Academic Plan - Associate of Applied Science Retail Management

# Catalog Year: 2020/2021

This program is designed to provide students with the necessary skills to advance into management positions in the retail

industry or to improve their current retail managerial skills. The program provides students with the business background

needed to interact with vendors, handle marketing and strategic planning as well as manage staff.

# Total Credits: 60

# A - General Education Courses

3 Credits, BUS 226 - Business Statistics OR MAT 107 Career Math OR MAT 108 Technical Mathematics OR MAT

112 Financial Math OR MAT 120 Mathematics for Liberal Arts (or higher)\*, available fall spring summer

3 Credits, CIS 115 - Introduction to Computer Information Systems OR CIS 118 Introduction to PC Applications,

available fall spring summer

3 Credits, COM 115 - Public Speaking\* OR COM 125 - Interpersonal Communication, available fall spring summer

3 Credits, ECO 201 - Principles of Macroeconomics OR ECO 202 - Principles of Microeconomics\*, available fall

spring summer

3 Credits, ENG 121 - English Composition I: GT-CO1\*, available fall spring summer

# B - Major Courses

3 Credits, BUS 115 - Introduction to Business, available fall spring summer

3 Credits, BUS 217 - Business Communication & Report Writing, available fall spring summer

3 Credits, MAN 116 - Principles of Supervision, available fall spring

3 Credits, MAN 128 - Human Relations in Organizations, available fall spring summer

3 Credits, MAN 224 - Leadership, available fall spring summer

3 Credits, MAN 225 - Managerial Finance, available fall spring

3 Credits, MAN 226 - Principles of Management, available fall spring summer

3 Credits, MAR 111 - Principles of Sales, available fall

3 Credits, MAR 117 - Principles of Retailing, available spring

3 Credits, MAR 160 - Customer Service, available fall spring

# C - Elective Courses

3 Credits, Elective (See Notes for specific requirements), available fall spring summer

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# Pre-Requisites, Co-Requisites, and Recommendations

ENG 121 - English Composition I: GT-CO1\*

Co-Requisite: CCR 094 - Studio 121

# Notes

Electives: Choose 15 credit hours from the following: ACC 101, ACC 121, BUS 216, BUS 241, MAN 200, MAN 212,

MAN 215, MAN 230, MAN 240, MAR 216, MAR 235.

Course availability is subject to change.

Refer to 20/21 catalog for specific requirements and important information about this degree.

Recommended courses may be listed above for certain electives; consult with the Academic Advising Office

(advising@arapahoe.edu or 303.797.5664) for additional elective recommendations.

\*This course requires college level readiness as measured by Accuplacer, ACT, or SAT scores; approved high school

course work that is less than five years old; or successful completion of appropriate college-readiness course.

AAA 101 – College 101: Student Experience is required for all new college students seeking degrees or transfer.

In order to meet program requirements, students registered for ENG 121 or ENG 131 must also register for CCR 094

unless they can demonstrate otherwise meeting the CCR 094 standard through assessment testing, prior college

coursework, or recent High School coursework. See an Advisor for details.

# Graduation Requirements

To graduate, students must apply for graduation (form available at www.arapahoe.edu/departments-and-

programs/graduation) by the deadline and meet all degree requirements.

# RECOMMENDED COURSE SEQUENCE FULL-TIME TRACK

## Year 1: Fall

3 Credits, BUS 115 - Introduction to Business

3 Credits, CIS 115 or CIS 118

* ~Recommended Course(s)~
  + CIS 118 - Intro to PC Applications

3 Credits, COM 115 - Public Speaking OR COM 125 - Interpersonal Communication

* ~Recommended Communication Course(s)~
  + COM 115 - Public Speaking\*

3 Credits, ENG 121 - English Composition I: GT-CO1

3 Credits, MAN 128 - Human Relations in Organizations

## Year 1: Spring

3 Credits, BUS 217 - Business Communication & Report Writing

3 Credits, ECO 201 - Principles of Macroeconomics OR ECO 202 - Principles of

Microeconomics

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAR 106 - Marketing Your Image
  + MAR 216 - Principles of Marketing

3 Credits, MAN 116 - Principles of Supervision

3 Credits, MAR 160 - Customer Service

## Year 2: Fall

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAN 212 - Negotiation and Conflict Resolution
  + MAR 216 - Principles of Marketing

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAN 212 - Negotiation and Conflict Resolution
  + MAR 216 - Principles of Marketing

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAN 212 - Negotiation and Conflict Resolution
  + MAR 216 - Principles of Marketing

3 Credits, MAN 225 - Managerial Finance

3 Credits, MAR 111 - Principles of Sales

## Year 2: Spring

3 Credits, BUS 226 - Business Statistics

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAR 106 - Marketing Your Image
  + MAR 216 - Principles of Marketing

3 Credits, MAN 224 - Leadership

3 Credits, MAN 226 - Principles of Management

3 Credits, MAR 117 - Principles of Retailing

RECOMMENDED COURSE SEQUENCE PART-TIME TRACK

## Year 1: Fall

3 Credits, BUS 115 - Introduction to Business

3 Credits, CIS 115 or CIS 118

* ~Recommended Course(s)~
  + CIS 118 - Intro to PC Applications

3 Credits, ENG 121 - English Composition I: GT-CO1

## Year 1: Spring

3 Credits, BUS 217 - Business Communication & Report Writing

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAN 212 - Negotiation and Conflict Resolution
  + MAR 216 - Principles of Marketing

3 Credits, MAR 160 - Customer Service

## Year 1: Summer

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAN 212 - Negotiation and Conflict Resolution
  + MAR 216 - Principles of Marketing

3 Credits, MAN 226 - Principles of Management

## Year 2: Fall

3 Credits, BUS 226 - Business Statistics

3 Credits, COM 115 - Public Speaking OR COM 125 - Interpersonal Communication

* ~Recommended Communication Course(s)~
  + COM 115 - Public Speaking\*

3 Credits, MAN 128 - Human Relations in Organizations

## Year 2: Spring

3 Credits, ECO 201 - Principles of Macroeconomics OR ECO 202 - Principles of

Microeconomics

3 Credits, MAN 116 - Principles of Supervision

3 Credits, MAR 117 - Principles of Retailing

## Year 2: Summer

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAR 106 - Marketing Your Image
  + MAR 216 - Principles of Marketing

3 Credits, MAN 224 - Leadership

## Year 3: Fall

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAR 106 - Marketing Your Image
  + MAR 216 - Principles of Marketing

3 Credits, MAR 111 - Principles of Sales

## Year 3: Spring

3 Credits, Elective

* ~Recommended Elective(s)~
  + ACC 101 - Fundamentals of Accounting
  + ACC 121 - Accounting Principles I
  + BUS 116 - Personal Finance
  + BUS 216 - Legal Environment of Business
  + BUS 241 - Cultural Diversity in Business
  + MAN 212 - Negotiation and Conflict Resolution
  + MAR 216 - Principles of Marketing

3 Credits, MAN 225 - Managerial Finance