

# AS: Business Management: Sales Management Concentration

Curriculum Chair: Prof. Richard Hyland Gateway 340N Tel # (914) 606-6553 Email: [Richard.Hyland@sunywcc.edu](mailto:Richard.Hyland@sunywcc.edu)

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Developmental Courses as required based on placement scores	
<input type="checkbox"/>	<b>ENG 91</b> Writing for College 1 – Score of 4 E Code 1 and below, <b>30.01</b> Choose an item.
<input type="checkbox"/>	<b>ENG 92</b> Writing for College 2 – Score of 6 E Code 2, <b>30.02</b> Choose an item.
<input type="checkbox"/>	<b>ENG 99</b> Writing Studio with linked ENG 101+ - Score of 6 E Code 2, <b>30.02</b> OR successful completion of ENG 91
<input type="checkbox"/>	<b>ESL 94</b> Academic Writing 1 – Score of 5 or 6 E Code 6, <b>20.01</b> .
<b>3</b> <input type="checkbox"/>	<b>ESL 122</b> Academic Writing 2 – Score of 7 E Code 7, <b>21.01</b>
<input type="checkbox"/>	<b>MATH 92</b> Pre-Algebra – Arithmetic score 44 and below, Elementary Algebra 54 and below, <b>40.01</b> Choose an
<b>OR</b> <input type="checkbox"/>	<b>MATH 93</b> Beginning Algebra – Arithmetic score 45 and above, Elementary Algebra 54 and below, <b>40.02</b> Choose an item.
	<b>MATH 94</b> Foundations of Mathematical Reasoning – Arithmetic score 45 and above, Elementary Algebra 54 and below, <b>40.02</b> Choose an item.
<input type="checkbox"/>	<b>READ 93</b> Foundation of College Reading – Score of 57 and below, <b>10.01</b> Choose an item.
<b>3</b> <input type="checkbox"/>	<b>READ 105</b> Analytical Reading – Score of 58 and higher <b>11.01</b> Choose an item.

New General Education Requirements	
<b>3</b> <input type="checkbox"/>	<b>ENG 101</b> – Writing and Research <b>OR ENG 101H</b> Choose an item.
<b>3</b> <input type="checkbox"/>	<b>ENG 102</b> – Writing and Literature <b>OR ENG 102H</b> Choose an item.
	<b>MATHEMATICS GENERAL ED REQUIREMENTS: Select ONE of the following:</b> <b>MATH 135, 140, 161, 180, 181, 191, 230</b>
<b>4</b> <input type="checkbox"/>	
	<b>NATURAL SCIENCE GENERAL ED REQUIREMENTS – Select a 4 credit LAB course:</b> <b>BIOL 101, 103, 115, 115H, 117, 117H, 121, 123, CHEM 107, 111, 113, 117, 201, 205, PHYSIC 101, 111, 112, 121, 122, 129 143, 143H, 151, 167+168, 292</b>
<b>4</b> <input type="checkbox"/>	
<b>3</b> <input type="checkbox"/>	<b>COMM 109</b> – Speech Communication <b>OR COMM 109H, 110</b> Choose an item.
	<b>LIBERAL ARTS ELECTIVE: (3 credits)</b> <i>Liberal Arts Elective courses include:</i> Basic Communication, Math, Natural Science, Social Science, Humanities, American History, The Arts, Other World Civilizations, Western Civilization, Foreign Language <b>** PSYCH 101 is recommended *</b>
<b>3</b> <input type="checkbox"/>	

For SUNY Transfer – Calculus is strongly recommended; therefore if needed, the liberal arts gen. ed. course can be used to take MATH 161 in order to meet prerequisite requirements

3 <input type="checkbox"/>	<b>ECON 101</b> – Macroeconomics <b>OR ECON 101H</b> Choose an item.
3 <input type="checkbox"/>	<b>ECON 102</b> – Microeconomics <b>OR ECON 102H</b> Choose an item.
	<b>AMERICAN HISTORY or WESTERN CIVILIZATION GENERAL ED REQUIREMENTS – Select a 3 credit course:</b> <b>ART 108, 109, HIS 101, 102, 104, 106, 110, 111, 112, 121*, 133**, 134**, POLSC 102, 104, 107</b> <i>*Students who complete this course cannot use HIS 133 or 134 to fulfill degree and/or general education requirements</i> <i>**Students who complete this course cannot use HIS 121 to fulfill degree and/or general education requirements</i>
3 <input type="checkbox"/>	
	<b>FOREIGN LANGUAGE, or OTHER WORLD CIVILIZATIONS GENERAL ED REQUIREMENTS – Select a 3/4 credit course:</b> <b>ARABC 101, 102, ASL 101, CHINS 102, FREN 101, 102, 201, ITAL 101, 102, 103, 201, 201H, 202, 202H, 250, JAPNS 101, 102, RUSSN 101, SPAN 101, 102, 103, 104, 201, 201H, 202, 202H, 203, 204, ANTHR 120, 210, 215H, HIS 119, 128, 129, 131, POLSC 113, ENG 227</b>
3 <input type="checkbox"/>	

### Degree Requirements

4 <input type="checkbox"/>	<b>ACC 119</b> – Financial Accounting: <b>MATH 93 or 94 is the pre or co-requisite.</b>
4 <input type="checkbox"/>	<b>ACC 120</b> – Managerial Accounting: <b>ACC 119 is the prerequisite.</b>
3 <input type="checkbox"/>	<b>CIS 110</b> – Computer Information Systems
3 <input type="checkbox"/>	<b>LAW 101</b> – Business Law <b>MGT 101 with a “C” or higher is the prerequisite.</b>
3 <input type="checkbox"/>	<b>MGT 101</b> – Business Organization and Management <b>Prerequisite: Successful completion of ENG 92 or ESL 122 or appropriate course placement. MGT 101 is the prerequisite for several MGT courses.</b>
3 <input type="checkbox"/>	<b>MGT 201<sup>2</sup></b> – Principles of Management <b>Prerequisites: MGT 101 and MKT 101 with the grades of “C” or higher.</b>
3 <input type="checkbox"/>	<b>MGT 215</b> – Global Business: <b>Prerequisites: MGT 101 with the grade of “C” or higher.</b>
3 <input type="checkbox"/>	<b>MKT 101</b> – Marketing: <b>Prerequisite: Student must be ENG 101 ready by satisfactory completion of ENG 92, ESL 122, or an ESSAY score of 8 or higher</b>
3 <input type="checkbox"/>	<b>MKT 103</b> – Professional Selling
3 <input type="checkbox"/>	<b>COMM 102</b> – Interpersonal Communication

SEEN BY:

Completed credits

of 64 required

<sup>2</sup> Take in last semester.

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Academic Plan		Completed credits of 64 required			
		Fall/Spring		Fall/Spring	
<u>Class</u>	<u>Credits</u>	<u>Class</u>	<u>Credits</u>	<u>Class</u>	<u>Credits</u>
		ENG 101	3	ENG 102	3
		ACC 119	4	ACC 120	4
		CIS 110	3	MKT 101	3
		MGT 101	3	ECON 101	3
		MATH ELECTIVE	4	COMM 109	3
		Fall/Spring		Fall/Spring	
<u>Class</u>	<u>Credits</u>	<u>Class</u>	<u>Credits</u>	<u>Class</u>	<u>Credits</u>
		LAW 101	3	MGT 201	3
		Natural Science W/ Lab	4	Foreign Lang. or OWC	3
		ECON 102	3	Liberal Arts Elective	3
		MGT 215	3	Business Elective	3
		American Hist. or Western Civ.	3	Business Elective	3