## Career Cluster  ►  Career Pathway  ►

### Marketing Communications

**MARTKETING**

(10-104-3B) – Business to Business Associate of Applied Science Degree
Most Courses Offered at Elkhorn, Kenosha, and Racine Campuses & Online

### Suggested Sequence

<table>
<thead>
<tr>
<th>Course Number</th>
<th>Course Title</th>
<th>Requisites</th>
<th>Credits</th>
<th>Hrs/Wk</th>
</tr>
</thead>
<tbody>
<tr>
<td>101-112</td>
<td>Accounting for Business</td>
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<td>3-0</td>
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<tr>
<td>101-114</td>
<td>Accounting Principles</td>
<td></td>
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<td>3-2</td>
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<tr>
<td>104-104</td>
<td>* Promotion Principles</td>
<td></td>
<td>3</td>
<td>3-0</td>
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<tr>
<td>102-137</td>
<td>Introduction to Business</td>
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<td>3</td>
<td>3-0</td>
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<tr>
<td>102-160</td>
<td>* Business Law</td>
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<tr>
<td>103-143</td>
<td>Computers for Professionals</td>
<td>Prereq: 103-142 (See Notes 1 &amp; 3)</td>
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<tr>
<td>104-104</td>
<td>* Selling Principles</td>
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<tr>
<td>104-161</td>
<td>* Selling Principles, Advanced</td>
<td>Prereq: 104-104</td>
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<td>104-170</td>
<td>* Business Purchasing</td>
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<tr>
<td>801-136</td>
<td>English Composition 1</td>
<td>Prereq: 831-103 (See Note 1)</td>
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<tr>
<td>801-196</td>
<td>Oral/Interpersonal Communication</td>
<td>Prereq: 838-105 (See Note 1)</td>
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<tr>
<td>801-198</td>
<td>* Speech</td>
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<tr>
<td>104-126</td>
<td>* Business Marketing I</td>
<td>Prereq: 104-101</td>
<td>3</td>
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<tr>
<td>104-173</td>
<td>* Marketing Research</td>
<td>Coreq: 104-101</td>
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<tr>
<td>104-194</td>
<td>* International Marketing</td>
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<tr>
<td>801-197</td>
<td>Technical Reporting</td>
<td>Prereq: 801-136</td>
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<tr>
<td>809-172</td>
<td>Intro to Diversity Studies</td>
<td>Prereq: 838-105 (See Note 1)</td>
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<tr>
<td>104-115</td>
<td>* Marketing Capstone/Internship</td>
<td>Prereq: 104-101; 104-104 &amp; Inst. Consent</td>
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<td>104-116</td>
<td>* Electronic Marketing/Social Media</td>
<td>Prereq: 104-101</td>
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<td>104-172</td>
<td>* Marketing Management</td>
<td>Prereq: 104-101</td>
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<tr>
<td>809-144</td>
<td>Macroeconomics</td>
<td>Prereq: 838-105 (See Note 1)</td>
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<tr>
<td></td>
<td>Electives</td>
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</table>

### Electives

Take 6 elective credits. Any associate degree level course may be taken as an elective.

**Suggested Electives:**
- 102-160 Business Law (3 Cr)
- 104-109 Marketing/Sports & Event (3 Cr)
- 104-134 Marketing Internship (3 Cr)

**Minimum Program Total Credits Required** 70

*Courses may be taken out of suggested sequence as long as prerequisites have been met.*
**PROGRAM DESCRIPTION**

Marketing, which can be completed in two years of study if taken full-time, concentrates on a general method of marketing and sales. Course work includes such items as introduction to microcomputers, business overview, credit procedures, business communication, promotion methods, business law, supervisory techniques, retailing, general sales, and psychology.

**ADMISSION REQUIREMENTS**

1. Students must submit an application & $30 fee.
2. Students must complete reading, writing, math, and computer skills placement assessments.
3. Students must submit official high school, GED, or HSED transcript.

**GRADUATION REQUIREMENTS**

1. Minimum 70 credits with an average of 2.0 or above.
2. *Average of 2.0 ("C") or above for these major courses.

For a complete list of Graduation Requirements check the Student Handbook.

**NOTES**

1. A satisfactory placement test score (or successful remediation) is required prior to enrollment. See an advisor for details.
2. Any course may be taken prior to entry in the program, assuming prerequisites and corequisites have been satisfied (or waived with department approval).
3. Formerly 103-199, PC Basics/Microsoft Office.
4. Transfer credits in Social Science may substitute for this course. See an advisor for details.

**PROGRAM LEARNING OUTCOMES**

Graduates of the Marketing-Business to Business Associate Degree Program should be able to:

1. Communicate effectively in a professional environment.
2. Develop strategies to anticipate and satisfy market needs.
3. Promote products, services, images, and/or ideas to achieve a desired outcome.
4. Evaluate information through the market research process.
5. Prepare selling strategies.

**OTHER INFORMATION**

Gateway Technical College reserves the right to modify curriculum requirements for students who interrupt enrollment for a period of two years or take over seven years to complete. Tuition and material fees are determined by the board of the Wisconsin Technical College System. Consult Web Advisor for exact fee amounts. Occasionally, the District may offer a particular course out of published sequence. By doing so, the District does not obligate itself to offer succeeding courses out of published sequence.

**CORE ABILITIES**

Gateway believes students need both technical knowledge and skills and core abilities in order to succeed in a career and in life. The following nine core abilities are the general attitudes and skills promoted and assessed by all Gateway programs. All Gateway graduates should be able to:

1. Act responsibly
2. Communicate clearly and effectively
3. Demonstrate essential comp. skills
4. Demonstrate essential math skills
5. Develop job seeking skills
6. Respect themselves and others as a member of a diverse community
7. Think critically and creatively
8. Work cooperatively
9. Value learning

To schedule an appointment with an advisor, please call 1-800-247-7122.

For a complete list of course descriptions (and possible online courses) for this program, please consult Web Advisor on our web page at www.gtc.edu.

My advisor is __________________________. My advisor’s contact information is __________________________.