

Central Texas College District
Associate of Applied Science in Business Management (Marketing and Sales Management) (AAS-BUMSM)

SOCAD Network: Marketing/Retailing

All Sites: Distance Learning, Fort Hood, TX; Fort Lee, VA; Fort Leonard Wood, MO; Fort Polk, LA;
 Fort Richardson, AK; Fort Stewart/Hunter AAF, Fort Wainwright, AK; Pope AFB, NC; Texas ARNG

Degree Objective- Prepares graduates for entrepreneurial and/or general management positions with marketing and sales management emphasis. The degree plan comprises 69 semester credit hours, of which 52 are in business management, marketing, selling, accounting, law, and related subjects. Credit may be awarded for military and civilian education and work experience. This degree may be appropriate for transfer into a bachelor-level degree program.					POINT OF CONTACT Denise Hazlett, Director of Evaluations P.O. Box 1800, Killeen, TX 76540 (254) 526-1394 or (800) 792-3348, ext. 1394 (254) 526-1481 ctc.socad@ctcd.edu www.ctcd.edu						
Academic Residency- 17 semester hours											
DEGREE REQUIREMENTS					SOC CAT.	HOME COLLEGE	ARMY SCHOOL	ARMY MOS	TESTS	CERT/LIC	DIST LRNG See Note 2
General Education					14-16 SH						
English					3 SH						
ENGL	1301	Composition I	3	EN024A	X				X		X
Speech					3 SH						
SPCH	1315	Public Speaking	3	CM001A	X				X		X
SPCH	1321	Business and Professional Communications	3		X						X
Humanities/Fine Arts					3-4 SH						
ANTH	2301	Physical Anthropology	3		X						X
ANTH	2302	Introduction to Archeology	3		X						X
ANTH	2346	General Anthropology	3	AN001A	X				X		X
ANTH	2351	Cultural Anthropology	3	AN002A	X						X
ARAB	1311	Beginning Arabic I	3		X	X			X		X
ARAB	1312	Beginning Arabic II	3		X	X			X		X
ARAB	1411	Beginning Arabic I	4		X	X			X		X
ARAB	1412	Beginning Arabic II	4		X	X			X		X
ARAB	2311	Intermediate Arabic I	3		X	X			X		X
ARAB	2312	Intermediate Arabic II	3		X	X			X		X
ARTS	1303	Art History I	3		X						X
ARTS	1304	Art History II	3		X						X
ARTS	1311	Design I	3		X						
ARTS	1312	Design II	3		X						
ARTS	1316	Drawing I	3		X						
ARTS	1317	Drawing II	3		X						
ARTS	2311	Design III	3		X						
ARTS	2313	Design Communications I	3		X						
ARTS	2314	Design Communications II	3		X						
ARTS	2316	Painting I	3		X						
ARTS	2317	Painting II	3		X						
ARTS	2323	Life Drawing I	3		X						
ARTS	2326	Sculpture I	3		X						
ARTS	2341	Art Metals I	3		X						
ARTS	2342	Art Metals II	3		X						
ARTS	2346	Ceramics I	3		X						
ARTS	2347	Ceramics II	3		X						
ARTS	2356	Photography I	3		X	X					
ARTS	2357	Photography II	3		X						
ARTS	2366	Watercolor I	3		X						
CHIN	1311	Beginning Chinese I	3		X	X			X		X
CHIN	1312	Beginning Chinese II	3		X	X			X		X
CHIN	1411	Beginning Chinese I	4		X	X			X		X
CHIN	1412	Beginning Chinese II	4		X	X			X		X
CHIN	2311	Intermediate Chinese I	3		X	X			X		X
CHIN	2312	Intermediate Chinese II	3		X	X			X		X
CZEC	1311	Beginning Czech I	3		X	X			X		X
CZEC	1312	Beginning Czech II	3		X	X			X		X
DRAM	1310	Introduction to Theater	3		X						
DRAM	1320	Theater Practicum I	3		X						
DRAM	1321	Theater Practicum II	3		X						
DRAM	1330	Stagecraft I	3		X						
DRAM	1351	Acting I	3		X						
DRAM	1352	Acting II	3		X						
DRAM	2336	Voice for the Theater	3		X						
DRAM	2366	Development of the Motion Picture I	3		X						

