



T: 610.892.1500
800 MANCHESTER AVENUE
MEDIA, PA 19063-4089
WWW.PIT.EDU

RE: Cannabis Studies Program

Dear Interested Candidate,

Thank you for your interest in the Cannabis Studies Program. The program is a twenty-four (24) month program with both a live and 100% virtual option. You may view the *Course Sequences for the Cannabis Business, Cannabis Health, and Cannabis Horticulture programs in the college catalog on our website*, which details the terms and courses. You will also find *FREQUENTLY ASKED QUESTIONS* about the Cannabis Studies Programs.

Applicants who meet the following requirements are eligible for admission:

You must:

- Have an official high school transcript or GED diploma with scores
- Be at least 18 years old
- Be a US citizen, permanent resident, or eligible non-citizen
- Complete an application
- Submit official college or post-secondary education transcripts, if applicable

I encourage you to call (610) 892-1500 and ask to speak with an Admissions Representative about this program.

I wish you the very best as you begin admission into the Cannabis Studies Program.

Sincerely,

Lou Giannotti Rph.

Program Director – Cannabis Studies

Lou.Giannotti@pit.edu

Cell: 215-595-7841

**Pennsylvania Institute of Technology
Cannabis Studies Program - BUSINESS
Technical Standards/Essential Functions**

Cannabis Business Students, must be able to apply the knowledge and skills necessary to function in a variety of healthcare, horticulture and business environments. On average, Cannabis Business Students spend 80% of their workday standing or walking. Additionally, as professionals, students will need to feel comfortable communicating with a variety of individuals with various methods.

To fulfill the requirements of the Cannabis Business Program at P.I.T., students must be able to meet the technical standards associated with the profession.

Physical Requirements:

- Standing, walking, and lifting for long periods, which use the stomach and lower back muscles to support the body without getting tired (endurance).
- Be able to lift or carry an average maximum weight of about 45 pounds.
- Be able to hold the arm and hand in one position or hold the hand steady while moving the arm
- Ability to move two or more limbs together (for example, two arms, two legs, or one leg and one arm) while remaining in place
- Finger Dexterity — the ability to make precisely coordinated movements of the fingers of one or both hands to grasp, manipulate, or assemble very small objects
- Handling and Moving Objects — using hands and arms to grasp, move, or assemble objects
- Use muscles to lift, push, pull, or carry heavy objects.
- Interacting with computers — using computers and computer systems (including hardware and software)
- Perform manual agricultural, aquacultural, or horticultural tasks.
- Be able to work outdoors, exposed to weather.

Cognitive Requirements:

- Read, speak, and write in English.
- Oral Comprehension — the ability to listen to and understand information and ideas presented through spoken words and sentences.
- Oral Expression — the ability to communicate information and ideas in speaking so others will understand.
- Speech Clarity — the ability to speak clearly so others can understand you.

- Speech Recognition — the ability to identify and understand the speech of another person.
- Written Comprehension — the ability to read and understand information and ideas presented in writing
- Written Expression — the ability to communicate information and ideas in writing so others will understand.
- Demonstrate the emotional maturity and stability to approach highly stressful human situations in a calm and rational manner.
- Exhibit effective emotional coping skills.
- Operating various computer system software.

Affective Requirements:

- Exhibit work habits that adhere to ethical standards of conduct as well as following applicable state and federal laws.
- Demonstrate respect and engage in non-judgmental interactions with individuals regardless of lifestyle, culture, race, socioeconomic class and abilities.
- Work effectively in a group.

Sensory Requirements:

- See differences between colors, shades, and brightness
- See details of objects that are more than a few feet away
- Hear sounds and recognize the difference between them
- Focus on one source of sound and ignore others

Critical Thinking Requirements:

- Possess the intellectual ability to use judgment and problem solving while working with patients.
- Active Listening — giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Possess the ability to prioritize multiple tasks and make sound decisions.
- Persuasion — Persuading others to change their minds or behavior.
- Service Orientation — Actively looking for ways to help people.
- Speaking — Talking to others to convey information effectively.
- Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Working directly with the public.
- Selling or Influencing Others — Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Getting Information — Observing, receiving, and otherwise obtaining information from all relevant sources.

