

# MANAGEMENT AND INSURANCE

EXPERIENCED INSTRUCTORS • ON-CAMPUS  
ONLINE • STACKABLE CERTIFICATES



## CAREER

opportunities - Management

- Entrepreneur
- Development Consultant
- Venture Capital Presenter
- Business Manager
- Shift Manager
- Strategic Planner
- Sales Representative
- Business Speaker

## CAREER

opportunities - Insurance

- Claims Investigator
- Loss Prevention Representative
- Risk Manager/Analyst
- Sales Agent/Broker
- Underwriter
- Insurance Agent
- Customer Service Representative

## HANDS-ON LEARNING. WORKFORCE READY.

**Management is a necessary part of all business and organizational functions.**

The Associate of Applied Science degrees in Management and Management Entrepreneurship prepares students for management positions with curriculum focused on fundamental business principles, sales, marketing, electronic commerce, project management, human resources and entrepreneurship. Students can also pursue stackable certificate options.

### MANAGEMENT PATHWAYS

#### CERTIFICATES

Certificates available to diversify and strengthen your skills for career advancement opportunities.

Insurance Certificate of Completion	8 CREDITS	Entrepreneurship certificate	16 CREDITS
Accounting Certificate	16 CREDITS	Leadership Certificate	16 CREDITS
Management Certificate	16 CREDITS	Applied College Studies Certificate	16 CREDITS

### ASSOCIATE IN APPLIED SCIENCE (AAS) – MANAGEMENT

Students must complete 60-61 credit hours, made up of a combination of general education courses with prescribed technical program courses. This curriculum qualifies graduates for work in the business field.

#### PRESCRIBED TECHNICAL PROGRAM REQUIREMENTS

BADM 201	Principles of Marketing	BADM 282	Human Resource Management
BADM 240	Sales	BUSN 170	Entrepreneurship
BADM 260	Principles of Retailing	GIS 105	Fundamentals of Geographic Information Systems
BADM 281	Organizational Behavior	<b>SELECT ONE OF THE FOLLOWING</b>	
BUSN 224	Electronic Commerce (E-Commerce)	MATH 103	College Algebra
BADM 202	Principles of Management	MATH 137	Applied Algebra
BADM 210	Advertising I	BOTE 108	Business Mathematics
BADM 274	Project Management		

### ASSOCIATE IN APPLIED SCIENCE (AAS) – MANAGEMENT ENTREPRENEURSHIP

Students must complete 60-61 credit hours, made up of a combination of general education courses with prescribed technical program courses to obtain the skills, tools and experiences necessary to assist in the creation and management of a new business venture.

#### PRESCRIBED TECHNICAL PROGRAM REQUIREMENTS

BADM 201	Principles of Marketing	BADM 282	Human Resource Management
BADM 240	Sales	BUSN 170	Entrepreneurship
ENGL 125	Introduction to Professional Writing	BUSN 224	Electronic Commerce (E-Commerce)
ACCT 201	Elements of Accounting II	<b>SELECT ONE OF THE FOLLOWING:</b>	
ACCT 215	Business in the Legal Environment	MATH 103	College Algebra
ACCT 218	Computer Applications in Business	MATH 137	Applied Algebra
BADM 210	Advertising I	BOTE 108	Business Mathematics



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