DRAM	2367	Development of the Motion Picture II	3		X					
ENGL	2322	British Literature I	3		X			X		X
ENGL	2323	British Literature II	3		X			X		X
ENGL	2327	American Literature I	3		X			X		X
ENGL	2328	American Literature II	3		X			X		X
ENGL	2332	World Literature I	3		X					X
ENGL	2333	World Literature II	3		X					X
FREN	1411	Beginning French I	4		X	X		X		X
FREN	1412	Beginning French II	4		X	X		X		X
FREN	2311	Intermediate French I	3		X	X		X		X
FREN	2312	Intermediate French II	3		X	X		X		X
GERM	1411	Beginning German I	4		X	X		X		X
GERM	1412	Beginning German II	4		X	X		X		X
GERM	2311	Intermediate German I	3		X	X		X		X
GERM	2312	Intermediate German II	3		X	X		X		X
HIND	1411	Beginning Hindi I	4		X	X		X		X
HIND	1412	Beginning Hindi II	4		X	X		X		X
HIND	2311	Intermediate Hindi I	3		X	X		X		X
HIND	2312	Intermediate Hindi II	3		X	X		X		X
HIST	2311	Western Civilization I	3	HI301A	X			X		X
HIST	2312	Western Civilization II	3		X			X		X
HIST	2381	African-American History	3		X					X
HUMA	1315	Fine Arts Appreciation	3		X			X		X
INDO	1411	Beginning Indonesian I	4		X	X		X		X
INDO	1412	Beginning Indonesian II	4		X	X		X		X
INDO	2311	Intermediate Indonesian I	3		X	X		X		X
INDO	2312	Intermediate Indonesian II	3		X	X		X		X
ITAL	1311	Beginning Italian I	3		X	X		X		X
ITAL	1312	Beginning Italian II	3		X	X		X		X
ITAL	2311	Intermediate Italian I	3		X	X		X		X
ITAL	2312	Intermediate Italian II	3		X	X		X		X
JAPN	1311	Beginning Japanese I	3		X	X		X		X
JAPN	1312	Beginning Japanese II	3		X	X		X		X
JAPN	1411	Beginning Japanese I	4		X	X		X		X
JAPN	1412	Beginning Japanese II	4		X	X		X		X
JAPN	2311	Intermediate Japanese I	3		X	X		X		X
JAPN	2312	Intermediate Japanese II	3		X	X		X		X
KORE	1311	Beginning Korean I	3		X	X		X		X
KORE	1312	Beginning Korean II	3		X	X		X		X
KORE	1411	Beginning Korean I	4		X	X		X		X
KORE	1412	Beginning Korean II	4		X	X		X		X
KORE	2311	Intermediate Korean I	3		X	X		X		X
KORE	2312	Intermediate Korean II	3		X	X		X		X
MUSI	1116	Sight Singing and Ear Training I	1		X	X	X			
MUSI	1117	Sight Singing and Ear Training II	1		X	X				
MUSI	1181	Class Piano I	1		X			X		
MUSI	1183	Class Voice I	1		X					
MUSI	1188	Percussion Class I	1		X					
MUSI	1192	Class Guitar I	1		X			X		
MUSI	1301	Fundamentals of Music I	3		X	X	X			
MUSI	1304	Foundations of Music	3		X			X		
MUSI	1306	Music Appreciation	3		X					X
MUSI	1307	Music Literature	3		X					X
MUSI	1311	Music Theory I	3		X	X	X			
MUSI	1312	Music Theory II	3		X	X				
MUSI	1390	Electronic Music	3		X					
MUSI	2311	Music Theory III	3		X					
MUSI	2312	Music Theory IV	3		X					
PASH	1411	Beginning Pashtu I	4		X	X		X		X
PASH	1412	Beginning Pashtu II	4		X	X		X		X
PASH	2311	Intermediate Pashtu I	3		X	X		X		X
PASH	2312	Intermediate Pashtu II	3		X	X		X		X
PERS	1411	Beginning Persian-Iranian/Afghan I	4		X	X		X		X
PERS	1412	Beginning Persian-Iranian/Afghan II	4		X	X		X		X
PERS	2311	Intermediate Persian-Iranian/Afghan I	3		X	X		X		X
PERS	2312	Intermediate Persian-Iranian/Afghan II	3		X	X		X		X
PHIL	1301	Introduction to Philosophy	3	PL079A	X					X
PHIL	1304	Introduction to World Religions	3		X			X		X
PHIL	1316	History of Religions I	3		X					X
PHIL	1317	History of Religions II	3		X					X