- Establishing and maintaining interpersonal relationships — Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Making Decisions and Solving Problems — Analyzing information and evaluating results to choose the best solution and solve problems.

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Cannabis Studies Program - HEALTH Technical Standards/Essential Functions

Cannabis Health Students, must be able to apply the knowledge and skills necessary to function in a variety of healthcare, horticulture and business environments. On average, Cannabis Health students spend 80% of their workday standing or walking. Additionally, as professionals, students will need to feel comfortable communicating with a variety of individuals with various methods.

To fulfill the requirements of the Cannabis Health Program at P.I.T., students must be able to meet the technical standards associated with the profession.

Physical Requirements:

- Standing, walking, and lifting for long periods, which use the stomach and lower back muscles to support the body without getting tired (endurance).
- Be able to lift or carry an average maximum weight of about 45 pounds.
- Be able to hold the arm and hand in one position or hold the hand steady while moving the arm
- Ability to move two or more limbs together (for example, two arms, two legs, or one leg and one arm) while remaining in place
- Finger Dexterity — the ability to make precisely coordinated movements of the fingers of one or both hands to grasp, manipulate, or assemble very small objects
- Handling and Moving Objects — using hands and arms to grasp, move, or assemble objects
- Use muscles to lift, push, pull, or carry heavy objects.
- Interacting with computers — using computers and computer systems (including hardware and software)
- Perform manual agricultural, aquacultural, or horticultural tasks.
- Be able to work outdoors, exposed to weather.

Cognitive Requirements:

- Read, speak, and write in English.
- Oral Comprehension — the ability to listen to and understand information and ideas presented through spoken words and sentences.

- Oral Expression — the ability to communicate information and ideas in speaking so others will understand.
- Speech Clarity — the ability to speak clearly so others can understand you.
- Speech Recognition — the ability to identify and understand the speech of another person.
- Written Comprehension — the ability to read and understand information and ideas presented in writing
- Written Expression — the ability to communicate information and ideas in writing so others will understand.
- Demonstrate the emotional maturity and stability to approach highly stressful human situations in a calm and rational manner.
- Exhibit effective emotional coping skills.
- Operating various computer system software.

Affective Requirements:

- Exhibit work habits that adhere to ethical standards of conduct as well as following applicable state and federal laws.
- Demonstrate respect and engage in non-judgmental interactions with individuals regardless of lifestyle, culture, race, socioeconomic class and abilities.
- Work effectively in a group.

Sensory Requirements:

- See differences between colors, shades, and brightness
- See details of objects that are more than a few feet away
- Hear sounds and recognize the difference between them
- Focus on one source of sound and ignore others

Critical Thinking Requirements:

- Possess the intellectual ability to use judgment and problem solving while working with patients.
- Active Listening — giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Possess the ability to prioritize multiple tasks and make sound decisions.
- Persuasion — Persuading others to change their minds or behavior.
- Service Orientation — Actively looking for ways to help people.
- Speaking — Talking to others to convey information effectively.
- Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Working directly with the public.

- Selling or Influencing Others — Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Getting Information — Observing, receiving, and otherwise obtaining information from all relevant sources.
- Establishing and maintaining interpersonal relationships — Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Making Decisions and Solving Problems — Analyzing information and evaluating results to choose the best solution and solve problems.

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CANNABIS HORTICULTURE PROGRAM Technical Standards/Essential Functions

Cannabis Horticulture Students, must be able to apply the knowledge and skills necessary to function in a variety of healthcare, horticulture and business environments. On average, Cannabis Horticulture students spend 80% of their workday standing or walking. Additionally, as professionals, students will need to feel comfortable communicating with a variety of individuals with various methods.

