











## Marketing Concentration (9227)

### Associate of Applied Business Degree

This concentration prepares students for management or leadership roles in the field of marketing. It enables students to select from a number of relevant courses including advertising, sales, research, and marketing technology.

**NOTE:** Students planning to transfer to a four-year college are encouraged to take ENGL 1120 English Composition II in addition to the following requirements.


Course	Title	Credit Hours
<b>First Semester</b>		
ACCT 1100	Introduction to Financial Accounting	4
BUSM 1300	Introduction to Business	3
COMM 1000	Effective Public Speaking	3
ENGL 1110 or ENGL 1111	English Composition I (A) <sup>1</sup> or English Composition I (B)	3
FYEX 1000	First Year Experience	1
ITIS 1000 or ITIS 1005	Basic Computer Skills <sup>2</sup> or Computer Essentials	1
MATH 1040	Applied Business Mathematics <sup>3</sup>	2
<b>Credit Hours</b>		<b>17</b>
<b>Second Semester</b>		
BUSM 1330	Business Ethics	3
BUSM 2000	Principles of Management 	3
BUSM 2500	Principles of Marketing 	3
ECON 2600	Principles of Microeconomics	3
MATH 1050	Mathematics of Finance <sup>3</sup>	2
<b>Credit Hours</b>		<b>14</b>
<b>Third Semester</b>		
BUSM 1400	Professional Personal Selling 	3
BUSM 1700	Principles of E-Business 	3
BUSM 2100	Business Law I 	3
BUSM 2400	Business Communication	3
BUSM 2530	Advertising 	3
Select course(s) from the Business Electives List 		3
<b>Credit Hours</b>		<b>18</b>
<b>Fourth Semester</b>		
ACCT 1270 or ACCT 1200	Financial Analysis Using Spreadsheets  <sup>4</sup> or Introduction to Managerial Accounting	3
BUSM 2700	Management Philosophy and Practice 	3
Select course(s) from the Arts and Humanities Electives list		3
Select course(s) from the Business Electives List 		3
<b>Credit Hours</b>		<b>12</b>
<b>Total Credit Hours</b>		<b>61</b>

<sup>1</sup> English course selection is based on placement test results (ENGL 1111 English Composition I (B) is 4 credits, only 3 credits apply to the degree).

<sup>2</sup> Students may substitute ITIS 1005 Computer Essentials. This 3 credit course may be required for students transferring to a four-year college.

<sup>3</sup> Students planning to transfer to a four-year college should take a sequence of math as advised by their counselor

<sup>4</sup> Students planning to transfer to a four-year college should take a sequence of accounting courses as advised by their counselor.

-  This course is designated as a technical course in the program. Students must earn a "C" grade or higher in the course to fulfill the college's graduation requirements policy.

## Electives

Course	Title	Credit Hours
<b>Technical Electives</b>		
BUSM 2520	Marketing of Services	3
BUSM 2550	Direct and Internet Marketing	3
BUSM 2570	Principles of Supply Chain Management	3
<b>Arts and Humanities Electives</b>		
ARTS 1120	Art Appreciation	3
ARTS 2220	Survey of Art I	3
ARTS 2230	Survey of Art II	3
ENGL 2250	Survey of American Literature I	3
ENGL 2260	Survey of American Literature II	3
ENGL 2280	Survey of British Literature I	3
ENGL 2290	Survey of British Literature II	3
HUMX 1100	Introduction to Humanities	3
MUSC 1200	Music Appreciation	3
MUSC 1215	World Music	3
MUSC 1800	Popular Music: Rock, Jazz, Country, and Hip-Hop	3
MUSC 2200	Music History and Literature I	3
MUSC 2250	Music History and Literature II	3
PHIL 1500	Introduction to Philosophy	3
PHIL 2000	Comparative Religion	3
PHOT 1000	History of Photography	3