BUSINESS TRANSFER PATHWAY
ASSOCIATE OF SCIENCE (AS) – 60 CREDITS

About this program

The Business Transfer Pathway AS offers students a powerful option: the opportunity to complete an Associate of Science degree with course credits that directly transfer to designated business bachelor's degree programs at Minnesota State universities. The curriculum has been specifically designed so that students completing this pathway degree and transferring to one of the seven Minnesota State universities enter the university with junior-year status. Emphasis is on contemporary business practices through coursework in management, marketing, economics, accounting, technology and communications. All courses in the Transfer Pathway associate degree will directly transfer and apply to the designated bachelor's degree programs in a related field.

Program outcomes

1. Function effectively in a diverse, global business community.
2. Use critical thinking skills to analyze and solve business problems.
3. Demonstrate effective interpersonal skills and professional attitudes.
4. Demonstrate effective business communication skills.

Curriculum overview

Crds	Requirement type
42	Required courses
6	Restricted electives in courses
3	Restricted electives in MnTC Goal Areas
9	Restricted electives in course types
60	**Total**

Developmental courses note: A student may be required to enroll in developmental courses in reading, writing and math. A student's scores on the Accuplacer assessment will determine enrollment in developmental courses. The purpose of developmental courses is to prepare students for the demands of a college-level curriculum. *Credits may vary.*

Accreditation: Minnesota State Community and Technical College is accredited by the Higher Learning Commission, a regional accreditation agency recognized by the U.S. Department of Education. More information can be found at www.minnesota.edu/accreditation.

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Curriculum requirement details

Required courses

Course	Crds
ACCT2210 - Managerial Accounting	4
ACCT2211 - Financial Accounting I	3
ACCT2212 - Financial Accounting II	3
BUS1100 - Business Computers	3
BUS2150 - Legal Environment of Business	3
BUS2204 - Principles of Management	3
BUS2206 - Principles of Marketing	3
COMM1120 - Introduction to Public Speaking	3
ECON2210 - Macroeconomics	3
ECON2222 - Microeconomics	3
ENGL1101 - College Writing	3
MATH1114 - College Algebra	4
MATH1213 - Introduction to Statistics	4

Other requirements or restricted electives

3 credits from one or more of these Courses:

Course title	Credits
PSYC1200 - General Psychology	3
SOC1111 - Introduction to Sociology	3

3 credits from one or more of these Courses:

Course title	Credits
PHIL1200 - Applied and Professional Ethics	3
PHIL1201 - Ethics	3

3 credits from these Goal Areas:

- 1. Communication

3 credits from these Course Types:

- General Education w/MnTC Goals

6 credits from these Course Types:

- Career
- General Education w/MnTC Goals

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Course summaries

ACCT2210 - Managerial Accounting ..... ***(4 credits)***
This course focuses on providing financial information to management for strategic decision-making related to cost analysis and cost management.

Prerequisites:

- ACCT2211

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 focuses on using accounting information for decision making.

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.

Corequisites:

- ACCT2211

BUS1100 - Business Computers ..... ***(3 credits)***
Students will utilize business computer software applications including word processing, spreadsheets, databases and presentation software to solve business problems, emphasizing professional design and organization. Additional topics include basic computer hardware, computer security and ethics, privacy concerns and professional communication standards.

BUS2150 - Legal Environment of Business ..... ***(3 credits)***
This course offers an overview of the American legal system and provides an introduction to what a business person should know about the law and the American legal system. Major content areas include the court system, trial process, alternative dispute resolution, business and the Constitution, the administrative process, torts and product liability, common law of contracts, employment law, employment discrimination, anti-trust law, international business and ethics.

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. The course is a study of the basic principles of business management, including the functional, scientific, behavioral and systems approaches along with the role of projects in contemporary organizations. Current literature, concepts, models and applications may be included as well as the use of case studies.