To fulfill the requirements of the Cannabis Horticulture Program at P.I.T., students must be able to meet the technical standards associated with the profession.

Physical Requirements:

- Standing, walking, and lifting for long periods, which use the stomach and lower back muscles to support the body without getting tired (endurance).
- Be able to lift or carry an average maximum weight of about 45 pounds.
- Be able to hold the arm and hand in one position or hold the hand steady while moving the arm
- Ability to move two or more limbs together (for example, two arms, two legs, or one leg and one arm) while remaining in place
- Finger Dexterity — the ability to make precisely coordinated movements of the fingers of one or both hands to grasp, manipulate, or assemble very small objects
- Handling and Moving Objects — using hands and arms to grasp, move, or assemble objects
- Use muscles to lift, push, pull, or carry heavy objects.
- Interacting with computers — using computers and computer systems (including hardware and software)
- Perform manual agricultural, aquacultural, or horticultural tasks.
- Be able to work outdoors, exposed to weather in all seasons for prolonged periods.

Cognitive Requirements:

- Read, speak, and write in English.
- Oral Comprehension — the ability to listen to and understand information and ideas presented through spoken words and sentences.
- Oral Expression — the ability to communicate information and ideas in speaking so others will understand.
- Speech Clarity — the ability to speak clearly so others can understand you.
- Speech Recognition — the ability to identify and understand the speech of another person.
- Written Comprehension — the ability to read and understand information and ideas presented in writing
- Written Expression — the ability to communicate information and ideas in writing so others will understand.
- Demonstrate the emotional maturity and stability to approach highly stressful human situations in a calm and rational manner.
- Exhibit effective emotional coping skills.
- Operating various computer system software.

Affective Requirements:

- Exhibit work habits that adhere to ethical standards of conduct as well as following applicable state and federal laws.
- Demonstrate respect and engage in non-judgmental interactions with individuals regardless of lifestyle, culture, race, socioeconomic class and abilities.
- Work effectively in a group.

Sensory Requirements:

- See differences between colors, shades, and brightness
- See details of objects that are more than a few feet away
- Hear sounds and recognize the difference between them
- Focus on one source of sound and ignore others

Critical Thinking Requirements:

- Possess the intellectual ability to use judgment and problem solving while working with patients.
- Active Listening — giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Possess the ability to prioritize multiple tasks and make sound decisions.
- Persuasion — Persuading others to change their minds or behavior.
- Service Orientation — Actively looking for ways to help people.
- Speaking — Talking to others to convey information effectively.

- Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Working directly with the public.
- Selling or Influencing Others — Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Getting Information — Observing, receiving, and otherwise obtaining information from all relevant sources.
- Establishing and maintaining interpersonal relationships — Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Making Decisions and Solving Problems — Analyzing information and evaluating results to choose the best solution and solve problems.

Sources:

- *National Center for O*NET Development. 31-9092.00 – Medical Assistant. O*NET OnLine. Retrieved from <https://www.onetonline.org/link/summary/31-9092.00>*
- *<https://www.onetonline.org/link/summary/11-9013.00?redir=11-9013.01>*
- *United States Department of Labor, Bureau of Labor Statistics. (2017). Occupational Requirements Survey. Retrieved from: <http://www.bls.gov/ors/>*

CANNABIS STUDIES PROGRAM FREQUENTLY ASKED QUESTIONS

1. What is the Cannabis Studies Program?

As the cannabis industry continues to grow at an explosive rate, The demand for people who are educated and passionate about this industry is extremely strong. There are career opportunities for dispensary management, security personnel, horticultural professionals, transportation specialists, and many other yet to be determined areas of this growing business. PIT recognizes this need and will provide highly qualified individuals to fill these positions.

