



Business Management (10-102-3)
Associate of Applied Science
Effective 2019/2020



The course sequence shown on this sheet is the recommended path to completion of the program and reflects how courses are regularly scheduled. Courses will be scheduled in the terms indicated here. Courses may be taken out of sequence as long as requisites are met.

✓	Course Number		Course Title	Requisites	Notes	Credits	Terms Offered	
	101-114	*	Accounting Principles		3	4	FA, SP, SU	
	102-137	*	Intro to Business		3	3	FA, SP, SU	
	102-160	*	Business Law		3	3	FA, SP, SU	
	103-143	*	Computers for Professionals		3	3	FA, SP, SU	
	801-136		English Composition 1	Prereq: 831-103	1,3	3	FA, SP, SU	
	104-101	*	Marketing Principles		3	3	FA, SP, SU	
	104-104	*	Selling Principles			3	FA, SP, SU	
	105-106	*OR	Business Communications			3	FA, SP, SU	
	801-197		Technical Reporting	Prereq: 801-136				
	804-135		Quantitative Reasoning	Prereq: 834-109	1	3	FA, SP, SU	
	801-198	OR	Speech		1	3	FA, SP, SU	
	801-196		Oral/Interpersonal Communication					
	104-105	*	Promotion Principles			3	FA, SP, SU	
	102-121	*	Credit Management	Prereq: 804-135; 801-136		3	FA, SP, SU	
	196-190	*OR	Leadership Development		1,3	3	FA, SP, SU	
	809-166		Ethics Theory & Applications, Intro	Prereq: 838-105				
	196-191	*	Supervision		3	3	FA, SP, SU	
	809-172		Diversity Studies, Introduction to	Prereq: 838-105	1	3	FA, SP, SU	
	102-186	*OR	Business Management Internship	Prereq: Instructor Consent		3	FA, SP, SU	
	102-138		BIZ Internship	Prereq: Instructor Consent				
	806-112		Principles of Sustainability	Prereq: 838-105	1			
	102-196	*	Business Decision Management	Prereq: 101-114 OR 101-112; & 103-103; & 104-101		4	FA, SP, SU	
	809-198		Psychology, Introduction to	Prereq: 838-105	1,2,3	3	FA, SP, SU	
	809-195	OR	Economics	Prereq: 838-105	1	3	FA, SP, SU	
	809-143		Microeconomics		3			
	Take 3 elective credits. Any associate degree course may be taken as an elective. Over for suggested electives.						3	FA, SP, SU
Minimum Program Total Credits Required						62		

= Milestone Course. Faculty have identified this course as providing a strong foundation for your success throughout the program. Courses should be taken in the order shown to help you stay on track and graduate on time.

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.

Core Abilities

Gateway's nine core abilities are the general attitudes and skills promoted and assessed by all programs. All Gateway graduates will 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.

Admission Requirements

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

Graduation Requirements

1. Minimum 62 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.

Program Offerings

	Location(s)	Starting Term(s)
Days & Evenings	Kenosha	FA, SP, SU
Days	Elkhorn	FA, SP
Days	Racine	FA
	Online	FA

Suggested Electives

104-194 International Marketing 196-193 Human Resource Management
196-189 Team Building/Problem Solving 809-143 Microeconomics

Notes

1. A satisfactory placement test score (or successful remediation) is required prior to enrollment. See an advisor for details.
2. Transfer credits in Social Science may substitute for this course. See an advisor for details.
3. A credit for prior learning assessment is available for this course. For more information, please contact cfpl@gtc.edu.

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].

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

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 My Gateway 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.

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