Business Management (10-102-3)

Associate of Applied Science
Effective 2023/2024

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.).

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

Term	Course #	Cr.	Course Title	Requisites (prereq- before/ coreq-with)	O
1	890-155	1	⚲ Gateway to Success (G2S)		F/S/SU
1	*101-114 **OR** *101-112 **AND** *103-103	4 3 1	Accounting Principles[2] **OR** Accounting for Business **AND** Excel II		F/S/SU
1	*102-137	3	🎓 Intro to Business[2]		F/S/SU
1	*102-160	3	Business Law[2]		F/S/SU
1	801-136	3	English Composition 1[1,2]	Prereq: 831-103 OR 831-107	F/S/SU
2	*104-101	3	🎓 Marketing Principles[2]		F/S/SU
2	*104-104	3	Selling Principles		F/S/SU
2	*105-106 **OR** *801-197	3	Business Communications **OR** Technical Reporting	Prereq: 801-136	F/S/SU
2	804-135	3	Quantitative Reasoning[1,2]	Prereq: 834-109	F/S/SU
3	801-198 **OR** 801-196	3	Speech[2] **OR** Oral/Interpersonal Communication		F/S/SU
3	*103-143	3	Computers for Professionals[2]		F/S/SU
4	*104-105	3	Promotion Principles		F/S/SU
4	*102-121	3	Credit Management	Prereq: 804-135; 801-136	F/S/SU
4	*196-190 **OR** *809-166	3	Leadership Development[1] **OR** Ethics Theory & Applications, Intro	Prereq: 838-105 OR 831-107	F/S/SU
4	*196-191	3	Supervision		F/S/SU
4	809-172	3	Diversity Studies, Introduction to[1,2]	Prereq: 838-105 OR 831-107	F/S/SU
5	*102-186 **OR** *806-112	3	Business Management Internship **OR** Principles of Sustainability[1]	Prereq: Instructor Consent Prereq: 838-105	F/S/SU
5	*102-196	4	Business Decision Management	Prereq: 101-114; 104-101 OR 101-112; 103-103; 104-101	F/S/SU
5	XXX-XXX	3	Elective Course	Take 3 credits at the associate degree level. Suggested electives listed on back.	F/S/SU
6	809-195 **OR** 809-143	3	Economics[1,2] **OR** Microeconomics[1,2]	Prereq: 838-105 OR 831-107	F/S/SU
6	809-198	3	Psychology, Introduction to[1,2]	Prereq: 838-105 OR 831-107	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
- Critical Thinking and Problem Solving
- Professionalism and Career Management
- Teamwork and Collaboration
- Cultural Competence
- 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. Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.
2. A credit for prior learning assessment is available for this course. For more information, please contact 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].

Accreditation Council for Business Schools and Programs (ACBSP)
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