



# Business Management

## ASSOCIATE OF APPLIED SCIENCE



Effective  
2020-2021

The course sequence is the recommended path to completion upon graduation from eCampus Academy. All courses should be taken in the order shown to help you stay on track and graduate according to your academic plan as it transfers to Gateway Technical College.

F = Fall, S = Spring, SU = Summer

Term	Course #	Cr.	Course Title	Requisites (prereq-before/coreq-with)	Online
1	890-155	1	☑ Gateway to Success (G2S)		F/S/SU
1	*101-114 OR *101-112 AND *103-103	4 3 1	Accounting Principles OR Accounting for Business AND Excel II		F/S/SU
1	*102-137	3	Intro to Business		F/S/SU
1	*102-160	3	🎓 Business Law		F/S/SU
1	801-136	3	English Composition 1	Prereq: 831-103 OR 831-107	F/S/SU
2	*104-101	3	Marketing Principles		F/S/SU
2	*104-104	3	Selling Principles		F/S/SU
2	*105-106 OR *801-197	3	Business Communications OR Technical Reporting	Prereq: 801-136	F/S/SU
2	*804-135	3	Quantitative Reasoning	Prereq: 834-109	F/S/SU
3	801-196 OR 801-198	3	Oral/Interpersonal Communication OR Speech		F/S/SU
3	*103-143	3	Computers for Professionals		F/S/SU
4	*104-105	3	Promotion Principles		F/S/SU
4	*102-121	3	🎓 Credit Management	Prereq: 804-135; 801-136	F/S/SU
4	*196-190 OR *809-166	3	Leadership Development OR Ethics Theory & Applications, Intro	Prereq: 838-105 OR 831-107	F/S/SU
4	*196-191	3	Supervision		F/S/SU
4	809-172	3	Diversity Studies, Introduction to	Prereq: 838-105 OR 831-107	F/S/SU
5	*102-186 OR *806-112	3	Business Management Internship OR Principles Sustainability	Prereq: Instructor Consent  Prereq: 838-105	F/S/SU
5	*102-196	4	Business Decision Management	Prereq: 101-114; 104-101 OR 101-112; 103-103; 104-101	F/S/SU
5	XXX-XXX	3	Elective Course	Take 3 credits at the associate degree level.	F/S/SU
6	809-195 OR 809-143	3	Economics OR Microeconomics	Prereq: 838-105 OR 831-107	F/S/SU
6	809-198	3	Psychology, Introduction to	Prereq: 838-105 OR 831-107	F/S/SU

**Minimum Program Total Credits Required: 64**

- ☑ = Mastery of this course will put students on a path to achieve successful degree completion, on-time graduation and enrich the college experience. Students are required to take this course in their first semester of enrollment. Please see an advisor for details.
- 🎓 = Milestone Course. Faculty have identified this course as providing a strong foundation for success throughout the program.
- (\*) indicates students must achieve a combined average of 2.0 ("C") or above for these major courses to meet graduation requirements.

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ASSOCIATE OF APPLIED SCIENCE



## Accounting

*Business Management* is designed to provide a broad background in management theory, human resource management and behavior, accounting, marketing, and business decision making. Students learn how to effectively plan, organize, direct, and evaluate business functions essential to efficient and productive business organizations. Graduates will have the business knowledge and skills to prepare them for a management trainee, assistant, manager, or team leader position in a wide cross-section of business, government and not-for-profit sectors of our economy.

## Program Learning Outcomes

Graduates will be able to:

1. Plan the operations of a business
2. Organize resources to achieve the goals of the organization.
3. Direct individuals and/or processes to meet organizational goals.
4. Control business processes

## Essential Career Competencies

Gateway's six essential career competencies are the general attitudes and skills promoted and assessed by all programs. All Gateway graduates will develop skills in:

- Communication Competence
- Professionalism and Career Management
- Cultural Competence
- Critical Thinking and Problem Solving
- Teamwork and Collaboration
- Technology Competence

## Suggested Electives

104-194 International Marketing	196-193 Human Resource Management
196-189 Team Building/Problem Solving	809-143 Microeconomics

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