

2-year Program	Harper College Registered Apprenticeship Program Curriculum Map AAS Degree: Business Administration / Marketing & Sales Management	Aug 2019 – Aug 2021
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Fall 2019 = 9 credits		Spring 2020 = 12 credits		Summer 2020 = 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.	MKT 245 Principles of Marketing	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 145 Identify & Evaluate Prospective Customers	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

Fall 2020 = 10 credits		Spring 2021 = 12 credits		Summer 2021 = 9 credits	
ACC 101 Intro to Financial Acct.	4 cr.	MKT 180 Strategic Comm. for a Digital World	3 cr.	MGT 218 Intro to Finance	3 cr.
MKT 242 Creating a Competitive Adv.	3 cr.	MKT 247 Consumer Buying Behavior	3 cr.	MGT 270 Principles of Management	3 cr.
PSY 101 Intro to Psychology (Gen Ed)	3 cr.	MKT 243 Social Commerce & Sales	3 cr.	ECO 200 Intro to Economics	3 cr.
		MGT 165 Global Business	3 cr.		
Start: Aug 2020	End 12 wks: Nov 2020	Start: Jan 2021	End 12 wks: Apr 2021	Start: May 2021	End 12 wks: Aug 2021

2/8/2019

Total Credits earned: 61

This is a SAMPLE only – Courses subject to change