

## Central Texas College District

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

SOCAD Network: None

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 ctc.socad@ctcd.edu www.ctcd.edu</p>
<p><b>Academic Residency-</b> 15 semester hours</p>	

DEGREE REQUIREMENTS				SOC CAT.	HOME COLLEGE	ARMY SCHOOL	ARMY MOS	TESTS	CERT/ LIC	DIST LRNG See Note 2
<b>General Education</b>				12-14 SH						
<b>English</b>				3 SH						
ENGL	1301	Composition I	3	EN201A	X			X		X
<b>Speech</b>				3 SH						
SPCH	1315	Public Speaking	3	CM001A	X			X		X
SPCH	1321	Business and Professional Communications	3		X					X
<b>Humanities/Fine Arts</b>				3-4 SH						
ANTH	2351	Cultural Anthropology	3	AN002A	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	2341	Art Metals I	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	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
DRAM	1310	Introduction to Theater	3		X					
DRAM	1330	Stagecraft I	3		X					
DRAM	1342	Introduction to Costume	3		X					
DRAM	1351	Acting I	3		X					
DRAM	1352	Acting II	3		X					
DRAM	2336	Voice for the Theater	3		X					
DRAM	2361	History of Theatre I	3		X					
DRAM	2362	History of Theatre Iif	3		X					
DRAM	2366	Introduction to Cinema	3		X					
ENGL	2322	British Literature I	3	EN342A	X			X		X
ENGL	2323	British Literature II	3	EN343A	X			X		X
ENGL	2327	American Literature I	3	EN332A	X			X		X
ENGL	2328	American Literature II	3	EN333A	X			X		X
ENGL	2332	World Literature I	3	EN322A	X					X
ENGL	2333	World Literature II	3	EN323A	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
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	1411	Beginning Italian I	4		X	X		X		X
ITAL	1412	Beginning Italian II	4		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	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	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	X	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	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	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
PHIL	2321	Philosophy of Religion	3		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 Intrepretation	3		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
<b>Mathematics</b>				<b>3-4 SH</b>							
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		3		X					X
MATH	1325	Calculus for Business and Social Sciences		3	MH072A	X					X
MATH	1332	Contemporary Mathematics (Quantitative Reasoning)		3	MH051A	X			X		X
MATH	1342	Elementary Statistical Methods		3	MH053A	X			X		X
MATH	1350	Mathematics for Teachers I (Fundamentals of Mathematics I)		3		X					X
MATH	1351	Mathematics for Teachers II (Fundamentals of Mathematics II)		3		X					X
MATH	1414	College Algebra		4		X					
MATH	2318	Linear Algebra		3		X					X
MATH	2412	Precalculus Math		4	MH054A	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
<b>Major Requirements</b>				<b>39-41 SH</b>							
ACCT	2301	Principles of Financial Accounting	OR	3	AC101A	X			X		X
ACNT	1303	Introduction to Accounting I		3							
ACCT	2302	Principles of Managerial Accounting	OR	3	AC107A	X			X		X
ACNT	1304	Introduction to Accounting II		3							
BMGT	1325	Office Management		3	OF002A	X	X	X			X
BUSI	1301	Business Principles		3	BU101A	X			X		X
ECON	2301	Principles of Macroeconomics	OR	3	EC201A	X					
ECON	2302	Principles of Microeconomics		3	EC301A	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
MRKG	2333	Principles of Selling		3	BU324A	X					X
BCIS	1305	Business Computer Applications	OR	3		X					X
ITSC	1309	Integrated Software Applications I		3		X	2302				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
<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	1177	Critical and Creative Thinking		1		X					X
BMGT	1301	Supervision		3	MG102A	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
BUSI	1307	Personal Finance		3	BU211A	X			X		X
BUSG	1370	Small Business Accounting		3		X					
BUSG	2309	Small Business Management		3	MG104A	X					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	BU106A	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 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 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-17
<b>Term Effective:</b>	T670