



AAS

**Business  
2020-2021**

**90 credits**

**Marketing**

Date of update: 5/1/2020

Program Coordinator/Advisor:

Toni Clough

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Program Prerequisites: See requirements needed for first term classes.

Possible Term Plan	Course Number	Course Number/Title	Credits	Terms	Prerequisites/Notes
Term 1 FALL	BA 101	Introduction to Business*	4	F,W,S,Su	None
	BA 180	Business Mathematics I	3	F,W,S	None
	BA 231	Computers in Business	4	F,S	None
	SP 111	Fundamentals of Public Speaking*	4	F,W,S,Su	None
Term 2 WINTER	BA 214	Business Communications*	3	F, W	Prerequisite: WR 115 or above
	BA233	Accounting for Managers	4	W	BA101* or instructor permission.
	SDP 208	Human Resources for Supervisors	3	W	None
	WR 121	Academic Composition*	4	F,W,S,Su	Prerequisite: WR115* and RD090* or appropriate placement test scores or placement by multiple measures; and basic computer word processing skills
Term 3 SPRING	BA 106	Business Leadership	3	S	None
	BA 181	Business Mathematics II	3	S	Prerequisite: BA180*
	BA 223	Principals of Marketing*	3	S	Prerequisite: BA101* or instructor approval
	SDP 109	Elements of Supervision	3	F,S	None
	WR 122	Argument, Research, and Multimodal Composition*	4	F,W,S,Su	Prerequisite: WR121*
Term 4 FALL	BA 128	Accounting Applications I	2	F	Corequisite: BA211 or instructor approval
	BA 206	Management Fundamentals	3	F	Prerequisite: BA101*
	BA 165	Customer Service	3	F,S,SU	None
	BA 238	Professional Selling*	3	F	None
	SDP 113	Human Relations for Supervisors	3	F	None
Term 5 WINTER	BA 150	Developing a Small Business	4	W	Prerequisite: BA 101
	BA 226	Business Law*	4	W,S	Prerequisite: BA101 or instructor approval
	BA 249	Retailing*	3	W	None
	WR 227	Technical Report Writing*	4	F,W,S,Su	Prerequisite: Successful completion of WR121*
Term 6 SPRING	BA207	Introduction to e-Commerce	3	S	BA101 or instructor approval and CIS120 (waived this year)
	ECON201	Micro Economics*	4	F,S	Prerequisite: WR121, WR122 and MTH111 or higher (ECON115 waived)
	BA 239	Advertising*	3	S	None
	BA 250	Managing the Small Business	3	S	None
	BA 253	Social Media Marketing	3	S	Prerequisite: BA101, BA231, BA223

<b>Advising Notes</b>	<i>*a grade of C or better</i>
	The following courses are in the catalog under the wrong year and have been changed to the correct year:
	BA165, BA226 and SDP113 moved to second year. SDP109 and SDP208 BA233 moved to first year.
	WR121 starts in winter term, so if students need WR115 they can take it in the fall with their regular term.

<b>Required/ Recommended Equipment and Software</b>	