

## Business Management (10-102-3)

Associate of Applied Science

**Effective 2026/2027**

*The course sequence shown on this sheet is the recommended path to completion. Courses will be scheduled in the terms indicated here. All courses should be taken in the order shown to help you stay on track and graduate according to your academic plan. Courses in this program may be offered in a variety or combination of formats (for example: in-person, video conferencing, online, etc.). More detailed scheduling information for this program can be found at <https://www.gtc.edu/business-management>. Please see your academic advisor for additional information.*

**O = Online, F=Fall, S=Spring, SU=Summer**

Term	Course Number	Credits	Course Title	Requisites (prereq- before/ coreq-with)	Notes	O
1	890-155	1	Gateway to Success (G2S)		<ul style="list-style-type: none"> <li>Students are required to take this course in their first semester of enrollment. Please see an advisor for details.</li> </ul>	F/S/SU
1	*102-137	3	Intro to Business		<ul style="list-style-type: none"> <li>Faculty have identified this milestone course as providing a strong foundation for success throughout the program.</li> </ul>	F/S/SU
1	*104-101	3	Marketing Principles		<ul style="list-style-type: none"> <li>Faculty have identified this milestone course as providing a strong foundation for success throughout the program.</li> </ul>	F/S/SU
1	804-134	3	Mathematical Reasoning	Prereq: 854-760	<ul style="list-style-type: none"> <li>Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.</li> </ul>	F/S/SU
2	*104-104	3	Selling Principles			F/S/SU
2	801-136	3	English Composition 1	Prereq: 831-103 OR 851-757	<ul style="list-style-type: none"> <li>Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.</li> </ul>	F/S/SU
2	809-172	3	Diversity Studies, Introduction to	Prereq: 838-105 OR 851-757	<ul style="list-style-type: none"> <li>Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.</li> </ul>	F/S/SU
3	809-143	3	Microeconomics	Prereq: 838-105 OR 851-757	<ul style="list-style-type: none"> <li>Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.</li> </ul>	F/S/SU
3	801-198	3	Speech			F/S/SU
4	*101-114	4	Accounting Principles			F/S/SU
4	*103-143	3	Computers for Professionals			F/S/SU
4	*105-106	3	Business Communications	Prereq: 801-136		

(\*) Students must achieve a combined average of 2.0 ("C") or above for this major course to meet graduation requirements.

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Term	Course Number	Credits	Course Title	Requisites (prereq- before/ coreq-with)	Notes	O
5	*102-160	3	Business Law			F/S/SU
5	*104-105	3	Promotion Principles			F/S/SU
5	*102-121	3	Credit Management	Prereq: 804-134 OR 804-135; 801-136		F/S/SU
6	*102-186	3	Business Management Internship	Prereq: Instructor Consent		F/S/SU
6	809-198	3	Psychology, Introduction to	Prereq: 838-105 OR 851-757	<ul style="list-style-type: none"> <li>Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.</li> </ul>	F/S/SU
7	*809-166	3	Ethics Theory & Applications, Intro	Prereq: 838-105 OR 851-757		F/S/SU
7	*196-191	3	Supervision			F/S/SU
8	*102-196	4	Business Decision Management	Prereq: 101-114; 104-101 OR 101-112; 103-103; 104-101		F/S/SU
8	XXX-XXX	3	Elective Course	Take 3 credits at the associate degree level. Suggested electives listed on back.		F/S/SU
<b>Minimum Program Total Credits Required: 63</b>						

(\*) Students must achieve a combined average of 2.0 ("C") or above for this major course to meet graduation requirements.

## Business Management (10-102-3)

*Business Management* is designed to provide a broad background in management theory, human resource management and behavior, accounting, marketing, and business decision making. Students learn how to effectively plan, organize, direct, and evaluate business functions essential to efficient and productive business organizations. Graduates will have the business knowledge and skills to prepare them for a management trainee, assistant, manager, or team leader position in a wide cross-section of business, government, and not-for-profit sectors of our economy.

### Program Learning Outcomes

Graduates will be able to:

- 1 Plan the operations of a business.
- 2 Organize resources to achieve the goals of the organization.
- 3 Direct individuals and/or processes to meet organizational goals.
- 4 Control business processes.

### Essential Career Competencies

Gateway's six essential career competencies are the general attitudes and skills promoted and assessed by all programs. All Gateway graduates will develop skills in:

- 1 Communication Competence
- 2 Critical Thinking and Problem Solving
- 3 Professionalism and Career Management
- 4 Teamwork and Collaboration
- 5 Cultural Competence
- 6 Technology Competence

### Admission Requirements

- 1 Students must submit an application and pay \$30 fee.
- 2 Students must meet one of the following: minimum cumulative high school GPA of 2.6 (unweighted); earned at least 12 college credits with a minimum GPA of 2.0; or complete valid reading, writing, and math placement assessments.

Gateway Technical College reserves the right to modify curriculum requirements for students who interrupt enrollment for one year or take over seven years to complete. Tuition and material fees are determined by the board of the Wisconsin Technical College System. Consult My Gateway for exact fee amounts. The District reserves the right to modify, cancel, or relocate course offerings in response to factors such as low enrollment, resource availability, or other relevant considerations to ensure high-quality educational experiences. Students will be notified in writing and are encouraged to meet with their Academic Advisor to adjust their academic plan.

### Graduation Requirements

- 1 Minimum 63 credits with a cumulative GPA of 2.0 or above.
- 2 \*Average of 2.0 ("C") or above for these major courses.
- 3 Complete 890-155 Gateway to Success (G2S) in the first semester.

For a complete list of Graduation Requirements, check the Student Handbook or [Graduation Requirements](#).

### Suggested Electives

104-194 International Marketing	196-193 Human Resources Management
806-112 Principles of Sustainability	809-201 Macroeconomics

### Accreditation Statement

Gateway Technical College's Business Management program is fully accredited and in good standing with the Accreditation Council for Business Schools and programs [[www.acbsp.org](http://www.acbsp.org)].

Accreditation Council for Business Schools and Programs (ACBSP)  
11520 West 119th Street  
Overland Park, KS 66213  
Phone: (913) 339-9356  
[www.acbsp.org](http://www.acbsp.org)

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