

# Management

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## Management Associate in Applied Science

### Mission Statement:

The mission of the Management program is to provide students with a foundation in management skills that will prepare them for entry-level managerial positions. This is accomplished through a varied curriculum which includes the application of critical thinking, decision-making, leadership skills, professional communication skills, and cultural diversity.

### Entrance Requirements:

Acceptable placement test score(s), plus high school diploma or GED

### Type of Program:

Day, evening, or partially online

### Employment Opportunities:

Industry, restaurants, retail stores, service companies

- This program trains students in planning, organizing, leading and controlling techniques and prepares them to fill entry-level managerial positions.
- This program is accredited by the Accreditation Council for Business Schools and Programs (ACBSP).
- To be eligible for graduation, students must earn a "C" or higher in all courses beginning with a prefix of BUS, LOG, and MGT.
- Most courses are a prerequisite for another course in the program. Students must earn a "C" or higher in a prerequisite course before enrolling in higher level courses. Check the course descriptions in the catalog or with an advisor for additional information.
- Management Decision-Making (MGT 240) should be taken in the last semester of the program, as it is the capstone course.
- Listed below is the ideal grouping of courses in order by semester. This plan assumes a full-time schedule. Note, however, that many variables can affect this plan, and not every course is offered every semester. Please see your advisor to map out your own personalized progression toward graduation.

### Recommended Program Schedule

#### First Semester

CPT	170	Microcomputer Applications	3.0
ENG	101	English Composition I*	3.0
MAT	120	Probability and Statistics* (or higher math)	3.0
MKT	101	Marketing	3.0
		Elective (choose from list below; recommend COL 205) **	3.0/4.0

#### Second Semester

ACC	101	Accounting Principles I	3.0
ECO	105	Introduction to Economic Principles*	3.0
		or	
ECO	210	Macroeconomics*	
		or	
ECO	211	Microeconomics*	
ENG	105	Editing Academic Writing	1.0
MGT	101	Principles of Management	3.0
SPC	205	Public Speaking*	3.0

**Third Semester**

ACC	102	Accounting Principles II	3.0
BUS	121	Business Law	3.0
LOG	215	Supply Chain Management	3.0
MGT	150	Fundamentals of Supervision	3.0

**Fourth Semester**

BUS	105	Business Economic Applications	3.0
MGT	120	Small Business Management	3.0
MGT	201	Human Resource Management	3.0
CPT	270	Advanced Microcomputer Applications	3.0

**Fifth Semester**

BUS	250	Introduction to International Business	3.0
		Humanities elective * # (see list below)	3.0/4.0
MGT	240	Management Decision-Making	3.0
MGT	270	Managerial Communications	3.0

**Total Required Credit Hours:****64.0/66.0**

\*General education course

#Choose one of the following Humanities Electives:

FRE	102	Elementary French II	4.0
GER	102	Elementary German II	4.0
HSS	295	Leadership Through the Humanities (recommended)	3.0
HIS	104	World History I	3.0
HIS	105	World History II	3.0
HIS	122	History, Technology, and Society	3.0
HIS	202	American History: 1877 to Present*	3.0
HSS	105	Technology and Culture	3.0
PHI	105	Introduction to Logic*	3.0
PHI	110	Ethics*	3.0
REL	201	Religions of the World	3.0
SPA	102	Elementary Spanish II	4.0

Note: Please contact your advisor for assistance with scheduling.

\*\*Electives:

ACC	245	Accounting Applications	3.0
AOT	101	Introduction to Keyboarding	2.0
AOT	106	Keyboarding Lab I	1.0
BAF	101	Personal Finance	3.0
BUS	110	Entrepreneurship	3.0
BUS	136	Compensation and Benefits Analysis	3.0
BUS	220	Business Ethics	3.0
BUS	230	Purchasing	3.0
BUS	270	SCWE in Business	3.0
COL	205	Leadership Seminar	3.0
CWE	111-268	Cooperative Work Experience I-IX	1.0-8.0
ECO	210	Macroeconomics*	3.0
ECO	211	Microeconomics*	3.0
ENG	102	English Composition II	3.0
FRE	101	Elementary French I	4.0
GEO	102	World Geography	3.0
GER	101	Elementary German I	4.0
LOG	250	Advanced Global Logistics	3.0
LOG	260	Processes in Supply Chain Management	3.0
MGT	210	Employee Selection and Retention	3.0
MGT	255	Organizational Behavior	3.0
MKT	111	Media Relations	3.0
MKT	120	Sales Principles	3.0
MKT	123	Event Planning and Promotion	3.0
MKT	130	Customer Service Principles	3.0
MKT	240	Advertising	3.0
MKT	245	Promotional Strategies	3.0
MKT	268	Marketing Research	3.0
PSC	201	American Government	3.0
PSY	201	General Psychology	3.0
SOC	101	Introduction to Sociology	3.0
SPA	101	Elementary Spanish I	4.0

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