

Business Management

Entrepreneurship Option

Students who choose the entrepreneurship option of the business management program receive comprehensive instruction pertaining to skills necessary to begin the journey of becoming an entrepreneur. In this program students will explore basic management functions, marketing and advertising, concepts in salesmanship, and the first step in opening a business—the written business plan. Three to six credit hours of cooperative internship work experience is required, depending on the student's work history.

Required Program of Study for Associate of Applied Science Degree (2 years)

<i>Freshman Year</i>		<i>Sophomore Year</i>	
FIRST SEMESTER		FIRST SEMESTER	
Course	Credits	Course	Credits
ACCT 1200 Accounting I*	3	AGRI 1420 Interpersonal Skills	3
BSAD 1070 Math & Machines	3	BSAD 2050 Business Communications	3
BSAD 2540 Principles of Management	3	ECON 1040 Personal Finance or	
BSAD 2520 Principles of Marketing	3	ECON 2110 Macroeconomics	3
ENTR 1050 Introduction to Entrepreneurship	3	ENTR 2090 Entrepreneurship Business Plan	3
INFO 1100 Microcomputer Applications or		SPCH 1010 Fundamentals of Communication or	
OFFT 1500 Microsoft Office	3	SPCH 1110 Public Speaking	3
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SECOND SEMESTER		SECOND SEMESTER	
Course	Credits	Course	Credits
BSAD 2160 Customer Service and Business Etiquette	3	BSAD 2130 Salesmanship	3
BSAD 2180 Advertising	3	BSAD 2250 International Business	3
BSAD 2510 Organizational Behavior	2	BSAD 2700 Business Law I	3
ENGL 1010 English Composition I	3	MATH 1045 Applied Mathematics I**	3
ENTR 1060 Entrepreneurship Opportunities & Analysis	2	PSYC 1810 Introduction to Psychology	3
INFO 1700 Introduction to Internet	1		15
	14		
SUMMER			
Course	Credits		
BSAD 1300 Cooperative Internship I	3		

*Students with no accounting experience are encouraged to take ACCT 1060 Basic Accounting Procedures prior to Accounting I.

**These are minimum requirements. Students are encouraged to take higher level courses according to individual skill.

NOTE: The associate of applied science degree is suggested for those seeking employment upon graduation and feel quite sure that they will not continue their education toward a bachelors degree. Students interested in continuing their education at a four-year college or university should enroll in the business administration program.

Program of Study for Entrepreneurship Certificate

ACCT 1200 Accounting I*	3
BSAD 2520 Principles of Marketing	3
BSAD 2700 Business Law I	3
ENTR 1050 Introduction to Entrepreneurship	3
ENTR 1060 Entrepreneurship Opportunities & Analysis	3
ENTR 2090 Entrepreneurship Business Plan	3
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