



**Part-Time Pathway to Success**  
School of Business and Transportation

## Business Management (10-102-3)

Associate of Applied Science  
**Effective 2021/2022**

*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.*

**E-E = Elkhorn/days, K-E = Kenosha/evenings, K-D = Kenosha/days, R-D = Racine/days, O = Online, F=Fall, S=Spring, SU=Summer**

Term	Course #	Cr.	Course Title	Requisites (prereq- before/ coreq-with)	E-D	K-E	K-D	R-D	O
1	890-155	1	📍 Gateway to Success (G2S)		F	F	F	F	F/S/SU
1	801-136	3	English Composition 1 <sup>1,3</sup>	Prereq: 831-103 OR 831-107	F	F	F	F	F/S/SU
1	*102-137	3	🎓 Intro to Business <sup>3</sup>		F	F	F	F	F/S/SU
1	804-135	3	Quantitative Reasoning <sup>1</sup>	Prereq: 834-109	F	F	F	F	F/S/SU
2	*104-101	3	🎓 Marketing Principles <sup>3</sup>		S	S	S	S	F/S/SU
2	*104-104	3	Selling Principles		S	S	S	S	F/S/SU
2	809-172	3	Diversity Studies, Introduction to <sup>1</sup>	Prereq: 838-105 OR 831-107	S	S	S	S	F/S/SU
3	809-195	3	Economics <sup>1</sup>	Prereq: 838-105 OR 831-107	SU	SU	SU	SU	F/S/SU
3	809-143	3	Microeconomics <sup>3</sup>		SU	SU	SU	SU	F/S/SU
3	801-198	3	Speech		SU	SU	SU	SU	F/S/SU
3	801-196	3	OR Oral/Interpersonal Communication		SU	SU	SU	SU	F/S/SU
4	*101-114	4	Accounting Principles <sup>3</sup>		F	F	F	F	F/S/SU
4	(*101-112 AND *103-103)	(3 1)	OR (Accounting for Business AND Excel II)		F	F	F	F	F/S/SU
4	*103-143	3	Computers for Professionals <sup>3</sup>		F	F	F	F	F/S/SU
4	*105-106	3	Business Communications	Prereq: 801-136	F	F	F	F	F/S/SU
4	*801-197	3	OR Technical Reporting	Prereq: 801-136	F	F	F	F	F/S/SU
5	*102-160	3	Business Law <sup>3</sup>		S	S	S	S	F/S/SU
5	*104-105	3	Promotion Principles		S	S	S	S	F/S/SU
5	*102-121	3	Credit Management	Prereq: 804-135; 801-136	S	S	S	S	F/S/SU
6	*102-186	3	Business Management Internship	Prereq: Instructor Consent	SU	SU	SU	SU	F/S/SU
6	*806-112	3	OR Principles of Sustainability <sup>1</sup>	Prereq: 838-105 OR 831-107	SU	SU	SU	SU	F/S/SU
6	809-198	3	Psychology, Introduction to <sup>1,2,3</sup>	Prereq: 838-105 OR 831-107	SU	SU	SU	SU	F/S/SU
7	*196-190	3	Leadership Development <sup>1,3</sup>		F	F	F	F	F/S/SU
7	*809-166	3	OR Ethics Theory & Applications, Intro	Prereq: 838-105 OR 831-107	F	F	F	F	F/S/SU
7	*196-191	3	Supervision <sup>3</sup>		F	F	F	F	F/S/SU
8	*102-196	4	Business Decision Management	Prereq: 101-114; 104-101 OR 101-112; 103-103; 104-101	S	S	S	S	F/S/SU
8	XXX-XXX	3	Elective Course	Take 3 credits at the associate degree level. Suggested electives listed on back.	S	S	S	S	F/S/SU

**Minimum Program Total Credits Required: 63**

Notes associated with courses (identified by a superscript number at the end of the course title) are located on the back of the sheet.

📍 Mastery of this course will put students on a path to achieve successful degree completion, on-time graduation, and enrich the college experience. Students are required to take this course in their first semester of enrollment. Please see an advisor for details.

🎓 = Milestone Course. Faculty have identified this course as providing a strong foundation for success throughout the program.

(\*) indicates students must achieve a combined average of 2.0 ("C") or above for these major courses 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:

- Communication Competence
- Professionalism and Career Management
- Cultural Competence
- Critical Thinking and Problem Solving
- Teamwork and Collaboration
- 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.

### Graduation Requirements

- Minimum 63 credits with an average of 2.0 or above.
- \*Average of 2.0 ("C") or above for these major courses.
- 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 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](mailto:cfpl@gtc.edu).

### 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)

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.