</b>
<b>Monterey</b>		-	2	1	1
<b>San Francisco</b>		<b>5</b>	<b>4</b>	<b>12</b>	<b>7</b>
<b>San Jose City</b>		<b>12</b>	<b>4</b>	<b>3</b>	<b>6</b>
<b>Santa Rosa</b>		<b>8</b>	<b>5</b>	<b>19</b>	<b>11</b>
<b>Skyline</b>		<b>1</b>	<b>1</b>	<b>3</b>	<b>2</b>
<b>Solano</b>		<b>1</b>	-	2	1
<b>West Valley</b>		<b>5</b>	-	2	2
<b>John F. Kennedy University</b>	<b>14</b>	<b>14</b>	-		<b>9</b>
<b>050640 - Small Business and Entrepreneurship Total</b>	<b>59</b>	<b>129</b>	<b>53</b>	<b>81</b>	<b>107</b>
<b>050970 - E-Commerce (Business emphasis)</b>		<b>1</b>	-	1	1
<b>Grand Total</b>	<b>418</b>	<b>3,860</b>	<b>3,809</b>	<b>3,781</b>	<b>3,956</b>