

**ASSOCIATE OF APPLIED SCIENCE (AAS) DEGREE**  
**BUSINESS: Marketing/Management**

**PROGRAM WORKSHEET AND GRADUATION REQUIREMENTS**

Student Name \_\_\_\_\_ Advisor \_\_\_\_\_ Ext: \_\_\_\_\_

Aims # \_\_\_\_\_ Evaluator \_\_\_\_\_ Date: \_\_\_\_\_

<u>Course Number</u>	<u>Requirements</u>	<u>Required Credits</u>	<u>Term</u>	<u>Transfer Credits</u>	<u>Taken</u>	<u>Needs</u>
ACC 121	Accounting Principles I	4	_____	_____	_____	_____
MAN 116	Principles of Supervision	3	_____	_____	_____	_____
MAN 125	Teambuilding	1	_____	_____	_____	_____
MAN 126	Total Quality Management	3	_____	_____	_____	_____
MAN 200	Human Resource Management I	3	_____	_____	_____	_____
MAN 212	Negotiations and Conflict Resolutions	3	_____	_____	_____	_____
MAN 215	Organizational Behavior	3	_____	_____	_____	_____
MAN 224	Leadership	3	_____	_____	_____	_____
MAN 226	Principles of Management	3	_____	_____	_____	_____
MAN 240	Strategic Management	3	_____	_____	_____	_____
MAN 246	Critical Issues in Marketing and Management	3	_____	_____	_____	_____
MAN 287	Cooperative Education/Internship	3	_____	_____	_____	_____
MAR 111	Principles of Sales	3	_____	_____	_____	_____
MAR 125	Marketing Resource Systems	3	_____	_____	_____	_____
MAR 216	Principles of Marketing	3	_____	_____	_____	_____
MAR 240	International Marketing	3	_____	_____	_____	_____

**Select three from the following**

MAN 216	Small Business Management	3	_____	_____	_____	_____
MAR 117	Principles of Retailing	3	_____	_____	_____	_____
MAR 220	Principles of Advertising	3	_____	_____	_____	_____
MAR 235	Consumer Behavior	3	_____	_____	_____	_____
MAR 258	Marketing Research	3	_____	_____	_____	_____

**General Education Courses Required for AAS Degree:**

BUS 216	Legal Environment of Business	3	_____	_____	_____	_____
BUS 226	Business Statistics	3	_____	_____	_____	_____
<b>OR</b>						
MAT 121	College Algebra	4	_____	_____	_____	_____
<b>OR</b>						
BTE 156	Business Mathematics with Calculators	4	_____	_____	_____	_____
ECO 201	Principles of Macroeconomics	3	_____	_____	_____	_____
<b>OR</b>						
ECO 202	Principles of Microeconomics	3	_____	_____	_____	_____
<b>OR</b>						
ECO 105	Introduction to Economics	3	_____	_____	_____	_____
ENG 122	English Composition II	3	_____	_____	_____	_____
<b>OR</b>						
ENG 131	Technical Writing I	3	_____	_____	_____	_____
Additional general ed						
	BUS, LIT, PSY, SOC, GEO, HUM or foreign language	3	_____	_____	_____	_____
Elective: 3 credits		3	_____	_____	_____	_____

**TOTAL CREDITS FOR DEGREE 74-75**