BUS2206 - Principles of Marketing ..... ***(3 credits)***
This course examines the business function of marketing and will enhance students' decision-making skills in a global market. The course focuses on how marketers create value by satisfying customer needs and wants by analyzing which target markets the organization can best serve, and the appropriate strategies to serve these markets. This course will also discuss the implications of environmental factors (including the digital environment) that can impact the marketing strategies of a business. Topics include business and consumer markets, branding and product strategies, marketing research, digital marketing concepts, pricing, promotion and supply chain management.

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.

Prerequisites:

- Assessment into ENGL 1101

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.

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.

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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. Coursework will include an introduction to argumentative writing, writing from academic sources and a short research project.

Prerequisites:

- Completion of ELL1085, ENGL0096, or ENGL0097 with a grade of C or higher OR placement into college-level English.

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.

Prerequisites:

- MATH1020

OR

- Placement Exam

MATH1213 - Introduction to Statistics ..... ***(4 credits)***
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, chi-square test, f-test and ANOVA. Optional topics may include nonparametric statistics, sampling and simulation.

Prerequisites:

- MATH1114
- or by placement exam

OR

- MATH1118

PSYC1200 - General Psychology ..... ***(3 credits)***
Meets MnTC Goal Areas 5 and 9. This is a comprehensive introductory overview of psychology that studies human behavior and mental processes. Topics include (but are not limited to) research methods, the history of psychology, neuroscience and behavior, developmental psychology, sensation and perception, motivation and emotion, health psychology, learning and memory, personality, social psychology, psychopathology and treatments, and states of consciousness such as sleep and dreams.

SOC1111 - Introduction to Sociology ..... ***(3 credits)***
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.

PHIL1200 - Applied and Professional Ethics ..... ***(3 credits)***
Meets MnTC Goal Areas 2 and 9. In this course students will explore ethical issues that arise in professional settings including business, medical and technical settings. The course will also look at the philosophical underpinnings of current professional policies and how philosophy can offer insights that can enhance and deepen such policies.

PHIL1201 - Ethics ..... ***(3 credits)***
Meets MnTC Goal Areas 2, 6 and 9. This course is an introduction to the topic of ethics. In this course, the following questions are examined: What is ethics? How do we make ethical decisions? Are things that are legally right necessarily right? Should we consider our own interests when making ethical decisions? Are things ethically right simply because God says they are right? If our culture says something is ethically right, does that mean it is ethically right? The course also examines numerous topical ethical issues such as racism, terrorism and censorship.

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Program Plan — "Primary"

Locations: Fergus Falls,Moorhead,Online

1st Fall Term (15 credits)

Courses

Course	Crds
ACCT2211 - Financial Accounting I	3
BUS1100 - Business Computers	3
BUS2206 - Principles of Marketing	3
ECON2222 - Microeconomics	3
ENGL1101 - College Writing	3

1st Spring Term (16 credits)

Courses

Course	Crds
ACCT2212 - Financial Accounting II	3
ECON2210 - Macroeconomics	3
MATH1114 - College Algebra	4

3 credits in one or more of the following:

Goal Area 1. Communication

3 credits in one or more of the following:

Career

General Education w/MnTC Goals

2nd Fall Term (14 credits)

Courses

Course	Crds
ACCT2210 - Managerial Accounting	4
BUS2204 - Principles of Management	3
COMM1120 - Introduction to Public Speaking	3
MATH1213 - Introduction to Statistics	4

2nd Spring Term (15 credits)

Courses

Course	Crds
BUS2150 - Legal Environment of Business	3

3 credits in one or more of the following:

PSYC1200 - General Psychology 3
SOC1111 - Introduction to Sociology 3

3 credits in one or more of the following:

PHIL1200 - Applied and Professional Ethics 3
PHIL1201 - Ethics 3

3 credits in one or more of the following:

General Education w/MnTC Goals

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3 credits in one or more of the following:

Career

General Education w/MnTC Goals

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