2. Who is the Director of the Cannabis Studies program?

Lou Giannotti Rph - Program Director
Licensed to practice pharmacy in Pa, NJ, and Ma.
Over 35 years of experience managing multi-unit community pharmacies
Former Director of Operations for Holistic Industries (dba Liberty) medical marijuana dispensaries located throughout Pennsylvania.
Certified Medical Marijuana Provider in Pennsylvania
Completed Pennsylvania Medical Marijuana Certification Program for practitioners and medical professionals
Completed the Pennsylvania Grower/Processor Medical Marijuana Training Program

3. How do I know which track to choose? Cannabis Health? Cannabis Business or Cannabis Horticulture?

A lot of this choice depends on your interest in the medical and adult-use of marijuana. If growing the plant and extracted its oil is your thing, then I would suggest the Horticulture track. If owning a dispensary is your goal, then Cannabis

Business would be the right choice. Cannabis Health is for those who are more focused on the medical benefits of cannabis and wish to work as a patient advisor or provide care and advice to select patient groups such as autism and PTSD. All recommended course sequences are listed in the college catalog.

4. Would I be able to major in multiple tracts in the Cannabis Studies program?

Yes. Some students choose to major in two or even three of the choices under the Cannabis Studies program. Your choice will depend on your academic interests and professional goals.

5. Is tutoring available?

PIT is organized for student success. PIT provides peer, private, and group tutoring in our Student Resource Center. Additionally, Cannabis Studies instructors are available for academic advising, tutoring, guidance, and students' support.

6. What types of student services are available on campus?

Student Services provides academic support and career and transfer counseling as well as referral to social and community services. Other student services available include the cafeteria, student lounge, and student lockers. P. I. T. van service between PIT and SEPTA's 101 Trolley Station at Providence Road and State Road is available.

PIT also offers a full-service library providing both on-campus and virtual assistance. The librarian works directly with students to help them find research materials, and verify online resources.

If you have not taken your certification exam within five (5) years of completing the program, you will no longer be eligible to sit for the certification exam through the NHA.

7. Is transportation provided to and from the clinical sites?

Students are responsible for their own transportation.

8. What resources are available to help fund my education?

Financial aid is available for those students who qualify through federal, state, institutional, and special programs. Student loans are available. Some employers offer

tuition forgiveness (repay outstanding loans for education) programs in exchange for employment. There are also professional and community organizations that provide scholarships to students. For further information on federal, state, or college aid, go to www.fasfa.gov. P. I. T. Students who need assistance should contact their representatives from the Financial Aid Office to help students apply for financial aid.

9. Why would I choose to enroll in this program versus an on-line certificate program?

The Pennsylvania Institute of Technology is a MSCHE accredited college. The Middle States Association of Colleges and Schools is one of six regional higher education accrediting agencies in the United States. It offers peer-based evaluation and accreditation for educational institutions within the Mid-Atlantic region of the country, which includes New York, New Jersey, Pennsylvania, Delaware, Maryland, the District of Columbia, Puerto Rico, and the US Virgin Islands. The credits earned in the Cannabis Studies program are transferrable to other MSCHE colleges. Certificate programs do not have college credit value.

10. What type of career can I expect after I complete the program?

There are many open job positions currently available in the **medical marijuana and CBD industry**. There are also many yet to be determined positions as the marijuana market, and laws continue to evolve. Below is a sample of positions that are currently in great demand throughout the country:

Cultivation

Director of cultivation: \$59,800 to \$118,600
Grow manager: \$43,400 to \$93,400
Grower/horticulturalist: \$13.10 to \$19.80 an hour

Extraction

Director of extraction: \$75,000 to \$119,500
Extraction manager: \$51,500 to \$96,000
Quality manager: \$51,500 to \$89,000
Compliance manager: \$49,500 to \$122,000
Chemist: \$51,600 to \$81,500

Manufacturing

V.P. of manufacturing: \$107,000 to \$167,000
Production supervisor: \$44,200 to \$77,500
Edibles specialist: \$35,300 to \$63,000

Retail

V.P. of retail: \$80,000 to \$152,000
Director of retail: \$76,700 to \$124,200
General manager: \$35,000 to \$90,600
Budtender: \$12.50 to \$18 an hour

Support Industries:

You can work directly with cannabis in areas of the industry, such as growing, extraction, edibles production, packaging, delivery, or dispensing. Or you can do a job that helps support the industry without ever having direct contact with marijuana

IT Manager—\$85K to \$208K+

From sales-tracking software to sophisticated systems for growing facilities, technology often helps companies remain compliant with government laws and regulations. IT managers oversee the procurement, implementation, and maintenance of that technology.

