

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.

Required Courses	Credits	Pre or Co Reqs Rqd	Course Availability		
			Fall	Spr	Sum
<b>General Education Courses</b>					
• 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)*	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• CIS 115 - Introduction to Computer Information Systems OR CIS 118 Introduction to PC Applications	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• COM 115 - Public Speaking* OR COM 125 - Interpersonal Communication	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• ECO 201 - Principles of Macroeconomics OR ECO 202 - Principles of Microeconomics*	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• ENG 121 - English Composition I: GT-CO1*	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Major Courses</b>					
• BUS 115 - Introduction to Business	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• BUS 217 - Business Communication & Report Writing	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• MAN 116 - Principles of Supervision	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
• MAN 128 - Human Relations in Organizations	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• MAN 224 - Leadership	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• MAN 225 - Managerial Finance	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
• MAN 226 - Principles of Management	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• MAR 111 - Principles of Sales	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• MAR 117 - Principles of Retailing	3	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
• MAR 160 - Customer Service	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>Elective Courses</b>					
• Elective (See Notes for specific requirements)	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• Elective (See Notes for specific requirements)	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• Elective (See Notes for specific requirements)	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• Elective (See Notes for specific requirements)	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
• Elective (See Notes for specific requirements)	3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>



### Pre-Requisites, Co-Requisites, and Recommendations (grade C or better required)

Where requirements are listed as course categories (e.g. Electives, Arts/Humanities) rather than as specific courses, please note that depending upon course choice, pre-requisites may be required.

### Program Outcomes

- Demonstrate the ability to write properly structured and organized business documents.
- Examine a business problem and design a course of action.
- Demonstrate concepts and language of business.
- Explain basic retail management functions.

### Notes

- \*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.
- Course availability is subject to change.
- 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.
- Recommended courses may be listed above for certain electives; consult with the Academic Advising Office ([advising@arapahoe.edu](mailto:advising@arapahoe.edu) or 303.797.5664) for additional elective recommendations.
- Refer to 19/20 catalog for specific requirements and important information about this degree.

### Graduation Requirements

- To graduate, students must apply for graduation (form available at [www.arapahoe.edu/departments-and-programs/graduation](http://www.arapahoe.edu/departments-and-programs/graduation)) by the deadline and meet all degree requirements.

RECOMMENDED COURSE SEQUENCE FULL-TIME TRACK

Year 1: Fall	Credits	Course
	3	BUS 115 - Introduction to Business
	3	CIS 115 or CIS 118 ~Recommended Course(s)~ CIS 118 - Intro to PC Applications
	3	COM 115 - Public Speaking OR COM 125 - Interpersonal Communication ~Recommended Communication Course(s)~ COM 115 - Public Speaking*
	3	ENG 121 - English Composition I: GT-CO1
	3	MAN 128 - Human Relations in Organizations
Year 1: Spring	Credits	Course
	3	BUS 217 - Business Communication & Report Writing
	3	ECO 201 - Principles of Macroeconomics OR ECO 202 - Principles of Microeconomics
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	MAN 116 - Principles of Supervision
	3	MAR 160 - Customer Service
Year 2: Fall	Credits	Course
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing



**60 Credits**

- 3 Elective
  - ~Recommended Elective(s)~
  - ACC 101 - Fundamentals of Accounting
  - ACC 121 - Accounting Principles I
  - BUS 216 - Legal Environment of Business
  - BUS 241 - Cultural Diversity in Business
  - MAN 212 - Negotiation and Conflict Resolution
  - MAN 230 - Corporate Ethics and Social Responsibility
  - MAR 216 - Principles of Marketing
- 3 MAN 225 - Managerial Finance
- 3 MAR 111 - Principles of Sales

Year 2: Spring	Credits	Course
	3	BUS 226 - Business Statistics
	3	Elective <ul style="list-style-type: none"> <li>~Recommended Elective(s)~</li> <li>ACC 101 - Fundamentals of Accounting</li> <li>ACC 121 - Accounting Principles I</li> <li>BUS 216 - Legal Environment of Business</li> <li>BUS 241 - Cultural Diversity in Business</li> <li>MAN 212 - Negotiation and Conflict Resolution</li> <li>MAN 230 - Corporate Ethics and Social Responsibility</li> <li>MAR 216 - Principles of Marketing</li> </ul>
	3	MAN 224 - Leadership
	3	MAN 226 - Principles of Management
	3	MAR 117 - Principles of Retailing

RECOMMENDED COURSE SEQUENCE PART-TIME TRACK

Year 1: Fall	Credits	Course
	3	BUS 115 - Introduction to Business
	3	CIS 115 or CIS 118 ~Recommended Course(s)~ CIS 118 - Intro to PC Applications
	3	ENG 121 - English Composition I: GT-CO1
Year 1: Spring	Credits	Course
	3	BUS 217 - Business Communication & Report Writing
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	MAR 160 - Customer Service
Year 1: Summer	Credits	Course
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	MAN 226 - Principles of Management
Year 2: Fall	Credits	Course
	3	BUS 226 - Business Statistics
	3	COM 115 - Public Speaking OR COM 125 - Interpersonal Communication ~Recommended Communication Course(s)~ COM 115 - Public Speaking*
	3	MAN 128 - Human Relations in Organizations
Year 2: Spring	Credits	Course
	3	ECO 201 - Principles of Macroeconomics OR ECO 202 - Principles of Microeconomics
	3	MAN 116 - Principles of Supervision
	3	MAR 117 - Principles of Retailing



60 Credits

Year 2: Summer	Credits	Course
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	MAN 224 - Leadership
Year 3: Fall	Credits	Course
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	MAR 111 - Principles of Sales
Year 3: Spring	Credits	Course
	3	Elective ~Recommended Elective(s)~ ACC 101 - Fundamentals of Accounting ACC 121 - Accounting Principles I BUS 216 - Legal Environment of Business BUS 241 - Cultural Diversity in Business MAN 212 - Negotiation and Conflict Resolution MAN 230 - Corporate Ethics and Social Responsibility MAR 216 - Principles of Marketing
	3	MAN 225 - Managerial Finance