# Business Management (10-102-3)
## Associate of Applied Science
**Effective 2024/2025**

*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.).*

**E-D = Elkhorn/days, K-E = Kenosha/evenings, 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 | R-D | O |
|---|---|---|---|---|---|---|---|---|
| 1 | 890-155 | 1 | 📍 Gateway to Success (G2S) | | F | F | F | F/S/SU |
| 1 | *102-137 | 3 | 🎓 Intro to Business[2] | | F | F | F | F/S/SU |
| 1 | *104-101 | 3 | 🎓 Marketing Principles[2] | | F | F | F | F/S/SU |
| 1 | 804-135 | 3 | Quantitative Reasoning[1,2] | Prereq: 834-109 | F | F | F | F/S/SU |
| 2 | *104-104 | 3 | Selling Principles | | S | S | S | F/S/SU |
| 2 | 801-136 | 3 | English Composition 1[1,2] | Prereq: 831-103 OR 851-757 | S | S | S | F/F/SU |
| 2 | 809-172 | 3 | Diversity Studies, Introduction to[1,2] | Prereq: 838-105 OR 851-757 | S | S | S | F/S/SU |
| 3 | 809-195 OR 809-143 | 3 | Economics[1,2] OR Microeconomics[1,2] | Prereq: 838-105 OR 851-757 | SU | SU | SU | F/S/SU |
| 3 | 801-198 OR 801-196 | 3 | Speech[2] OR Oral/Interpersonal Communication | | SU | SU | SU | F/S/SU |
| 4 | *101-114 OR *101-112 | 4 / 3 | Accounting Principles[2] OR Accounting for Business | | F | F | F | F/S/SU |
| 4 | *103-143 | 3 | Computers for Professionals[2] | | F | F | F | F/S/SU |
| 4 | *105-106 OR *801-197 | 3 | Business Communications OR Technical Reporting | Prereq: 801-136 / Prereq: 801-136 | F | F | F | F/S/SU |
| 5 | *102-160 | 3 | Business Law[2] | | S | S | S | F/S/SU |
| 5 | *104-105 | 3 | Promotion Principles | | S | S | S | F/S/SU |
| 5 | *102-121 | 3 | Credit Management | Prereq: 804-135; 801-136 | S | S | S | F/S/SU |
| 6 | *102-186 OR *806-112 | 3 | Business Management Internship OR Principles of Sustainability[1] | Prereq: Instructor Consent / Prereq: 838-105 OR 851-757 | SU | SU | SU | F/S/SU |
| 6 | 809-198 | 3 | Psychology, Introduction to[1,2] | Prereq: 838-105 OR 851-757 | SU | SU | SU | F/S/SU |
| 7 | *196-190 OR *809-166 | 3 | Leadership Development[1,2] OR Ethics Theory & Applications, Intro | Prereq: 838-105 OR 851-757 | F | F | F | F/S/SU |
| 7 | *196-191 | 3 | Supervision | | 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 | 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 | F/S/SU |

**Minimum Program Total Credits Required: 62**

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 62 credits with a cumulative GPA 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)
11520 West 119th Street
Overland Park, KS 66213
Phone: (913) 339-9356
www.acbsp.org