

2-year Program		Harper College Registered Apprenticeship Program Curriculum Map AAS Degree: Business Administration / Marketing & Sales Management				Total Credits earned: 61	
<b>Fall Year One = 9 credits</b>		<b>Spring Year One = 12 credits</b>		<b>Summer Year One = 9 credits</b>			
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.				
<b>Start Date</b>	<b>End Date</b>	<b>Start Date</b>	<b>End Date</b>	<b>Start Date</b>		<b>End Date</b>	
<b>Fall Year Two = 10 credits</b>		<b>Spring Year Two = 12 credits</b>		<b>Summer Year Two = 9 credits</b>			
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.				
<b>Start Date</b>	<b>End Date</b>	<b>Start Date</b>	<b>End Date</b>	<b>Start Date</b>		<b>End Date</b>	

10/23/2019

This is a SAMPLE only – Courses subject to change