### Program Focus

<table>
<thead>
<tr>
<th>Quarters 1-2</th>
<th>Quarters 3-4</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRM110: Introduction to Retail</td>
<td>FRM220: Elements of Retail Operations and Technology</td>
</tr>
<tr>
<td>FRM121: Fashion History II</td>
<td>FRM225: Consumer Behavior</td>
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<tr>
<td>FRM130: Textiles</td>
<td>FRM230: Merchandise Management</td>
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<td>FRM210: Sales and Event Promotion</td>
<td>FRM235: Brand Marketing</td>
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<tr>
<td>FRM211: Apparel Evaluation and Construction</td>
<td>FRM310: Introduction to Manufacturing</td>
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<tr>
<td>FRM223: Visual Merchandising</td>
<td>FRM320: Trends and Concepts in Apparel</td>
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<tr>
<td>RS100: Fundamentals of Business</td>
<td>RS326: Sales Management</td>
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### General Education

<table>
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<tr>
<th>Start Date</th>
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<table>
<thead>
<tr>
<th>Length of Quarter</th>
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<table>
<thead>
<tr>
<th>Breaks Between Quarters</th>
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<table>
<thead>
<tr>
<th>Approx. Hours in Class Per Week</th>
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<table>
<thead>
<tr>
<th>Approx. Hours Outside of Class—Homework</th>
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Please visit our Student Consumer Information page to find the average time to completion for continuously enrolled students for each credential level offered. This data is available at the average credit load, full-time or at full load. Changing programs, beginning programs at the mid-term start date, taking remedial courses, taking time off from coursework, registering for fewer hours or unsuccessful attempts at course completion will increase the total length of the program and overall cost of education from what is disclosed. Transfer credits awarded toward your program will likely decrease the overall length and cost of education.

Course descriptions for elective and general education courses can be referenced in the catalog.

### Student Consumer Information:

https://www.artinstitutes.edu/austin/student-consumer-information

This is a sample schedule only. Schedule subject to change without notice at the discretion of the school.

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073019
Course descriptions describe the learning opportunities that are provided through the classroom and coursework. It is each student’s responsibility to participate in the activities that will lead to successfully meeting the learning outcomes.

FRM110 INTRODUCTION TO RETAIL
Students will be introduced to all major retailing topics involving both large and small retailers, brick and mortar retailers and their combinations, and direct marketers. Topics to be discussed will include consumer behavior, information systems, store locations, operations, human resource management, customer communications, computerization, and integrating and controlling the retail strategy in the twenty-first century. Careers in retailing will also be discussed.
Prerequisite: None
Credits: 3

FRM121 FASHION HISTORY II
Students study evolution of garments and accessories from the French Revolution to the present.
Prerequisite: None
Credits: 3

FRM130 TEXTILES
Explores the nature of man-made and natural fibers, their product uses, and characteristics. Content includes discussion of yarns, fabrics, finishes, design methods, aesthetic application, and ordering specifications.
Prerequisite: None
Credits: 3

FRM210 SALES AND EVENT PROMOTION
This course is a workshop in which students design and prepare a sales and promotion package. The instructor acts as a facilitator and guide to ensure that upon completion of this course, students will have thoroughly explored the process of crafting a marketing and sales promotion that is carefully targeted and positioned to reach the goal of generating sales.
Prerequisite: None
Credits: 3

FRM220 ELEMENTS OF RETAIL OPERATIONS AND TECHNOLOGY
The course develops the student’s understanding of operational objectives in a retail structure. An emphasis will be placed on planning, control, profitability, and staffing in a retail environment. The use of technology in the industry and the responsibilities of retail executives will be examined as well. Also career opportunities and ethical behavior of those individuals who choose to enter the retail arena will be discussed. Articles pertaining to current issues (found in trade publications and newspapers) will be reviewed and discussed in order to understand methods that have been created to expedite and increase profitability for the retailer.
Prerequisite: FRM210 Sales and Event Promotion
Credits: 3

