

Central Texas College District
Certificate of Completion in Business Management (Marketing and Sales Management) (CC-BUMSM)

All Sites: Distance Learning. Fort Hood, TX

<p>Degree Objective- Prepares graduates in entry-level marketing and sales positions. Certificate plan comprises 25 semester credit hours in business, salesmanship, marketing, and technology applications. This certificate program is appropriate for progression to an Associate of Applied Science degree program, and may be appropriate for transfer into a technical-related bachelor-level degree program.</p> <p>Academic Residency - 6 semester hours</p>	<p>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</p>
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DEGREE REQUIREMENTS				SOC CAT.	HOME COLLEGE	ARMY SCHOOL	ARMY MOS	TESTS	CERT/ LIC	DIST LRNG See Note 2
Core Requirements				19-20 SH						
BCIS 1405	Business Computer Applications	OR	4		X					X
ITSC 1409	Integrated Software Applications		4		X	X				X
BMGT 2370	Management Applications I	OR	3		X					
BMGT 2488	Internship-Business Administration and Management, General	OR	4		X	X	X			X
RELE 2488	Internship-Real Estate		4		X					X
BUSI 1301	Business Principles		3		X			X		X
BUSI 1311	Salesmanship	OR	3		X					X
MRKG 2333	Principles of Selling		3		X					X
HRPO 1311	Human Relations		3		X	X	X	X		X
MRKG 1311	Principles of Marketing		3		X	X	X	X		X
Core-Related Electives				6-8 SH						
BMGT 1177	Critical and Creative Thinking		1		X					X
BMGT 1301	Supervision		3		X	X	X	X		X
BMGT 1325	Office Management		3		X	X	X	X		X
BMGT 1327	Principles of Management		3		X	X	X	X		X
BMGT 2371	Management Applications II	OR	3		X					
BMGT 2489	Internship-Business Administration and Management, General	OR	4		X	X	X			X
RELE 2489	Internship-Real Estate		4		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	Personal Finance		3		X					X
BUSG 2305	Business Law/Contracts	OR	3		X			X		X
BUSI 2301	Business Law		3		X					X
BUSG 2309	Small Business Management		3		X					X
HRPO 2301	Human Resources Management		3		X	X	X	X		X
RELE 1303	Real Estate Appraisal		3		X					X
RELE 1315	Property Management		3		X					X
RELE 1325	Real Estate Mathematics		3		X					X
RELE 1406	Real Estate Principles		4		X					X
RELE 2301	Law of Agency		3		X					X
Total Credits *				25 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) Only lower-level courses are accepted in transfer unless a CTC equivalent course is listed in the appropriate SOC transfer guarantee.

*Please note: A student taking 8 SH in the core-related electives area will need an ESO override in order to receive TA when exceeding the 25 SH total credits.

Date Effective: 1-Jul-09