Minnesota State Community and Technical College

# Business - AS (60 credits)

## Program Plan for Moorhead

This is a flexible degree designed for students who want to continue their education or enter the workforce in a business-related career. The degree is 60 credits in length, including 30 semester credits in general education from six of the 10 goal areas of the Minnesota Transfer Curriculum and 30 technical credits. Students completing this degree may further advance their education by obtaining a degree through articulation agreements with baccalaureate degree-granting institutions. Emphasis is on contemporary business practices through coursework in management, marketing, economics, accounting, technology and communications.

## Course Listing

| Course # | Course Title | Credits |
|---|---|---|
| **Required** | | |
| ACCT2211 | Financial Accounting I | 3 |
| ACCT2212 | Financial Accounting II | 3 |
| ACCT2213 | Managerial Accounting | 3 |
| BUS1120 | Spreadsheet and Database Concepts | 3 |
| BUS2204 | Principles of Management | 3 |
| BUS2206 | Principles of Marketing | 3 |
| BUS2220 | Global Business | 3 |
| **MNTC Courses** | | |
| COMM1120 | Introduction to Public Speaking | 3 |
| ECON2210 | Macroeconomics | 3 |
| ECON2222 | Microeconomics | 3 |
| ENGL1101 | College Writing | 3 |
| ENGL1205 | Writing About Literature | 3 |
| -OR- ENGL1210 | Writing About Current Issues | 3 |
| -OR- ENGL1215 | Professional and Technical Writing | 3 |
| MATH1114 | College Algebra | 4 |
| MATH1122 | Applied Calculus and Linear Algebra | 3 |
| MATH1213 | Introduction to Statistics | 4 |
| SOC1111 | Intro to Sociology | 3 |
| -OR- PSYC1200 | General Psychology | 3 |

**MNTC Electives: 1**

**Elective Credits: 9**

**Total Credits: 60**

(†) Completion of an AS degree requires courses from at least 6 of the 10 MNTC Goal Areas.

## Similar Programs

Business AS: Fergus Falls, Moorhead, eCampus

## Accreditation

The College is accredited by the Higher Learning Commission of the North Central Association of Colleges and Schools, (800) 621-7440, 30 North LaSalle Street, Suite 2400, Chicago, IL 60602-2504.

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**ACCT2211 Financial Accounting I (3 credits)**
This course introduces students to the content and concepts underlying financial statements. Course content includes study of the accounting model, financial statements, merchandise accounting, internal controls and accounting for assets. The course will focus on using accounting information for decision making. Prerequisite: None

**ACCT2212 Financial Accounting II (3 credits)**
This course continues the introduction to the content and concepts underlying basic financial statements. Major content includes income measurement, accrual accounting, accounting theory, time-value of money, accounting for current and long-term liabilities, owner's equity for sole proprietorships, partnerships and corporations, statement of cash flows and financial statement analysis. Prerequisite: Corequisite: ACCT2211 Pre/Corequisite: ACCT2211

**ACCT2213 Managerial Accounting (3 credits)**
This course focuses on strategic decision-making related to cost analysis and cost management. Prerequisite: Prerequisite: ACCT2212 or ACCT2211

**BUS1120 Spreadsheet and Database Concepts (3 credits)**
This course provides the student with in-depth coverage of a spreadsheet and a database management system as used in a business setting. Students should be familiar with Windows and word processing. Prerequisite: None

**BUS2204 Principles of Management (3 credits)**
This course examines the historical and philosophical foundations of management as well as current theory and practices. Managerial decisions as a planner, organizer, motivator, controller and leader of a diverse workforce in a competitive environment are identified and evaluated. It is a study of the basic principles of business management, to include the functional, scientific, behavioral and systems approaches. Current literature, concepts, models and applications may be included as well as the use of case studies. Prerequisite: None