FRM223 VISUAL MERCHANDISING
Students learn the importance of eye appeal and consumer buying habits. Students create their own displays using the latest principles and techniques in the visual organization of merchandise.
Prerequisite: None
Credits: 3

FRM225 CONSUMER BEHAVIOR
This course examines the cultural, social, and individual variables involved in consumer behavior. It also reviews how they are incorporated into buyer decision processes and marketing practices.
Prerequisite: None
Credits: 3

FRM230 MERCHANDISE MANAGEMENT
Students study the categorizations of stores, organizational components, and the characteristics of various wholesale and retail markets. They will explore the Private Label and Brand Name businesses, develop customer profiles, and look at merchandising as a means of entering the retail world. Students will become familiar with merchandise accounting as it relates to the various retail formats.
Prerequisite: FRM221 Apparel Evaluation and Construction
Credits: 3

FRM235 BRAND MARKETING
Branding became a buzzword in 1990s advertising and marketing, but this process has evolved into a powerful way to organize and utilize an understanding of consumer needs and motivations in a changing marketplace. As the retail environment changes, marketing people can rely less on the traditional tools of print and broadcast media. Marketing strategists need to learn how to create an identity for their products and services and how to use that identity to support sales.
This course is an introduction to the essential concepts and skills of brand marketing.
Prerequisite: None
Credits: 3

FRM231 FUNDAMENTALS OF MARKETING
This course addresses the fundamental principles of marketing and marketing research. Students will learn the importance and key components of a marketing plan. Knowledge and practical application of the marketing research process are also a focus of this course. Data sources, sampling procedures, questionnaire design, data collection, and analysis will be covered.
Prerequisite: None
Credits: 3

FRM232 SALES MANAGEMENT
An exploration of the steps involved in selling a product or service. Studies focus on the essential skills and knowledge necessary to affect a sale, as well as methods by which the sales pitch can be focused to solve customer problems.
Prerequisite: None
Credits: 3

FRM235 INTRODUCTION TO MANUFACTURING
Overview of the fashion industries, including the terminology of fashion and an explanation of the three levels of the industry: design, production and sales. Careers and the organization, structure, and problems of the garment industry are studied.
Prerequisite: None
Credits: 3

FRM250 TRENDS AND CONCEPTS IN APPAREL
The course is a comprehensive study of cultural and social issues that affect fashion and the emergence of trends. Students will analyze the meanings and importance of clothing and apply these concepts to contemporary society.
Prerequisite: FRM211 Apparel Evaluation and Construction or FD211 Fundamentals of Construction
Credits: 3

RS100 FUNDAMENTALS OF BUSINESS
In this course, students are introduced to the fundamentals of business. Topics of learning include forms of business ownership, starting a business, developing a business plan, business management principles and strategies, and marketing and promotion strategies for a business.
Prerequisite: None
Credits: 3

RS321 FUNDAMENTALS OF MARKETING
This course addresses the fundamental principles of marketing and marketing research. Students will learn the importance and key components of a marketing plan. Knowledge and practical application of the marketing research process are also a focus of this course. Data sources, sampling procedures, questionnaire design, data collection, and analysis will be covered.
Prerequisite: None
Credits: 3

RS326 SALES MANAGEMENT
An exploration of the steps involved in selling a product or service. Studies focus on the essential skills and knowledge necessary to affect a sale, as well as methods by which the sales pitch can be focused to solve customer problems.
Prerequisite: None
Credits: 3

RS345 FUNDAMENTALS OF ADVERTISING
This course is a basic introduction to advertising, its history, potential, and limitations. Students will examine various definitions of advertising and different methods of communication, as well as the advertising spiral, objectives, copy, and federal regulations. Changes in advertising over the years and the effects produced by culture, major events, trends, and influences will also be examined.
Prerequisite: None
Credits: 3

RS100 FUNDAMENTALS OF BUSINESS
In this course, students are introduced to the fundamentals of business. Topics of learning include forms of business ownership, starting a business, developing a business plan, business management principles and strategies, and marketing and promotion strategies for a business.
Prerequisite: None
Credits: 3