

**Program Description**

Business management degrees continue to lead the nation as the number one choice of study in higher education. Students in the Business Management Program Associate in Applied Science (A.A.S.) program receive hands-on, skill-based business training that is practical and relevant for today’s competitive global marketplace.

**Program Outcomes**

By completing this program, students will achieve the following learning outcomes:

- Recognize ethical, legal, and socially responsible business practices;
- Perform financial management tasks;
- Demonstrate effective written and oral business communications;
- Utilize software for business applications;
- Develop interpersonal leadership skills; and
- Access, analyze, and interpret relevant information specific to business strategies.

**Program Admissions Requirements**

Reading placement test is required.

**Career Opportunities**

All businesses need effective leadership to succeed. The management team is responsible for providing that leadership. Managers must plan, organize, direct, and control the business operations with the ongoing challenge of earning a profit in a highly competitive global marketplace. Strong communication, problem solving, and team building skills are critical traits of successful managers. Graduates have found employment opportunities in financial institutions, retail and commercial trade, marketing, professional sales, restaurants, hotels/resorts, insurance, healthcare, and manufacturing. In addition, graduates have started their own businesses or managed family businesses.

**Program Course Requirements**

**Required Technical Courses (45 credits)**

|           |  |      |
|-----------|--|------|
| BUSN 1102 | Introduction to Accounting <b>OR</b> ..... | 3 cr |
| ACCT 2011 | Accounting Principles I .....              | 4 cr |
| BUSN 1131 | Business Math .....                        | 2 cr |
| BUSN 1132 | Workplace Skills and Professionalism ..... | 1 cr |
| BUSN 1162 | Customer Relations .....                   | 3 cr |
| BUSN 1164 | International Business.....                | 3 cr |
| BUSN 1166 | Business Communications.....               | 3 cr |
| BUSN 1501 | Introduction to Business .....             | 3 cr |
| BUSN 2101 | Entrepreneurship .....                     | 3 cr |
| BUSN 2104 | Project Management Principles .....        | 3 cr |
| BUSN 2106 | Marketing Principles .....                 | 3 cr |
| BUSN 2111 | Management Principles .....                | 3 cr |
| BUSN 2114 | Human Resource Principles.....             | 3 cr |
| BUSN 2126 | Business Financial Management .....        | 3 cr |
| BUSN 2130 | Legal Environment of Business .....        | 3 cr |
| BUSN 2150 | Business Management Capstone .....         | 3 cr |
| COMP 1101 | Computer Fundamentals .....                | 3 cr |

An A.A.S. degree requires a minimum of 15 credits selected from at least three of the ten goal areas of the Minnesota Transfer Curriculum (MnTC). A minimum of one (1) course must be from Goal 7 – Human Diversity.  
 Minnesota Transfer Curriculum courses .....15 cr

**GRADUATION REQUIREMENT - 60 CREDITS**

*\*Denotes Prerequisites*

**Semester Course Requirements**

Individual semester plans are determined between instructor or advisor and student to best meet the needs of the student.

## Course Prerequisites

Some courses may require appropriate test scores or completion of basic math, basic English and/or reading courses with a “C” or better. CLC utilizes a multiple measure approach for placement which may include high school MCA, SAT, ACT scores in addition to high school GPAs. For insurance purposes, internships may require that students be 18 years old.

## Graduation Requirements

In addition to the program requirements, students must meet the following conditions in order to graduate:

1. College Cumulative GPA Requirement: cumulative grade point average (GPA) of credits attempted and completed at CLC must be at least 2.0;
2. College Technical Core GPA Requirement: cumulative GPA of credits attempted and completed towards the technical core of the diploma or degree must be at least 2.0;
3. Residency Requirement: students must complete 25% of their credits at Central Lakes College.