Marketing Director—\$70K to \$208K+

Every marijuana company needs effective marketing strategies in order to have both short- and long-term success. Market research, advertising, customer engagement, and public relations are all vital areas that require talented professionals.

Human Resources Manager—\$67K to \$201K+

Finding and retaining great employees is an especially important endeavor. Pay, benefits, and workplace culture are all elements that need to be smartly overseen by specialists in human resources.

Production Manager—\$63K to \$172K+

The whole cycle of marijuana product's creation and distribution needs to be properly managed. That's why people with a project management or business management background are often sought by marijuana companies.

Software Developer—\$62K to \$167K+

Some cannabis-related companies create their own custom software to deal with particular areas of their operations. Many tech start-ups in this industry are completely based on the unique apps or system software that they've developed themselves to solve industry problems or improve upon existing ways of doing things.

Accountant—\$44K to \$123K+

Keeping accurate financial records is vital. Companies in this industry have many unique challenges to deal with when it comes to managing their cash, obtaining credit, handling taxes, and processing payments. So accounting expertise is a must.

Web Developer—\$38K to \$124K+

As with any other business today, having a dynamic website is crucial for most cannabis companies. Web developers are in pretty high demand within this growing industry.

Digital Media Manager—\$34K to \$112K+

This type of public relations specialist uses email, custom apps, social media, or other web-based platforms to interact with potential and existing customers. It's a role that usually exists as part of a marijuana company's marketing strategy. Internet marketing, communications, and digital media design are all excellent paths for this career.

Electrician—\$33K to \$95K+

Indoor marijuana grow operations require special lighting and electrical needs. Qualified electricians are often in demand where cannabis producers are constructing new grow houses or adding to the ones they already have.

Paralegal—\$31K to \$82K+

Starting and operating a legitimate cannabis company requires overcoming many legal hurdles and filing a lot of complex paperwork. So, in addition to lawyers, paralegal professionals help ease that burden.

Writer—\$32K to \$122K+

Many cannabis producers, dispensaries, and edibles manufacturers like to promote their brands through creatively written content on their own blogs. There are also many marijuana-themed magazines and online publications.

Sales Representative—\$26K to \$157K+

Marijuana growers and edibles manufacturers need strong relationships with dispensaries that will carry their products. A lot of them hire sales reps to make deals with licensed buyers.

Graphic Designer—\$30K to \$86K+

The industry employs many graphic designers who know how to create attractive, distinctive, and effective logos, product labels, website interfaces, and other essential marketing and advertising materials.

HVAC Technician—\$29K to \$76K+

Like electricians, people who specialize in heating, cooling, and ventilation are frequently in demand by marijuana companies that are experts in constructing their indoor grow operations.

Real Estate Agent—\$25K to \$113K+

Marijuana businesses often have very particular requirements when it comes to the buildings and facilities they can operate in. indoor grow operations require a lot of physical space that can handle special ventilation and lighting systems that you wouldn't necessarily find in other types of industrial operations

Executive or Administrative Assistant—\$37K to \$89K+

From simple bookkeeping to general office management, there's never a shortage of administrative work to be done.

Security Guard—\$20K to \$50K+

Despite the legalization of marijuana in several states, security is still a major issue for companies that choose to operate in this industry. They operate as cash-only businesses. That means to transport large amounts of cash between different locations. So people with law enforcement training are highly valued by the cannabis industry. Security-related opportunities are available with dispensaries, growers, edibles manufacturers, armed courier services, and surveillance companies.