PHIL	2303	Introduction to Logic	3		X					X
PHIL	2306	Introduction to Ethics	3	PL081A	X					X
PHIL	2307	Introduction to Social and Political Philosophy	3		X					X
PORT	1411	Beginning Portuguese I	4		X	X		X		X
PORT	1412	Beginning Portuguese II	4		X	X		X		X
PORT	2311	Intermediate Portuguese I	3		X	X		X		X
PORT	2312	Intermediate Portuguese II	3		X	X		X		X
PUNJ	1411	Beginning Punjabi I	4		X	X		X		X
PUNJ	1412	Beginning Punjabi II	4		X	X		X		X
PUNJ	2311	Intermediate Punjabi I	3		X	X		X		X
PUNJ	2312	Intermediate Punjabi II	3		X	X		X		X
RUSS	1411	Beginning Russian I	4		X	X		X		X
RUSS	1412	Beginning Russian II	4		X	X		X		X
RUSS	2311	Intermediate Russian I	3		X	X		X		X
RUSS	2312	Intermediate Russian II	3		X	X		X		X
SPAN	1411	Beginning Spanish I	4		X	X		X		X
SPAN	1412	Beginning Spanish II	4		X	X		X		X
SPAN	2311	Intermediate Spanish I	3		X	X		X		X
SPAN	2312	Intermediate Spanish II	3		X	X		X		X
SPCH	2341	Oral Interpretation	3		X					X
TURK	1411	Beginning Turkish I	4		X	X		X		X
TURK	1412	Beginning Turkish II	4		X	X		X		X
TURK	2311	Intermediate Turkish I	3		X	X		X		X
TURK	2312	Intermediate Turkish II	3		X	X		X		X
URDU	1411	Beginning Urdu I	4		X	X		X		X
URDU	1412	Beginning Urdu II	4		X	X		X		X
URDU	2311	Intermediate Urdu I	3		X	X		X		X
URDU	2312	Intermediate Urdu II	3		X	X		X		X
		Humanities/Fine Arts Elective						X		X
Mathematics			3-4 SH							
MATH	1314	College Algebra	3	MH048A	X			X		X
MATH	1316	Plane Trigonometry	3	MH049A	X			X		X
MATH	1324	Mathematics for Business and Social Sciences I (Finite Mathematics)	3		X					X
MATH	1325	Mathematics for Business and Social Sciences II (Business Calculus)	3	MH072A	X					X
MATH	1332	Contemporary Mathematics I	3	MH051A	X			X		X
MATH	1342	Elementary Statistical Methods	3	MH053A	X			X		X
MATH	1350	Fundamentals of Mathematics I	3		X					X
MATH	1351	Fundamentals of Mathematics II	3		X					X
MATH	1414	College Algebra	4	MH048A	X			X		X
MATH	2318	Linear Algebra	3		X					X
MATH	2412	Precalculus Math	4		X					X
MATH	2413	Calculus I	4	MH055A	X			X		X
MATH	2414	Calculus II	4	MH056A	X			X		X
MATH	2415	Calculus III	4		X					X
Physical Education			2 SH							
KINE	ELEC	Kinesiology Elective	1		X	X	X	X	X	X
		Physical Education Elective			X	X	X		X	
Major Requirements			40-42 SH							
ACCT	2301	Principles of Financial Accounting	3	AC101A	X			X		X
ACCT	2302	Principles of Managerial Accounting	3	AC107A	X			X		X
BMGT	1325	Office Management	3	OF002A	X	X	X			X
BUSI	1301	Business Principles	3	BU101A	X			X		X
HRPO	1311	Human Relations	3	BU102A	X	X	X	X		X
MRKG	1302	Principles of Retailing	3	BU321A	X	X	X	X		X
MRKG	1311	Principles of Marketing	3	BU301A	X	X	X	X		X
BCIS	1405	Business Computer Applications	OR	4		X				X
ITSC	1409	Integrated Software Applications	4	OF033A	X	X				X
BMGT	2370	Management Applications I	AND	3		X				
BMGT	2371	Management Applications II	OR	3		X				
BMGT	2488	Internship-Business Administration and Management, General	AND	4	MG124A	X	X			X
BMGT	2489	Internship-Business Administration and Management, General	OR	4	MG124A	X	X			X
RELE	2488	Internship - Real Estate	AND	4		X				
RELE	2489	Internship - Real Estate		4		X				
BUSG	2305	Business Law/Contracts	OR	3		X		X		X
BUSI	2301	Business Law		3	BU121A	X				X
MRKG	2333	Principles of Selling		3	BU324A	X				X
ECON	2301	Principles of Macroeconomics	OR	3	EC201A	X		X		X

