ALLAN HANCOCK COLLEGE

Business: Marketing Associate in Science

Program Requirements:

"Program Requirements" specify the courses required for this program. See suggested course sequence for additional information.

A major of 36 units is required for the associate in science degree.

Required core courses 30 units.

COURSE	TITLE	UNITS
☐ ACCT 131	Financial Accounting 1	3
☐ ACCT 132	Financial Accounting 2	3
☐ BUS 101	Introduction to Business	3
☐ BUS 102	Marketing	3
☐ BUS 104	Business Organization and Management	3
☐ BUS 107	Human Relations in Business	3
☐ BUS 110	Business Law	3
☐ BUS 160	Business Communications	3
☐ BUS 302	Essentials of Management	3
☐ CBIS 101	Computer Concepts & Applications	3
or		
☐ CBIS 142	Microsoft Access-Comprehensive	3
or		
☐ CBOT 333	Business Desktop Publishing	3

Plus a minimum of 6 units selected from the following:

COURSE	TITLE	UNITS
☐ BUS 103	Advertising	3
☐ BUS 106	Small Business Management	3
☐ BUS 111	Internet Marketing	3
☐ BUS 140	Survey of International Business	3
☐ BUS 303	Sales And Marketing	3
☐ BUS 149	Work Experience Education	1 - 8.0 units

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Suggested Course Sequence

The "Suggested Course Sequence" is an example of how to complete the requirements plus any additional general education that may be needed. If you would like to create a personalized Student Education Plan (SEP), schedule a meeting with a counselor.

FALL SEMESTER (YEAR 1)

Course	Title	Units
☐ ACCT 131	Financial Accounting 1	3
☐ BUS 101	Introduction to Business	3
☐ BUS 102	Marketing	3
☐ ENGL 101	Freshman Composition: Exposition	4
☐ AHC Grad Req	Dance or Physical Activity	.5-3
Total Units		16.5-19

Tasks:

- Complete Career Exploration
- Meet with Counselor (SEP)
- Visit library and tutoring
- Review Financial Aid Req.
- Apply AHC Scholarship

SPRING SEMESTER (YEAR 1)

Course	Title	Units
☐ ACCT 132	Financial Accounting 2	3
☐ BUS 107	Human Relations in Business	3
☐ CBIS 101	Computer Concepts & Applications	3
☐ AHC GE Req	Area 2: Mathematical Concepts and Quantitative Reasoning	3-5
☐ AHC GE REQ	Area 3: Arts and Humanities	3
Total Units		15-17

Tasks:

- Set up Jobspeaker
- Attend Career Exploration Day
- Complete the FAFSA or Dream Act by March 2
- Apply AHC Scholarship

FALL SEMESTER (YEAR 2)

Course	Title	Units
☐ BUS 104	Business Organization and Management	3
☐ BUS 110	Business Law	3
☐ BUS 302	Essentials of Management	3
☐ AHC GE REQ	Area 5: Natural Science	3-4
☐ AHC GE REQ	Area 7: Living Skills	3
☐ AHC GE Req	Area 6: Ethnic Studies	3
Total Units		18-19

Tasks:

- Meet with a Transfer Counselor
- Develop Resume at Career Center
- Review Financial Aid Requirements
- Apply for AHC Scholarship

SPRING SEMESTER (YEAR 2)

Course	Title	Units
☐ BUS 160	Business Communications	3
☐ Elective	Major Elective Group 1	3
☐ Elective	Major Elective Group 2	3
☐ AHC GE REQ	Area 4A: Social and Behavioral Sciences	3
☐ AHC GE REQ	Area 4B:United States History and Government	3
☐ AHC GE REQ	Area 1B: Oral Comm. and Critical Thinking	3
Total Units		18

Tasks:

- Apply for Degree with Counseling
- Utilize Job Search Resources
- Complete FAFSA or Dream Act by March 2
- Attend Job Fair/Career Exploration Day