

BUSINESS, Associate in Applied Science Degree - 1516

Business Studies Department

CIP Code: 52.0101

The Business AAS degree is designed to prepare students for both entry-level positions and upward career mobility in a variety of business settings. The program offers students the opportunity to customize their major to their future professional goals by specializing in one of four major areas of concentration: **Accounting, Management, Marketing or General Business**. Learning from across a variety of disciplines within the business field, graduates will be uniquely prepared for success in the 21st century workplace. This program is accredited by The Accreditation Council for Business School and Programs (ACBSP). Since 1992, ACBSP is the only nationally recognized organization that grants regional accreditation to two- and four-year colleges and universities. This program is available entirely through asynchronous instruction. In addition, this program can be completed at all of HACC's campuses through various modalities (e.g., hybrid, synchronous remote instruction and asynchronous instruction) in addition to on-campus/in-person instruction.

Career Opportunities

Graduates prepare for entry-level positions and upward career mobility in organizations with career paths in the graduate's area of study. Graduates of the **Accounting Concentration** may find employment in accounting firms, banks, private industry, and government service. The **Management Concentration** prepares students for career paths that eventually lead to positions such as assistant manager, general manager, office manager, purchasing agent, sales manager, operations manager, or service manager. Graduates of the **Marketing Concentration** gain the skills and knowledge needed for entry-level positions in sales, advertising, retailing, wholesaling, physical distribution, market research, marketing management, insurance, real estate, and related fields. Finally, graduates of the **General Business Concentration** gain broad business skills that prepare them for entry-level positions in retailing, manufacturing, healthcare, hospitality management, real estate, agribusiness, and entrepreneurial opportunities.

Competency Profile

This curriculum is designed to prepare students to:

- Prepare and deliver presentations consistent with professional standards
- Utilize quantitative and qualitative methods of collecting, processing and analyzing information and data to make informed business and career decisions
- Make ethical organizational decisions by applying and integrating knowledge of each functional area including; legal, economic, accounting, marketing and management
- Identify group roles and explain tools for successful teamwork in a business setting
- Identify how diversity benefits the functioning of the local, national and global business environment
- Use relevant business software and technologies

PROGRAM REQUIREMENTS (TOTAL CREDITS = 62)

General Education		Major Requirements		Other Required Courses	
ENGL 101 English Composition I	3	ACCT 150 Principles of Financial Accounting I	2	CIS 105 Intro to Software for Business	3
ENGL 106 Business Writing	3	ACCT 160 Principles of Managerial Accounting I	2		
COMM 101 Effective Speaking	3	BUSI 209 Legal Environment of Business	3		
Humanities & Arts Core Elective*	3	ECON 201 Principles of Economics I: Macro	3		
Social & Behavioral Science Core Elective**	3	MGMT 201 Principles of Management	3		
Mathematics or Science Core Elective***	3 or 4	MKTG 201 Principles of Marketing	3		
First Year Seminar Elective – BUSI 101	3		16		
Wellness Elective	1				
	22				

*It is recommended that students select FMTH 103 to meet this requirement.

**Students are to select from the following courses: ANTH 101, 205; COMM 253; GEOG 201, 230; HIST 102; PSYC 229; or SOCI 201, 202, 203, 205.

***Students are to select from the following: MATH 100, 103, 110, 119 or 202.

Accounting Concentration

ACCT 151 Principles of Financial Accounting II	2
ACCT 161 Principles of Managerial Accounting II	2
ACCT 201 Intermediate Accounting I	4
ACCT 203 Income Tax Accounting	4
ACCT 204 Managerial Cost Accounting	3
ACCT 215 Accounting Software Applications	3
BUSI 290 Business Capstone (or)	3
BUSI 291 Business Internship	(3)
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General Business Concentration

BUSI 290 Business Capstone (or)	3
BUSI 291 Business Internship	(3)
CIS 135 Intermediate Spreadsheet Applications	3
Program Electives****	<u>15</u>
	21

Management Concentration

BUSI 290 Business Capstone (or)	3
BUSI 291 Business Internship	(3)
CIS 135 Intermediate Spreadsheet Applications	3
MGMT 203 Human Resources Management	3
MGMT 204 Organizational Behavior	3
MGMT 227 Principles of Project Management	<u>3</u>
Program Electives*****	<u>6</u>
	21

Marketing Concentration

BUSI 290 Business Capstone (or)	3
BUSI 291 Business Internship	(3)
CIS 135 Intermediate Spreadsheet Application	3
MKTG 212 Professional Selling	3
MKTG 218 Advertising	3
MKTG 235 Digital Media Marketing	3
Program Electives*****	<u>6</u>
	21

****Students select 15-credits of program electives from: ACCT, AOS, AUCT, BAKE, BUSI, ECON, ENTR, FIN, MGMT, MKTG, RE and WEB.

