

**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 125	Teambuilding	1	_____	_____	_____	_____
MAN 200	Human Resource Management I	3	_____	_____	_____	_____
MAN 212	Negotiation and Conflict Resolution	3	_____	_____	_____	_____
MAN 215	Organizational Behavior	3	_____	_____	_____	_____
MAN 224	Leadership	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 216	Principles of Marketing	3	_____	_____	_____	_____

Select ONE from the following courses:

MAN 216	Small Business Management	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: 34

General Education Courses Required for AAS Degree:

Select ONE from the following courses:

ECO 105	Introduction to Economics	3	_____	_____	_____	_____
ECO 201	Principles of Macroeconomics	3	_____	_____	_____	_____
ECO 202	Principles of Microeconomics	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:

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

Total General Education Credits: 15-16
TOTAL CREDITS FOR DEGREE: 62-63