

**Central Texas College District**

**Associate of Applied Science in Business Management - Marketing & Sales Management Spec (AAS-BUMS5) (AAS-BUMSM)**

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

<p><b>Degree Objective-</b> Prepares graduates for entrepreneurial and/or general management positions with marketing and sales management emphasis. The degree plan comprises 60 semester credit hours, of which 45 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.</p>	<p><b>POINT OF CONTACT</b> Debbie Hansen, Director of Evaluations &amp; Graduation P.O. Box 1800, Killeen, TX 76540 (254) 526-1394 or (800) 792-3348, ext. 1394 (254) 526-1481 FAX debbie.hansen@ctcd.edu www.ctcd.edu</p>
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**Academic Residency-** 15 semester hours

DEGREE REQUIREMENTS				HOME COLLEGE	ARMY SCHOOL	ARMY MOS	TESTS	CERT/ LIC	DIST LRNG See Note 2
<b>General Education</b>				<b>12-13 SH</b>					
<b>English</b>				<b>3 SH</b>					
ENGL	1301	Composition I		3	X		X		X
<b>Speech</b>				<b>3 SH</b>					
SPCH	1315	Public Speaking		3	X		X		X
SPCH	1318	Interpersonal Communications		3	X				
SPCH	1321	Business and Professional Communications		3	X				X
<b>Humanities/Fine Arts</b>				<b>3 SH</b>					
ANTH	2351	Cultural Anthropology		3	X				X
ARTS	1303	Art History I		3	X				X
ARTS	1304	Art History II		3	X				X
DRAM	1310	Theater Appreciation		3	X				
DRAM	2361	History of Theatre I		3	X				
DRAM	2362	History of Theatre II		3	X				
DRAM	2366	Film Appreciation		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
HUMA	1315	Fine Arts Appreciation		3	X		X		X
MUSI	1306	Music Appreciation		3	X				X
MUSI	1307	Music Literature		3	X				X
PHIL	1301	Introduction to Philosophy		3	X				X
PHIL	1304	Introduction to World Religions		3	X		X		X
PHIL	2306	Introduction to Ethics		3	X				X
PHIL	2307	Introduction to Social and Political Philosophy		3	X				X
PHIL	2321	Philosophy of Religion		3	X				
<b>Mathematics</b>				<b>3-4 SH</b>					
MATH	1314	College Algebra		3	X		X		X
MATH	1332	Contemporary Mathematics (Quantitative Reasoning)		3	X		X		X
MATH	1342	Elementary Statistical Methods		3	X		X		X
MATH	1414	College Algebra		4	X				
<b>Major Requirements</b>				<b>39-41 SH</b>					
ACCT	2301	Principles of Financial Accounting	OR	3	X		X		X
ACNT	1303	Introduction to Accounting I		3					
ACCT	2302	Principles of Managerial Accounting	OR	3	X		X		X
ACNT	1304	Introduction to Accounting II		3					
BCIS	1305	Business Computer Applications	OR	3	X				X
ITSC	1309	Integrated Software Applications I		3	X	X			X
BMGT	1325	Office Management		3	X	X	X		X
BUSG	2305	Business Law/Contracts	OR	3	X		X		X
BUSI	2301	Business Law		3	X				X
BUSI	1301	Business Principles		3	X		X		X
ECON	2301	Principles of Macroeconomics	OR	3	X				
ECON	2302	Principles of Microeconomics		3	X				
HRPO	1311	Human Relations		3	X	X	X	X	X
MRKG	1302	Principles of Retailing		3	X	X	X	X	X
MRKG	1311	Principles of Marketing		3	X	X	X	X	X
MRKG	2333	Principles of Selling		3	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	X	X			X
BMGT	2489	Internship-Business Administration and Management, General	OR	4	X	X			X
RELE	2488	Internship - Real Estate	AND	4	X				
RELE	2489	Internship - Real Estate		4	X				
<b>Major-Related Electives</b>				<b>6-7 SH</b>					
ACNT	1311	Introduction to Computerized Accounting		3	X				
ACNT	1329	Payroll and Business Tax Accounting		3	X				
ACNT	1331	Federal Income Tax: Individual		3	X				
BMGT	1301	Supervision		3	X	X	X		X
BMGT	1313	Principles of Purchasing		3	X				

DEGREE REQUIREMENTS				HOME COLLEGE	ARMY SCHOOL	ARMY MOS	TESTS	CERT/ LIC	DIST LRNG See Note 2
BMGT	1327	Principles of Management	3	X	X	X	X		X
BUSG	1303	Principles of Finance	3	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	2309	Small Business Management	3	X					X
BUSI	1307	Personal Finance	3	X			X		X
BUSI	2305	Business Statistics	3	X					
RELE	1200	Contract Forms and Addenda	2	X					
RELE	1219	Real Estate Finance	2	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	X					
RELE	2301	Law of Agency	3	X					
BMGT	ELEC	BMGT Major Course Elective							
BUSG	ELEC	BMGT Major Course Elective							
BUSI	ELEC	BMGT Major Course Elective							
MRKG	ELEC	BMGT Major Course Elective							
MGMT	ELEC	Management-Related Elective							
<b>Free Electives*</b>			<b>3 SH</b>						
		Free Elective		X	X	X			
<b>Total Credits</b>			<b>60 SH</b>						

- 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.
- \*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 60 semester hours required for the degree. For example, if the student takes 14 SH in general education, the student takes 1 SH elective. The student may also use credit awarded for MOS or military service school.

<b>Date Effective:</b>	1-Jul-20
<b>Term Effective:</b>	T790