

Business Technology

Fifth Semester – Spring

CPT 270	Advanced Microcomputer Applications	3
MGT 121	Small Business Operations	3
MGT 255	Organizational Behavior	3
MGT 270	Managerial Communication	3
ELE BMT	Select one course from Business/Management Electives on page B-59	3
		Total 15

Fourth Semester – Fall

BAF 101	Personal Finance	3
BUS 220	Business Ethics	3
CPT 282	Information Systems Security	3
MGT 270	Managerial Communication	3
TRL 106	Export/Import	3
		Total 15

General Business

Associate in Applied Science

International Business Career Path

Credit Requirements: 69 Semester Credit Hours

The General Business/International Business career path prepares students for careers in the International Business environment. This career path includes studies in the global aspects of business, marketing, economics and management, and their applications to the international arena.

Recommended Sequence of Courses

First Semester – Fall

BUS 101	Introduction to Business	3
CPT 101	Introduction to Computers	3
or		
CPT 102	Basic Computer Concepts	3
ENG 101	English Composition I	3
MAT 120	Probability and Statistics	3
or		
MAT 155	Contemporary Mathematics	3
		Total 12

Second Semester – Spring

ACC 101	Accounting Principles I	3
ECO 210	Macroeconomics	3
or		
ECO 211	Microeconomics	3
REQ HUM	Select one course from Humanities listing on page B-3	3
MGT 101	Principles of Management	3
MKT 101	Marketing	3
		Total 15

Third Semester – Summer

BUS 121	Business Law I	3
BUS 250	Introduction to International Business	3
ECO 207	International Economics	3
PSC 220	Introduction to International Relations	3
		Total 12

Fifth Semester – Spring

BUS 176	International Marketing	3
MGT 201	Human Resource Management	3
MGT 240	Management Decision Making	3
MGT 255	Organizational Behavior	3
ELE BMT	Select one course from Business/Management Electives on page B-59	3
		Total 15

General Business

Associate in Applied Science

Marketing Career Path

Credit Requirements: 69 Semester Credit Hours

The General Business/Marketing career path prepares students for careers in the various aspects of marketing including retailing, sales and advertising. Students will gain knowledge in the areas of pricing, promotion and distribution of goods and services as well as the concepts of merchandising.

Recommended Sequence of Courses

First Semester – Fall

BUS 101	Introduction to Business	3
CPT 101	Introduction to Computers	3
or		
CPT 102	Basic Computer Concepts	3
ENG 101	English Composition I	3
MAT 120	Probability and Statistics	3
or		
MAT 155	Contemporary Mathematics	3
		Total 12

Second Semester – Spring

ACC 101	Accounting Principles I	3
ECO 210	Macroeconomics	3
or		
ECO 211	Microeconomics	3
REQ HUM	Select one course from Humanities listing on page B-3	3
MGT 101	Principles of Management	3
MKT 101	Marketing	3
		Total 15

Third Semester – Summer

MKT 110	Retailing	3
BUS 121	Business Law	3
MKT 260	Marketing Management	3
MGT 255	Organizational Behavior	3
Total 12		

Fourth Semester – Fall

BAF 101	Personal Finance	3
BUS 220	Business Ethics	3
CPT 282	Information Systems Security	3
MKT 120	Sales Principles	3
MKT 130	Customer Service Principles	3
Total 15		

Fifth Semester – Spring

MGT 201	Human Resources Management	3
MKT 240	Advertising	3
MKT 250	Consumer Behavior	3
MGT 270	Managerial Communication	3
ELE BMT	Select one course from Business/ Management Electives on page B-59	3
Total 15		

Second Semester – Spring

ACC 101	Accounting Principles I	3
ECO 210	Macroeconomics	3
or		
ECO 211	Microeconomics	3
REQ HUM	Select one course from Humanities listing on page B-3	3
MGT 101	Principles of Management	3
MKT 101	Marketing	3
Total 15		

Third Semester – Summer

CPT 282	Information Systems Security	3
MGT 255	Organizational Behavior	3
CPT 174	Microcomputer Spreadsheets	3
MGT 201	Human Resource Management	3
Total 12		

Fourth Semester – Fall

BAF 101	Personal Finance	3
BUS 220	Business Ethics	3
MGT 120	Small Business Management	3
MGT 210	Employee Selection and Retention	3
MGT 270	Managerial Communication	3
Total 15		

Fifth Semester – Spring

BUS 112	Service Management Systems	3
BUS 121	Business Law I	3
MGT 121	Small Business Operations	3
MKT 260	Marketing Management	3
ELE BMT	Select one course from Business/ Management Electives on page B-59	3
Total 15		

General Business

Associate in Applied Science

Small Business/Entrepreneurship Career Path

Credit Requirements: 69 Semester Credit Hours

The Small Business/Entrepreneurship career path prepares students for owning and operating a small business. Students will gain knowledge in all aspects of small business ownership including management, risk and day-to-day operation. Students will also develop a business plan.

Recommended Sequence of Courses

First Semester – Fall

BUS 101	Introduction to Business	3
CPT 101	Introduction to Computers	3
or		
CPT 102	Basic Computer Concepts	3
ENG 101	English Composition I	3
MAT 120	Probability and Statistics	3
or		
MAT 155	Contemporary Mathematics	3
Total 12		

Business/Management Electives

ACC 102	Accounting Principles II	3
CPT 172	Microcomputer Database	3
CPT 174	Microcomputer Spreadsheets	3
CPT 179	Microcomputer Word	3
CWE	Cooperative Work Experience	3
CHN 101	Elementary Chinese I	4
CHN 102	Elementary Chinese II	4
FRE 101	Elementary French I	4
FRE 102	Elementary French II	4
GER101	Elementary German I	4
GER102	Elementary German II	4
IDS 201	Leadership Development	3
SPA 101	Elementary Spanish I	4
SPA 102	Elementary Spanish II	4
Behavioral/Social Sciences Elective on page B-3		3
Humanities Elective on page B-3		3
Natural Science Elective on page B-4		4