



Effective 2015/2016

Career Cluster ►



Career Pathway ►

General Management

BUSINESS MANAGEMENT

(10-102-3)

Associate of Applied Science Degree
Most Courses Offered at Elkhorn, Kenosha,
and Racine Campuses & Online

| △ Suggested Sequence | ✓ Course Number | Course Title | Requisites | Credits | Hrs/Wk Lec - Lab |
|----------------------|--|--|---|----------|------------------|
| Semester 1 | 196-129 * | Management Orientation | | 1 | .5-1 |
| | 101-114 | Accounting Principles | | 4 | 3-2 |
| | OR | | | | |
| | 101-112 } * | Accounting for Business & Excel II | (Take 101-114 OR 101-112 & 103-103) | 3 | 3-0 |
| | 103-103 } | | | 1 | .5-1 |
| | 102-137 * | Business / Intro to | | 3 | 3-0 |
| | 102-160 * | Business Law | | 3 | 3-0 |
| | 103-143 * | Computers for Professionals | Prereq: 103-142 (See Notes 1 & 3) | 3 | 2-2 |
| Semester 2 | 801-198 | Speech | Prereq: 838-105 | 3 | 3-0 |
| | 801-196 OR | Oral/Interpersonal Communications | | | |
| | 104-101 * | Marketing Principles | | 3 | 3-0 |
| | 104-104 * | Selling Principles | | 3 | 3-0 |
| | 801-136 | English Composition 1 | Prereq: 831-103 (See Note 1) | 3 | 3-0 |
| | 804-123 OR | Math with Business Applications | Prereq: 834-109 (See Note 1) | 3 | 3-0 |
| 804-115 | College Technical Math 1 | Prereq: 834-110 (See Note 1) | 5 | 5-0 | |
| 809-198 | Psychology, Introduction to | Prereq: 838-105 (See Note 1 & 4) | 3 | 3-0 | |
| Semester 3 | 104-105 * | Promotion Principles | | 3 | 3-0 |
| | 105-106 *OR | Business Communications | Prereq: 801-136 | 3 | 2-2 |
| | 801-197 | Technical Reporting | | 3 | 3-0 |
| | 196-190 * | Leadership Development | | 3 | 3-0 |
| | 196-191 * | Supervision | | 3 | 3-0 |
| | 809-172 | Diversity Studies, Introduction to | Prereq: 838-105 (See Note 1) | 3 | 3-0 |
| Semester 4 | 102-186 | Business Management Internship | Prereq: Instructor Consent | | 1-0-0-8 |
| | 102-138 *OR | BIZ Internship | Prereq: Instructor Consent | 3 | 0-0-0-12 |
| | 806-112 | Principles of Sustainability | Prereq: 838-105 (See Note 1) | | 3-0 |
| | 102-196 * | Business Decision Management | Prereq: 101-114 OR 101-112 & 103-103; 104-101 | 4 | 3-2 |
| | 102-121 * | Credit Management | Prereq: 804-123 | 3 | 3-0 |
| | 809-166 | Ethics: Theory & Applications, Intro | Prereq: 838-105 (See Note 1) | 3 | 3-0 |
| | 809-195 OR | Economics | Prereq: 838-105 (See Note 1) | 3 | 3-0 |
| | 809-144 | Macroeconomics | | | |
| Electives | Take 6 elective credits. Any associate degree level course may be taken as an elective. | | | 6 | |
| | Suggested Electives: | | | | |
| | 104-170 Business Purchasing (3 Cr) | 103-103 Excel II (1 Cr) | | | |
| | 104-194 International Marketing (3 Cr) | 196-193 Human Resource Management (3 Cr) | | | |
| | 196-189 Team Building / Problem Solving (3 Cr) | 809-143 Microeconomics (3 Cr) | | | |
| | 809-144 Macroeconomics (3 Cr) | | | | |

Minimum Program Total Credits Required

69

△ Courses may be taken out of suggested sequence as long as requisites have been met.



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PROGRAM DESCRIPTION

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 of the Business Management Associate Degree Program should 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.

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.

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 69 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 departmental 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.

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 computer skills.
4. Demonstrate essential mathematical skills.
5. Develop job seeking skills.
6. Respect themselves and others as members of a diverse community.
7. Think critically and creatively.
8. Work cooperatively.
9. Value learning.

**EQUAL OPPORTUNITY EMPLOYER AND EDUCATOR
EMPLEADOR Y EDUCADOR QUE OFRECE IGUALDAD DE OPORTUNIDADES**

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 _____.