

BUSINESS TECHNOLOGY

Entry Management Associate of Applied Science

PROGRAM DESCRIPTION

The two-year Entry Management degree prepares students to become an effective business leader in today's rapidly changing competitive business environment. The program develops skills in accounting, motivating and managing employees, communication, marketing, public speaking, business software, community service, and financial management. Whether new to the business world or are seeking to upgrade skills, the program will provide the training needed to succeed.

PROGRAM OUTCOMES

Students who successfully complete the Associate of Applied Science degree in Entry Management will:

1. Illustrate basic management functions and principles
2. Communicate effectively using oral and written skills
3. Exhibit critical thinking and decision-making skills
4. Apply appropriate ethical choices on both a professional and personal basis
5. Function effectively as a member of a team
6. Utilize appropriate technology relevant to the profession
7. Explain business vocabulary
8. Interpret financial reports
9. Demonstrate effective personal presentation skills

PROGRAM COURSE REQUIREMENTS

Year One

BA 101	Introduction to Business*	4
BA 106A	Business Leadership I	1
BA 106B	Business Leadership II	1
BA 106C	Business Leadership III	1
BA 180	Business Math I	3
BA 181	Business Math II	3
BA 214	Business Communications*	3
BA 223	Principles of Marketing*	3
BA 226	Business Law*	4
SDP 205	Management and Leadership Dynamics	3
SP 111	Fundamentals of Public Speaking	4
WR 121	Academic Composition*	4
WR 122	Argument, Research, and Multimodal Comp*	4
WR 227	Technical Writing*	4
HUMAN RESOURCES COURSE		3
Choose One:		
BA 249	Retailing	3
SDP 208	Human Resources for Supervisors	3

Year Two

BA 128	Accounting Applications I*	2
BA 129	Accounting Applications II*	2
BA 206	Management Fundamentals*	3
BA 211	Principles of Accounting I*	3
BA 212	Principles of Accounting II*	3
BA 213	Principles of Accounting III*	3
BA 222	Financial Management	3
BA 231	Computers in Business*	4
BA 232	Introduction to Business Statistics	3
BA280C	Cooperative Work Experience: Management*	6
CWE 161	CWE Seminar I	1
CWE 162	CWE Seminar II	1
ECON 115	Microeconomics	3
**Approved Elective		3
Choose One:		
BA 250	Managing a Small Business	3
SDP 109	Elements of Supervision	3

*A grade of C or better must be attained in the courses indicated.

**Please see an academic advisor or program website for the full list of approved electives or course options.

Total Credits 91

Scheduling requirements may prevent all courses from being offered every term. Consultation with an advisor is critical to a student's selection of courses.

¹ SDP 205 will be only be offered every other year.

Choice of Human Relations is from a list of approved Human Relations courses not already required by the program. (See page 43)

PROGRAM ENTRANCE REQUIREMENTS

Academic Entrance Requirement

Recommended:

- Students entering the program are expected to have basic keyboarding and computer skills with business application software such as Word and Excel. If these skills are needed, students should take Intro to Computer Information Systems (CIS120) during their first term at UCC.