

AAS Business Management

Courses descriptions

MGMT 200 INTRODUCTION TO BUSINESS - This is a survey course that introduces students to the world of business. It provides a foundation for the study of other business courses. (3-0-3)

MGMT 201 PRINCIPLES OF MANAGEMENT - The course includes the functions and skills that are necessary to provide effective leadership. This course places emphasis on the organizational hierarchy, leadership models, and budgeting techniques. *Prerequisite:* MGMT 200 and ENGL 110. (3-0-3)

MGMT 240 FUNDAMENTALS OF ENTREPRENEURSHIP - This course is designed to teach fundamentals on “How to Start and Run a Business.” It will provide the students with the following: basic skills needed to operate a business; the type of business to choose; the length of time it would take to start a business; getting the business certified as a small business owner; available funding sources, and the type of insurance needed. (3-0-3)

MGMT 243 LEGAL ENVIRONMENT OF BUSINESS - This is a survey course that studies the interaction between law and business in the historical, political, and ethical environments. This course places emphasis on contracts, torts, and criminal laws as they apply to business organizations. *Prerequisite:* MGMT 200*. (3-0-3)

MGMT 250 PRINCIPLES OF MARKETING - This course is a comparative survey of the major functions of marketing and marketing management. (This course is only offered for the MGMT Certificate Program). (3-0-3)

MGMT 260 BUSINESS COMMUNICATIONS - This course will emphasize the development of writing and presentation skills to produce effective business communications. Skill development in planning and conducting business presentations on an individual and/or group basis including communication and media skills will also be addressed. Topic discussion includes leadership, effective participation, and group behavior. Student will use current software (powerpoint presentation, graphics, spreadsheets, and word-processing) to develop business presentations. (This course replaces MGMT 202, effective fall 2006). (3-0-3)

MGMT 273 BUSINESS FINANCE - This course emphasizes the role of the financial manager and the goals of maximizing financial wealth of the organization. This course includes topics such as the time value of money, financial ratio analysis, investments portfolio management, working capital management, capital budgeting, risk and investments. *Prerequisite:* ACCT 200 or higher; completion of or concurrent enrollment in MATH 135, ECON 202 or ECON 203 *MGMT Certificate Program. (3-0-3).

MGMT 283 BUSINESS STATISTICS - This course includes the methods and techniques for the collection, analysis, interpretation, and presentation of numerical data. This course places emphasis on measures of central location, dispersion, probability theory, discrete and continuous probability distributions, sampling, and tests of significance, regression, and correlation. *Prerequisite:* Completion of or concurrent enrollment in MATH 135. (3-0-3)