**BUS2206 Principles of Marketing (3 credits)**
This course is an introductory study of marketing and will include the nature and significance of marketing to both consumers and industrial firms, the marketing mix, market segmentation, target market identification, the product, channels of distribution and pricing systems. Basic factors affecting policy and strategy issues in marketing will also be examined. The course will describe economic, legal, behavioral, environmental, competitive and technological factors as they affect product, pricing, promotion and marketing-channel decisions. Prerequisite: None

**BUS2220 Global Business (3 credits)**
This course will introduce the student to business operations surrounding global trade and identify interconnected issues. Businesses are increasingly challenged by multinational corporations, international trade policies, cultural and religious differences, environmental movements and human rights groups, which often play a leading role in defining and framing the global agenda. Understanding why nations do business with each other, how communication plays a vital role, what cultural features influence business practices, how competitive dynamics affect organizations and what legal considerations must be followed will prepare students for a rapidly-changing global economy. Prerequisite: None

**COMM1120 Introduction to Public Speaking (3 credits)**
Meets MnTC Goal Area 1. This course clarifies the process of oral communication, clarifies the basic principles of public speaking and allows the student to increase the application of these principles while both speaking and listening. Prerequisite: Assessment into ENGL1101

**ECON2210 Macroeconomics (3 credits)**
This course provides the student with a means to study economic principles as they relate to determinants of national income, national income accounting, business cycles, unemployment, inflation and aggregate expenditures. The course also examines macroeconomic policy and provides information to gain further understanding in the areas of fiscal policy, financial markets, money and banking, monetary policy, international policy and the varying viewpoints that have evolved throughout history, including the Keynesian and Monetarist schools of thought. Prerequisite: None

**ECON2222 Microeconomics (3 credits)**
Microeconomics stresses the concepts of scarcity, production possibilities, supply and demand curves, elastic and inelastic goods and services, competition, monopolies, oligopolies, poverty and income distribution in the United States. In general, microeconomics examines the functioning of individual industries and the behavior of the individual. Prerequisite: None

**ENGL1101 College Writing (3 credits)**
Meets MnTC Goal Area 1. This is an introductory writing course designed to prepare students for later college and career writing. The course focuses on developing fluency through a process approach, with particular emphasis on revision. Students will consider purpose and audience, read and discuss writing and further develop their own writing processes through successive revisions to produce polished drafts. Course work will include an introduction to argumentative writing, writing from academic sources and a short research project. Prerequisite: Prerequisite: Completion of ENGL0050 with a grade of C or higher and completion of ENGL0040, OR ENGL0096 with a grade of C or higher OR placement in ENGL1101 (because of entrance examination score).

**ENGL1205 Writing About Literature (3 credits)**
Meets MnTC Goal Area 1. This course builds on the foundations of College Writing and provides students with additional opportunities to develop fluency in their writing through a process approach. Students will read critically from a variety of literary genres, explore meaning through academic research and respond through discussion and writing. Prerequisite: Prerequisite: ENGL1101

**ENGL1210 Writing About Current Issues (3 credits)**
Alternate Course for ENGL1205. Meets MnTC Goal Area 1. This course builds on the foundations of College Writing and provides students with additional opportunities to develop and refine their writing through a process approach. Students will explore current issues by critically reading a variety of texts, conducting academic research and responding through discussion and writing. Prerequisite: Prerequisite: ENGL1101

**ENGL1215 Professional and Technical Writing (3 credits)**
Alternate Course for ENGL1205. Meets MnTC Goal Area 1. This course provides instruction in writing and designing professional and technical documents, including print and non-print correspondence, descriptions, instructions, reports and proposals, along with promotional material. Analysis, critical thinking and synthesis of sources will be covered, along with the development of presentation skills. Coursework also includes a formally documented, multi-source professional project. Prerequisite: Prerequisite: ENGL 1101 College Writing

**MATH1114 College Algebra (4 credits)**
Meets MnTC Goal Areas 2 and 4. This course includes rational, polynomial, exponential, logarithmic, inverse and quadratic functions. The course also includes equations, inequalities, complex numbers and systems of linear equations. Additional topics may include matrices and determinants. Prerequisite: MATH1020 or by placement test

