

## Division of Business Technologies

# Business Management

## An Associate of Applied Science Degree Program



### PROGRAM DESCRIPTION

The Management concentration prepares individuals for positions in large-scale business, industrial, and governmental organizations and enhances the skills of individuals currently employed in these organizations. Students study basic business principles and management theories.

*The Management concentration is accredited by the Accreditation Council for Business Schools and Programs (ACBSP).*

*11520 West 119th Street  
Overland Park, KS 66213  
Telephone: 913.339.9356*

### APPLICATION PROCEDURE

A student desiring to enroll in the Associate of Applied Science degree program in Business - Concentration: Management must:

1. Submit the Northeast State Application for Admission to the Office of Admissions and Records.
2. Indicate Business - Concentration: Management as the desired major on the Northeast State application form.
3. See a faculty advisor from the Business program prior to registering for classes.

### TYPICAL PROGRAM OF STUDY

Course No.	Course Title	Credit
<b>FALL</b>		
EDUC 1030	College and Lifelong Learning	3
ACCT 1010	Principles of Accounting I	3
BUSN 1305	Introduction to Business	3
INFS 1010	Computer Applications	3
ENGL 1010	English Composition I	3
ECON 2100	Principles of Macroeconomics	3
<b>SPRING</b>		
ACCT 1020	Principles of Accounting II	3
BUSN 1330	Entrepreneurship	3
BUSN 1370	Spreadsheet Applications	3
BUSN 2350	Organizational Behavior	3
MATH 1010	Math for General Studies	3
<b>FALL</b>		
BUSN 1300	Personal Finance	3
BUSN 2370	Legal Environment of Business	3
BUSN 1380	Supervisory Management	3
BUSN 2380	Principles of Marketing	3
BUSN 1350	Sales and Service	3
<b>SPRING</b>		
Elective	Humanities (an approved elective from the general education core)	3
BUSN 2385	Project Design and Management	3
BUSN 2395	Business Applications	3
BUSN 1310	Business Communications	3
MATH 1530	Introductory Statistics	3
Total Credit Hours		63

Additional courses may be required to overcome deficiencies in English, mathematics, and reading.

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## TYPICAL JOB OPPORTUNITIES

**Sales and Distribution Manager:** Manages sales and marketing for a manufacturer, retailer or wholesale house, jobber, or other establishment. Services include market research and analysis/ establishing and managing a sales organization/ evaluating sales statistics and reports.

**Advertising Manager:** Influences consumer preference for goods and services, manages advertising programs and campaigns, and manages customer accounts in advertising agencies.

**Public Relations Manager:** Selects, develops, and distributes favorable, persuasive material through personal contact or various communication media in order to promote goodwill, develop credibility, or create a favorable public image for an individual/establishment/group/organization.

## FOR FURTHER INFORMATION CONTACT:

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or

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or

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Dean, Business Technologies  
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dllawson@NortheastState.edu

## PROGRAM COMPETENCIES

1. Demonstrate an understanding of global business, cultural, and legal environments.
2. Practice interpersonal and communications skills and ethical behavior appropriate in business settings.
3. Prepare and/or analyze financial statements to determine the liquidity, profitability, and solvency of an organization.
4. Maintain a payroll system and prepare appropriate reports.
5. Apply the principles and techniques of management and leadership to “real world” situations.
6. Identify and understand the basic various aspects of establishing a business, including all of the elements that compose a business plan, particularly a marketing approach for a business.

## Five-Year Average Placement Rate

88%

## Average Starting Salary Range\*

\$36,840 - \$52,780

## \*Source

Bureau of Labor Statistics, Occupational Employment Statistics Survey; Tennessee Department of Labor and Workforce Development, Labor Market Information

Northeast State Community College is part of the Tennessee Board of Regents system, the nation's sixth largest higher education system, governing 46 post-secondary educational institutions. The TBR system includes six universities, 13 two-year colleges and 27 technology centers, providing programs in 90 of Tennessee's 95 counties to more than 200,000 students.

Northeast State Community College does not discriminate against students, employees or applicants for admission or employment on the basis of race, color, religion, creed, ethnic national origin, sex, sexual orientation, gender identity/expression, disability, age, status as a covered veteran, genetic information or any other legally protected class with respect to all employment, programs and activities. The following person has been designated to handle inquiries regarding the non-discrimination policies: Dr. Tim Harrison, Equity & Compliance Officer/Chief Advancement Officer, P.O. Box 246, Blountville, TN 37617-0246, 423.354.5296, [complianceofficer@NortheastState.edu](mailto:complianceofficer@NortheastState.edu). Northeast State Community College's policy on nondiscrimination can be found at <http://cwis.northeaststate.edu/oie/policymanual/pol.asp?p=254>.

Northeast State is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award the associate degree. Contact the Commission on Colleges at 1866 Southern Lane, Decatur, Georgia 30033-4097 or call 404-679-4500 for questions about the accreditation of Northeast State.