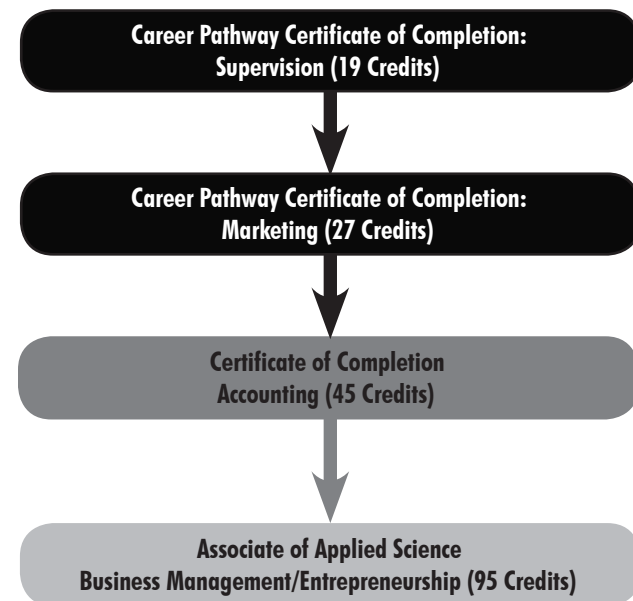


## ASSOCIATE OF APPLIED SCIENCE BUSINESS MANAGEMENT/ENTREPRENEURSHIP



Prepare yourself for your future in business. This two-year degree exposes students to all aspects of operating a small business with a focus on entrepreneurship. The



program would also prepare students for positions such as management trainee, first-line supervisor, buyers and purchasing agents, sales managers, and higher levels of management for either profit or nonprofit organizations. Focus is placed on entrepreneurship for those interested in starting/operating a business or applying this managerial approach in a medium to large organization.

Employment in this field is expected to remain steady. Prospects are very good for those who want to own and manage a business, especially if they have determination, talent and a unique service or product.

Many students will decide to begin this program by first earning a Business Management/Entrepreneurship: Career Pathway Certificate of Completion: in Supervision or Marketing or with a Business Management/Entrepreneurship: Certificate of Completion Accounting. These Career Pathway Certificates of Completion and the Certificate of Completion degree can typically be completed in one year.

Students who intend to transfer to a four-year institution with the goal of completing a bachelor's degree in business should consider completing the AS/OT-Business degree and consult with business program faculty.

### PROGRAM STUDENT LEARNING OUTCOMES

Upon successful completion of this program the student will be able to:

- Demonstrate appropriate and effective communication skills including both verbal and written.
- Operate as a team member and/or leader using effective communication strategies.
- Demonstrate proficiency in microcomputer applications within the management and operating needs of the small business environment.
- Analyze financial statements, recognize potential problem areas, and suggest appropriate actions to alleviate or eliminate problems.
- Develop an effective business plan.
- Identify entrepreneurial potential.

### GRADUATION REQUIREMENTS

Students must complete a minimum of 95 credit hours with a minimum Grade Point Average (GPA) of 2.0 (C) average or better. All courses must be passed with a grade of 'C' or better. Thirty (30) of the last 45 credits must be earned at Southwestern before the Associate of Applied Science Business Management/Entrepreneurship is awarded.

Complete the graduation application process one term prior to the term of completion (i.e., spring term graduates must apply during winter term).

## ASSOCIATE OF APPLIED SCIENCE BUSINESS MANAGEMENT/ENTREPRENEURSHIP

<b>FALL = 14 CREDITS</b>	<b>BA101 (4)</b> Introduction to Business	<b>BA150 (3)</b> Introduction to Entrepreneurship	<b>CIS120 (4)</b> Concepts of Computing	<b>WR115 (3)</b> Introduction to Expository Writing (or higher)	
<b>WINTER = 17 CREDITS</b>	<b>BA285 (3)</b> Human Relations in Organizations	<b>AC2764 (4)</b> Small Business Accounting <sup>1</sup>	<b>CIS125S (3)</b> Spreadsheet Applications	<b>MTH94 (4)</b> Intermediate Algebra I (or higher)	<b>(3)</b> Specific Elective <sup>2</sup>
<b>SPRING = 16 CREDITS</b>	<b>BA156 (3)</b> Essentials of Economics <sup>3</sup>	<b>BA213 (4)</b> Principles of Accounting III	<b>BA206 (3)</b> Management Fundamentals	<b>BA223 (3)</b> Principles of Marketing	<b>(3)</b> Specific Elective <sup>2</sup>

### 47 CREDITS = FIRST YEAR TOTAL REQUIREMENTS

<b>FALL = 16 CREDITS</b>	<b>BA230 (4)</b> Business Law	<b>BA239 (3)</b> Advertising	<b>BA238 (3)</b> Sales	<b>BA250 (3)</b> Small Business Management	<b>PE231 (3)</b> Wellness for Life <sup>4</sup>
<b>WINTER = 16 CREDITS</b>	<b>BA222 (3)</b> Finance	<b>CIS245 (3)</b> Project Management	<b>BA205 (4)</b> Solving Business Problems with Technology	<b>SP218 (3)</b> Small Group Discussion <sup>5</sup>	<b>(3)</b> Specific Elective <sup>2</sup>
<b>SPRING = 16 CREDITS</b>	<b>BA292 (4)</b> Capstone Project	<b>BA277 (3)</b> Business Ethics	<b>BA224 (3)</b> Human Resource Management	<b>BA280 (3)</b> Cooperative Work Experience	<b>(3)</b> Specific Elective <sup>2</sup>

### 48 CREDITS = SECOND YEAR TOTAL REQUIREMENTS

### 95 CREDITS = TOTAL PROGRAM REQUIREMENTS

#### PROGRAM NOTES

<sup>1</sup>BA211 and BA212 may be substituted for AC2764.

<sup>2</sup>Business Management/Entrepreneurship Specific Electives: Any CS/CIS course not required for the degree including CIS184; OAI16; Any BA/AC courses not required for degree; WR214; CRT2015.

<sup>3</sup>Four credits of ECON201 or ECON202 may be substituted for BA156.

<sup>4</sup>Students may choose PE231 Wellness for Life, HE250 or (3) credits of PE185 to meet the Physical Education/Health requirement.

<sup>5</sup>SP111, SP112, SP218 may be substituted for SP219.