**MATH1122 Applied Calculus and Linear Algebra (3 credits)**
Meets MnTC Goal Areas 2 and 4. This course is an introduction to optimization, the simplex method, differential and integral calculus with an emphasis on application in the areas of business and the life and social sciences. This course is intended for all liberal arts and science students but is highly recommended for students pursuing business careers. Prerequisite: Prerequisite: MATH1114

**MATH1213 Introduction to Statistics (4 credits)**

**SOC1111 Intro to Sociology (3 credits)**

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Meets MnTC Goal Areas 2 and 4. Topics include data summary, frequency distributions, plots, graphs, measures of central tendency, variation, probabilities, probability distributions and confidence intervals. Hypothesis testing of means, proportions and variances will be conducted using the z-test, t-test, chisquare-test, f-test and ANOVA. Optional topics may include nonparametric statistics, sampling and simulation. Prerequisite: Prerequisite: MATH1114 and or by placement exam or MATH1118

**PSYC1200 General Psychology (3 credits)**
Alternate Course for SOC1111. Meets MnTC Goal Areas 5 and 9. This is a comprehensive introductory overview of psychology that studies human behavior and mental processes. Topics include research methods, the history of psychology, theories of human behavior, the physiological basis of behavior, sensation, perception, behavioral learning, memory, problem solving, language development, personality theory, intelligence, the influence of groups on the behavior of individuals and altered states of consciousness such as sleep and dreams. Prerequisite: None

Meets MnTC Goal Areas 2, 5 and 7. This course is an introduction to the study of societies and the social factors that influence individual and group behavior. The course incorporates sociological and other critical thinking models for the investigation of various components of social life: culture, socialization, social organization, social stratification, social institutions, populations dynamics and social change. Prerequisite: None

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# Business - AS (60 credits)

### 1st Fall Semester

| Course # | Crd | Course Title | Lec/Lab/OJT |
|---|---|---|---|
| ACCT2211 | 3 | Financial Accounting I | 3/0/0 |
| BUS2206 | 3 | Principles of Marketing | 3/0/0 |
| ECON2222 | 3 | Microeconomics | 3/0/0 |
| ENGL1101 | 3 | College Writing | 3/0/0 |
| | 3 | Technical Electives | |
| | **15** | **Total** | |

### 1st Spring Semester

| Course # | Crd | Course Title | Lec/Lab/OJT |
|---|---|---|---|
| ACCT2212 | 3 | Financial Accounting II | 3/0/0 |
| ECON2210 | 3 | Macroeconomics | 3/0/0 |
| ENGL1205 | 3 | Writing About Literature | 3/0/0 |
| - OR - ENGL1210 | 3 | Writing About Current Issues | 3/0/0 |
| - OR - ENGL1215 | 3 | Professional and Technical Writing | 3/0/0 |
| MATH1114 | 4 | College Algebra | 4/0/0 |
| | 3 | Technical Electives | |
| | **16** | **Total** | |

### 2nd Fall Semester

| Course # | Crd | Course Title | Lec/Lab/OJT |
|---|---|---|---|
| ACCT2213 | 3 | Managerial Accounting | 3/0/0 |
| BUS1120 | 3 | Spreadsheet and Database Concepts | 3/0/0 |
| BUS2204 | 3 | Principles of Management | 3/0/0 |
| COMM1120 | 3 | Introduction to Public Speaking | 3/0/0 |
| MATH1213 | 4 | Introduction to Statistics | 4/0/0 |
| | **16** | **Total** | |

### 2nd Spring Semester

| Course # | Crd | Course Title | Lec/Lab/OJT |
|---|---|---|---|
| BUS2220 | 3 | Global Business | 3/0/0 |
| MATH1122 | 3 | Applied Calculus and Linear Algebra | 3/0/0 |
| SOC1111 | 3 | Intro to Sociology | 3/0/0 |
| - OR - PSYC1200 | 3 | General Psychology | 3/0/0 |
| | 1 | MN Transfer Elective | |
| | 3 | Technical Electives | |
| | **13** | **Total** | |

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