

# Associate of Applied Science Degree in Management

212

**AREA:** Management

**DEGREE:** Associate of Applied Science Degree

**LENGTH:** Four semesters (two-year) program

**PURPOSE:** There is great demand for qualified personnel to assist management in dealing with the rapid growth of Virginia business and industry. The associate of applied science degree in management is designed for persons who ultimately seek full-time employment in management. Persons who are seeking their first employment on the management ladder and those presently in management who are seeking promotion may benefit from this program.

**OCCUPATIONAL OBJECTIVES:** Branch manager, management trainee, manager of small business, office manager or supervisor

**TRANSFER GUIDELINES:** Transfer opportunities for associate of applied science degrees, if existing, are very specific in nature. Students enrolling in an applied science degree with plans to transfer should explore opportunities with their advisor.

**PROGRAM REQUIREMENTS:** The first two semesters of the curriculum in management are similar to other curricula in business. However, in the second year each student will pursue her/his specialty in management. The curriculum includes technical courses in management, courses in related areas, general education and electives. Instruction consists of both the theoretical concepts and practical applications needed for future success in management. Students are urged to consult with an advisor to plan their program and select electives. Upon satisfactory completion of the program, the graduate will be awarded the associate of applied science degree in management.

Course#	Title	Credits
<b>First Semester</b>		
BUS 100	Introduction to Business	3
ENG 111	College Composition I	3
ITE 115	Intro to Computer Apps & Concepts	3
MKT 100	Principles of Marketing	3
MTH 120	Introduction to Mathematics	3
SDV 100	College Success Skills	1
<b>Total</b>		<b>16</b>
<b>Second Semester</b>		
ACC 211	Principles of Accounting I	3
ENG 112	College Composition II	3
PHI 220	Ethics	3
BUS 205	Human Resource Management	3
FIN 107	Personal Finance	3
PED/HLT	Physical Education <u>or</u> Health	1
<b>Total</b>		<b>16</b>
<b>Third Semester</b>		
ACC 212	Principles of Accounting II	3
BUS 236	Communication in Management	3
BUS 285	Current Issues in Management	3
ECO 201	Principles of Macroeconomics	3
MKT 282	Principles of e-Commerce	3
BUS 241	Business Law I	3
<b>Total</b>		<b>18</b>
<b>Fourth Semester</b>		
BUS 111	Principles of Supervision I	3
BUS 200	Principles of Management	3
FIN 215	Financial Management	3
ECO 202	Principles of Microeconomics	3
BUS 242	Business Law II	3
<b>Total</b>		<b>15</b>
<b>Program Total</b>		<b>65</b>

Recommendation: Students pursuing a two-year degree are encouraged to apply for the Career Studies Certificate in General Business, Sales, Management & Marketing, Small Business Management, or Supervision (as relevant to two-year degree). Completion of a certificate may provide opportunities for workplace advancement.