



**ASSOCIATE OF APPLIED SCIENCE (AAS) DEGREE
MARKETING/MANAGEMENT**

PROGRAM WORKSHEET AND GRADUATION REQUIREMENTS

Student Name: _____ **Aims #:** _____ **Graduation Evaluator:** _____

Advisor: _____ **Ext:** _____ **Date:** _____

| <u>Course Number</u> | <u>Business Education Requirements:</u> | <u>Required Credits</u> | <u>Term Completed</u> | <u>Transfer Credits</u> | <u>Transfer School</u> | <u>Needs</u> |
|----------------------|---|-------------------------|-----------------------|-------------------------|------------------------|--------------|
| ACC 121 | Accounting Principles I | 4 | _____ | _____ | _____ | _____ |
| BUS 216 | Legal Environment of Business | 3 | _____ | _____ | _____ | _____ |
| CIS 155 | PC Spreadsheet Concepts: Excel | 3 | _____ | _____ | _____ | _____ |
| MAN 246 | Critical Issues in Marketing and Management | 3 | _____ | _____ | _____ | _____ |
| Total: | | 13 | | | | |

Degree Requirements:

| | | | | | | |
|---------|-------------------------------------|---|-------|-------|-------|-------|
| MAN 116 | Principles of Supervision | 3 | _____ | _____ | _____ | _____ |
| MAN 200 | Human Resource Management I | 3 | _____ | _____ | _____ | _____ |
| MAN 212 | Negotiation and Conflict Resolution | 3 | _____ | _____ | _____ | _____ |
| MAN 215 | Organizational Behavior | 3 | _____ | _____ | _____ | _____ |
| MAN 226 | Principles of Management | 3 | _____ | _____ | _____ | _____ |
| MAN 240 | Strategic Management | 3 | _____ | _____ | _____ | _____ |
| MAN 287 | Cooperative Work Experience | 3 | _____ | _____ | _____ | _____ |
| MAR 111 | Principles of Sales | 3 | _____ | _____ | _____ | _____ |
| MAR 125 | Marketing Resource Systems | 3 | _____ | _____ | _____ | _____ |
| MAR 216 | Principles of Marketing | 3 | _____ | _____ | _____ | _____ |

Select ONE from the following courses:

| | | | | | | |
|-----------------------|---------------------------|-----------|-------|-------|-------|-------|
| MAN 126 | Total Quality Management | 3 | _____ | _____ | _____ | _____ |
| MAN 216 | Small Business Management | 3 | _____ | _____ | _____ | _____ |
| MAN 224 | Leadership | 3 | _____ | _____ | _____ | _____ |
| MAN 275 | Special Topics | 3 | _____ | _____ | _____ | _____ |
| MAR 117 | Principles of Retailing | 3 | _____ | _____ | _____ | _____ |
| MAR 220 | Principles of Advertising | 3 | _____ | _____ | _____ | _____ |
| MAR 235 | Consumer Behavior | 3 | _____ | _____ | _____ | _____ |
| MAR 240 | International Marketing | 3 | _____ | _____ | _____ | _____ |
| MAR 258 | Marketing Research | 3 | _____ | _____ | _____ | _____ |
| MAR 275 | Special Topics | 3 | _____ | _____ | _____ | _____ |
| Total Credits: | | 33 | | | | |

General Education Courses Required for AAS Degree:

| | | | | | | |
|---------|---------------------------------------|---|-------|-------|-------|-------|
| PSY 100 | Psychology of Workplace Relationships | 3 | _____ | _____ | _____ | _____ |
|---------|---------------------------------------|---|-------|-------|-------|-------|

Select ONE from the following courses:

| | | | | | | |
|---------|----------------------------|---|-------|-------|-------|-------|
| MAT 112 | Financial Mathematics | 3 | _____ | _____ | _____ | _____ |
| MAT 121 | College Algebra | 4 | _____ | _____ | _____ | _____ |
| MAT 135 | Introduction to Statistics | 3 | _____ | _____ | _____ | _____ |

Select ONE from the following courses:

| | | | | | | |
|---------|------------------------|---|-------|-------|-------|-------|
| ENG 121 | English Composition I | 3 | _____ | _____ | _____ | _____ |
| ENG 122 | English Composition II | 3 | _____ | _____ | _____ | _____ |
| ENG 131 | Technical Writing I | 3 | _____ | _____ | _____ | _____ |

Select ONE from the following courses:

| | | | | | | |
|---------|------------------------------|---|-------|-------|-------|-------|
| CIS 118 | Intro PC Applications | 3 | _____ | _____ | _____ | _____ |
| ECO 105 | Introduction to Economics | 3 | _____ | _____ | _____ | _____ |
| ECO 201 | Principles of Macroeconomics | 3 | _____ | _____ | _____ | _____ |
| ECO 202 | Principles of Microeconomics | 3 | _____ | _____ | _____ | _____ |
| GEO 106 | Human Geography | 3 | _____ | _____ | _____ | _____ |
| PHI 112 | Ethics | 3 | _____ | _____ | _____ | _____ |
| POS 111 | American Government | 3 | _____ | _____ | _____ | _____ |
| SPE 115 | Public Speaking | 3 | _____ | _____ | _____ | _____ |

Select ONE course (minimum of 3 credits) from either the Associate of Arts or Associate of Science General Education curriculum

| | | | | | | |
|--|---|--------------|-------|-------|-------|-------|
| | | 3 | _____ | _____ | _____ | _____ |
| | Total General Education Credits: | 15-16 | | | | |
| | TOTAL CREDITS FOR DEGREE: | 61-62 | | | | |