

<b>2-year Program</b>	<b>Harper College Registered Apprenticeship Program Curriculum Map</b> <b>AAS Degree: Business Administration / Marketing &amp; Sales Management</b>	<b>Total Credits earned: 61</b>
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<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.		
Start Date	End Date	Start Date	End Date	Start Date	End Date
<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.		
Start Date	End Date	Start Date	End Date	Start Date	End Date

**Due to the COVID-19 pandemic, courses for FALL, 2020 will be delivered online in 16-week semesters.**

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