*****Students select 6-credits of program electives from: BUSI 230; ENTR 221; MGMT 226.

*****Students select 6-credits of program electives from: BUSI 230; MKTG 205, 216; MGMT 204, 227; RE 101, 102.

RECOMMENDED SEQUENCE FOR FULL-TIME STUDENTS**Accounting Concentration****Fall Semester I**

BUSI 101	3
CIS 105	3
COMM 101	3
ENGL 101	3
Social/Behavioral Science Core Elective**	3

Spring Semester I

ACCT 150	2
ACCT 151	2
ACCT 160	2
ACCT 161	2
ENGL 106	3
Humanities/Arts Core Elective*	3
Math/Science Core Elective***	3 or 4

Fall Semester II

ACCT 201	4
ACCT 215	3
BUSI 209	3
MGMT 201	3
MKTG 201	3

Spring Semester II

ACCT 203	4
ACCT 204	3
ACCT 275 or BUSI 291	3
BUSI 290 or 291	3
ECON 201	3
Wellness Elective	1

General Business Concentration**Fall Semester I**

BUSI 101	3
CIS 105	3
COMM 101	3
ENGL 101	3
Social/Behavioral Science Core Elective**	3

Spring Semester I

ACCT 150	2
ACCT 160	2
ENGL 106	3
Humanities/Arts Core Elective*	3
MGMT 201	3
Math/Science Core Elective***	3 or 4

Fall Semester II

BUSI 209	3
CIS 135	3
MKTG 201	3
Program Electives****	6

Spring Semester II

BUSI 290 or 291	3
ECON 201	3
Program Electives****	9
Wellness Elective	1

Management Concentration**Fall Semester I**

BUSI 101	3
CIS 105	3
COMM 101	3
ENGL 101	3
Social/Behavioral Science Core Elective**	3

Spring Semester I

ACCT 150	2
ACCT 160	2
ENGL 106	3
Humanities/Arts Core Elective*	3
MGMT 201	3
Math/Science Core Elective***	3 or 4

Fall Semester II

BUSI 209	3
CIS 135	3
MGMT 203	3
MGMT 227	3
MKTG 201	3

Spring Semester II

BUSI 290 or 291	3
ECON 201	3
MGMT 204	3
Program Electives*****	6
Wellness Elective	1

Marketing Concentration**Fall Semester I**

BUSI 101	3
CIS 105	3
COMM 101	3
ENGL 101	3
Social/Behavioral Science Core Elective**	3

Spring Semester I

ACCT 150	2
ACCT 160	2
ENGL 106	3
Humanities/Arts Core Elective*	3
MKTG 201	3
Math/Science Core Elective***	3 or 4

Fall Semester II

BUSI 209	3
CIS 135	3
MKTG 218	3
MKTG 235	3
MGMT 201	3

Spring Semester II

BUSI 290 or 291	3
ECON 201	3
MKTG 212	3
Program Electives*****	6
Wellness Elective	1

RECOMMENDED SEQUENCE FOR PART-TIME STUDENTS

Accounting Concentration

Fall Semester I		Spring Semester I		Fall Semester II		Spring Semester II		Fall Semester III	
BUSI 101	3	CIS 105	3	ACCT 150	2	ACCT 160	2	ACCT 201	4
ENGL 101	3	ENGL 106	3	ACCT 151	2	ACCT 161	2	MKTG 201	3
				COMM 101	3	MGMT 201	3	Social/Behavioral Science Core Elective**	3
Spring Semester III		Fall Semester IV		Spring Semester IV		Fall Semester V			
ACCT 215	3	ACCT 203	4	ACCT 204	3	BUSI 290 or 291	3		
Math/Science Core Elective***	3 or 4	BUSI 209	3	Humanities/Arts Core Elective*	3	ECON 201	3		
		Wellness Elective	1						

General Business Concentration

Fall Semester I		Spring Semester I		Fall Semester II		Spring Semester II		Fall Semester III	
BUSI 101	3	CIS 105	3	COMM 101	3	ACCT 150	2	Program Elective****	3
ENGL 101	3	ENGL 106	3	MGMT 201	3	ACCT 160	2	Social/Behavioral Science Core Elective**	3
						MKTG 201	3		
Spring Semester III		Fall Semester IV		Spring Semester IV		Fall Semester V			
Program Elective****	3	BUSI 209	3	CIS 135	3	BUSI 290 or 291	3		
Math/Science Core Elective***	3 or 4	Program Electives****	6	Humanities/Arts Core Elective*	3	ECON 201	3		
Wellness Elective	1			Program Elective****	3				

Management Concentration

Fall Semester I		Spring Semester I		Fall Semester II		Spring Semester II		Fall Semester III	
BUSI 101	3	CIS 105	3	COMM 101	3	ACCT 150	2	MGMT 203	3
ENGL 101	3	ENGL 106	3	MGMT 201	3	ACCT 160	2	Social/Behavioral Science Core Elective**	3
						MKTG 201	3		
Spring Semester III		Fall Semester IV		Spring Semester IV		Fall Semester V			
MGMT 204	3	BUSI 209	3	CIS 135	3	BUSI 290 or 291	3		
Math/Science Core Elective***	3 or 4	MGMT 227	3	Humanities/Arts Core Elective*	3	ECON 201	3		
Wellness Elective	1	Program Elective*****	3	Program Elective*****	3				

Marketing Concentration

Fall Semester I		Spring Semester I		Fall Semester II		Spring Semester II		Fall Semester III	
BUSI 101	3	CIS 105	3	COMM 101	3	ACCT 150	2	MKTG 212	3
ENGL 101	3	ENGL 106	3	MKTG 201	3	ACCT 160	2	Social/Behavioral Science Core Elective**	3
						MGMT 201	3		
Spring Semester III		Fall Semester IV		Spring Semester IV		Fall Semester V			
MKTG 218	3	BUSI 209	3	CIS 135	3	BUSI 290 or 291	3		
Math/Science Core Elective***	3 or 4	MKTG 235	3	Humanities/Arts Core Elective*	3	ECON 201	3		
Wellness Elective	1	Program Elective*****	3	Program Elective*****	3				