

Second Semester – Spring

ACC 101	Accounting Principles I	3
ECO 210	Macroeconomics	3
IDS 201	Leadership Development	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

or

ECO 211	Microeconomics	3
---------	----------------	---

Total 12

Fourth Semester – Fall

BAF 101	Personal Finance	3
CPT 220	E-Commerce	3
BUS 220	Business Ethics	3
MKT 120	Sales Principles	3
MKT 130	Customer Service Principles	3

Total 15

Fifth Semester – Spring

MGT 201	Human Resources Mgmt	3
MKT 240	Advertising	3
MKT 250	Consumer Behavior	3
MGT 270	Managerial Communication	3
ELE GBM	Select from Marketing Electives	3

Total 15

General Business – Marketing Career Path Electives

ACC 102	Accounting Principles II	3
ACC 150	Payroll Accounting	3
BAF 201	Principles of Finance	3
BAF 215	Money and Banking	3
CPT 172	Microcomputer Database	3
CPT 174	Microcomputer Spreadsheet	3
CPT 179	Microcomputer Word Processing	3
CWE	Cooperative Work Experience	3
ECO 207	International Economics	3
ENG 102	English Composition II	3
FRE 101	Elementary French I	4
FRE 102	Elementary French II	4
FRE 201	Intermediate French I	4
FRE 202	Intermediate French II	4
GER 101	Elementary German I	4
GER 102	Elementary German II	4
GER 201	Intermediate German I	4
GER 202	Intermediate German II	4
HIS 102	Western Civilization Post 1689	3

MGT 150	Fundamentals of Supervision	3
MGT 230	Managing Information Resources	3
MGT 235	Production Management	3
MGT 240	Management Decision Making	3
MKT 135	Customer Service Techniques	3
ELE SCI	Natural Science course from page B-4	

PSY 201	General Psychology	3
QAT 101	Intro to Quality Assurance	3
QAT 105	Total Quality Systems	3
QAT 240	Advanced Quality Concepts	3
SPA 101	Elementary Spanish I	4
SPA 102	Elementary Spanish II	4
SPA 201	Intermediate Spanish I	4
SPA 202	Intermediate Spanish II	4
SPC 205	Public Speaking	3
SPC 209	Interpersonal Communication	3
TRL 101	Introduction to Transportation	3
TRL 102	Customer Service Management	3
TRL 106	Export/Import	3

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

Second Semester – Spring

ACC 101	Accounting Principles I	3
ECO 210	Macroeconomics	3
IDS 201	Leadership Development	3
MGT 101	Principles of Management	3
MKT 101	Marketing	3

Total 15

Third Semester – Summer		
CPT 220	e-Commerce	3
MGT 255	Organizational Behavior	3
or		
ECO 211	Microeconomics	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 210	Employee Selection and Retention	3
MGT 120	Small Business Management	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 GBS	Select one course from Small Business/Entrepreneurship Electives	3
		Total 15

General Business – Small Business/Entrepreneurship Career Path Electives

ACC 102	Accounting Principles II	3
ACC 150	Payroll Accounting	3
BAF 201	Principles of Finance	3
BAF 215	Money and Banking	3
CPT 172	Microcomputer Database	3
CPT 174	Microcomputer Spreadsheets	3
CPT 179	Microcomputer Word Processing	3
CWE	Cooperative Work Experience	
ENG 102	English Composition II	3
FRE 101	Elementary French I	4
FRE 102	Elementary French II	4
FRE 201	Intermediate French I	3
FRE 202	Intermediate French II	3
GER 101	Elementary German I	4
GER 102	Elementary German II	4
GER 201	Intermediate German I	3
GER 202	Intermediate German II	3
HIS 102	Western Civilization Post 1689	3
MGT 150	Fundamentals of Supervision	3
MGT 230	Managing Information Resources	3
MGT 235	Production Management	3
MGT 240	Management Decision Making	3
MKT 130	Customer Service Principles	3
MKT 135	Customer Service Techniques	3
MKT 250	Consumer Behavior	3
PSY 201	General Psychology	3

QAT 101	Introduction to Quality Assurance	3
QAT 105	Total Quality Systems	3
QAT 240	Advanced Quality Concepts	3
SPA 101	Elementary Spanish I	4
SPA 102	Elementary Spanish II	4
SPA 201	Intermediate Spanish I	3
SPA 202	Intermediate Spanish II	3
TRL 102	Customer Service Management	3
TRL 106	Export/Import	3

Management

Associate in Applied Science

Business Information Systems Career Path

Credit Requirements: 69 Semester Credit Hours

The Management/Business Information Systems career path prepares students with the skills to be competitive in the emerging technologies and advances in business information systems and processes. The program provides students with a broad overview of various computer and information technologies needed in the 21st century business environment.

Recommended Sequence of Courses

First Semester – Fall

CPT 101	Introduction to Computers	3
or		
CPT 102	Basic Computer Concepts	3
ENG 101	English Composition I	3
IDS 201	Leadership Development	3
MGT 101	Principles of Management	3
		Total 12

Second Semester – Spring

ACC 101	Accounting Principles I	3
BUS 101	Introduction to Business	3
BUS 121	Business Law I	3
CPT 174	Microcomputer Spreadsheets	3
MAT 120	Probability and Statistics	3
or		
MAT 155	Contemporary Mathematics	3
		Total 15

Third Semester – Summer

ECO 210	Macroeconomics	3
BUS 220	Business Ethics	3
MGT 230	Managing Information Resources	3
MKT 101	Marketing	3
		Total 12