ECON	2302	Principles of Microeconomics	3	EC301A	X			X		X
Major-Related Electives (A maximum of 4 SH in ITSC or IMED may be taken)			12-13 SH							
BMGT	1177	Critical and Creative Thinking	1		X					X
BMGT	1301	Supervision	3		X	X	X	X		X
BMGT	1327	Principles of Management	3	MG101A	X	X	X	X		X
BUSG	1315	Small Business Operations	3		X					X
BUSG	1370	Small Business Accounting	3		X					X
BUSG	1371	Entrepreneurship and Business Plan Development	3		X					X
BUSG	1372	Financial Management of Personal Accounts	3	BU211A	X					X
BUSG	2309	Small Business Management	3	MG104A	X					X
HRPO	2301	Human Resource Management	3		X	X	X			X
IMED	1416	Web Design I	4	CS401A	X					X
IMED	2409	Internet Commerce	4	BU322A	X					X
ITSC	1301	Introduction to Computers	3		X	X	X	X	X	X
ITSC	1405	Introduction to PC Operating Systems	4	CS104A	X	X			X	X
ITSC	2439	Personal Computer Help Desk Support	4		X					X
ITSC	2486	Internship-Computer and Information Sciences, General	4	CS153A	X					
RELE	1303	Real Estate Appraisal	3		X					
RELE	1311	Law of Contracts	3		X					
RELE	1315	Property Management	3		X					
RELE	1325	Real Estate Mathematics	3		X					
RELE	1406	Real Estate Principles	4	BU106A	X					
RELE	2301	Law of Agency	3		X					
		Management-Related Elective	3							
Free Electives*			0-3 SH							
CDEC	1317	Child Development Associate Training I	3		X					X
CDEC	1391	Special Topics in Family Life and Relations Studies	3		X					X
CDEC	1393	Special Topics in Early Childhood Education and Teaching	3		X					X
CDEC	2322	Child Development Associate Training II	3		X					X
CDEC	2324	Child Development Associate Training III	3		X					X
		Free Elective			X	X	X			
Total Credits			69 SH							

- Notes:**
- 1) An "X" in a column indicates that the Institution guarantees to accept credit from the source shown for at least part of the requirement.
 - 2) This column indicates whether a school accepts transfer credit for courses taken through distance learning. It does not mean that the school offers the course through distance learning.
 - 3) A course may be used toward one requirement only.
 - 4) Only lower-level courses are accepted in transfer unless a CTC equivalent course is listed in the appropriate SOC transfer guarantee.
- *If the student takes more than 14 SH in general education, the number of hours required in free electives is reduced accordingly to meet the minimum 69 semester hours required for the degree. For example, if the student takes 16 SH in general education, the student takes 1 SH elective. The student may also use credit awarded for MOS or military service school.

Date effective:	1-Jan-12
Term effective:	T450