

<b>2-year Program</b>	<b>Harper College Registered Apprenticeship Program Curriculum Map AAS Degree: Business Administration / Retail &amp; Sales</b>	<b>Aug 2018 – Aug 2020</b>
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Fall 2018 = 9 credits		Spring 2019 = 12 credits		Summer 2019 = 9 credits	
MKT 140 Prin. Of Professional Selling	3 cr.	CIS 101 Intro Computer Info Systems	3 cr.	ACC 211 Business Law 1	3 cr.
PHI 150 Business Ethics (Gen Ed)	3 cr.	MGT 111 Intro to Business Org.	3 cr.	MGT 270 Principles of Management	3 cr.
ENG 101 English (Gen Ed)	3 cr.	SPE 101 Speech (Gen Ed)	3 cr.	MGT 150 Business Math (Gen Ed)	3 cr.
		MKT 141 Selling: Identification & Evaluation of Prospective Customers	3 cr.		
Start: Aug 2018	End 12 wks: Nov 2018	start: Jan 2019	End 12 wks: Apr 2019	Start: May 2019	End 12 wks: Aug 2019

Fall 2019 = 10 credits		Spring 2020 = 12 credits		Summer 2020 = 9 credits	
ACC 101 Intro to Financial Acct.	4 cr.	ECO 211 Microeconomics	3 cr.	MGT 218 Intro to Finance	3 cr.
MKT 240 Selling: Creating a Competitive Advantage	3 cr.	PSY 245 Industrial/Org. Psych (Gen Ed)	3 cr.	MGT 165 Global Business	3 cr.
PSY 101 Intro to Psychology (Gen Ed)	3 cr.	MKT 241 Sales & Social Commerce	3 cr.	ECO 212 Macroeconomics	3 cr.
		MKT 245 Principles of Marketing	3 cr.		
Start: Aug 2019	End 12 wks: Nov 2019	start: Jan 2020	End 12 wks: Apr 2020	Start: May 2020	End 12 wks: Aug 2020

2/5/2018

Total Credits earned: 61

**This is a SAMPLE only – Courses subject to change**