

BUSINESS MANAGEMENT 5400
A Two-Year Program Leading to the A.A.S. Degree

This program prepares students for a variety of entry-level positions in the field of office administration, sales, retailing, materials distribution, and small business operations. In addition, most of the courses are designed to assist the employed persons in upgrading their skills. The curriculum includes several basic subject areas such as accounting, economics, management, labor relations, marketing and computer skills. The development of managerial skills useful in a variety of job situations is emphasized.

Major Program Requirements	Credit Hours	Recommended Sequence of Courses (This sequence assumes any necessary developmental requirements have been met.)
	42-45	
ACCT 201 Principles of Accounting -or-		
ACCT 100 Basic College Accounting.....	3	
BLAW 203 Legal Environment of Business	3	
COMP 110 Introduction to Computer Concepts	3	
CWEB 213 Web-Based Electronic Commerce	3	
MGMT 100 Introduction to Business.....	3	
MGMT 250 Introduction to Management.....	3	
MGMT 275 Introduction to Business Finance	3	
MGMT 280 Introduction to Marketing	3	
MGMT 293 Integrated Business Project	3	
Business Elective ¹	3	
Emphasis Area Courses	12-15	
General Education Requirements		
<i>See pages 57 to 66 in this catalog for a complete description of the general education and assessment requirements.</i>		
Basic Skills Core	9	
ENGL 101 English Composition I	3	
MATT 109 Business Mathematics -or-		
MATH 101 Intermediate Algebra.....	3	
SPCH 143 Speech.....	3	
<i>The Reading Intensive requirement may be met by BLAW 203 or ECON 201 or MGMT 250.</i>		
<i>The Writing Intensive requirement may be met by BLAW 203 or MGMT 250.</i>		
<i>The Speaking Intensive requirement may be met by BLAW 203.</i>		
<i>The Mathematics Intensive requirements may be met by a subsequent mathematics course or by passing a mathematics assessment examination.</i>		
Liberal Education Core	14	
PFWL 100 Lifetime Fitness/Wellness.....	2	
Laboratory Science Elective – Common Core List	3	
ECON 201 Microeconomics -or-		
Economics Elective	3	
ENGL 205 Business Communications	3	
PSYC 142 General Psychology -or-		
PSYC 141 Applied Psychology	3	
<i>Computer Skills are enhanced by COMP 110 or CWEB 213.</i>		
65-68		
Semester I		
ENGL 101	3	
MATT 109/ MATH 101	3	
MGMT 100	3	
SPCH 143.....	3	
Emphasis Course.....	3	
Total Hours:	15	
Semester II		
ACCT 201/100.....	3	
COMP 110	3	
ENGL 205	3	
MGMT 250(R/W).....	3	
PFWL 100	2	
Emphasis Course.....	3	
Total Hours:	17	
Semester III		
CWEB 213	3	
MGMT 275	3	
PSYC 142/141.....	3	
Emphasis Course....	3-6	
Lab Science Elec.	3	
Total Hours:	15-18	
Semester IV		
BLAW 203(RWS)	3	
ECON 201(R)/ Economics Elec.....	3	
MGMT 280	3	
MGMT 293	3	
Business Elective	3	
Emphasis Course.....	3	
Total Hours:	18	

An endorsement in Marketing Management may be earned by completing the following:

- MKTG 155 Consumer Behavior, 3 credit hours
- MKTG 200 Retailing, 3 credit hours
- MKTG 250 Sales Management, 3 credit hours
- MKTG 260 Advertising and Promotion, 3 credit hours.

¹ Suggested electives: BINT 205/206 Business Internship I/II, ENTR 280 Small Business Problems and Concerns, MGMT 284 Operations Management, and OADM 265 Business Protocol.

<i>Management Emphasis</i>		12
ENTR 121	Creating A Small Business	3
MKTG 155	Consumer Behavior.....	3
MGMT 255	Principles of Salesmanship	3
MGMT 257	Supervision	3

<i>Distribution and Logistics</i>		12
MGMT 260	Organizational Leadership	3
MGMT 284	Operations Management	3
PRDM 211	Distribution and Materials Management.....	3
PRDM 215	Introduction to Total Quality Management.....	3

<i>Entrepreneurship</i>		15
ENTR 121	Creating A Small Business	3
ENTR 280	Small Business Problems and Concerns	3
MGMT 255	Principles of Salesmanship	3
MGMT 257	Supervision	3
MGMT 284	Operations Management	3

<i>Production Management (Jasper Only)</i>		15
FRPD 110	Manufacturing Processes	3
FRPD 200	Production Control.....	3
FRPD 215	Time and Motion.....	3
FRPD 220	Mechanical and Physical Properties of Materials	3
PRDM 215	Introduction to Total Quality Management.....	3