

Sales Management

Associate of Science (AS) Degree

Program Requirements..... 30
 General Education/MnTC..... 30
 Total Credits 60

Program Information

The Associate of Science (AS) in Sales Management degree program is designed to prepare students for entry-level careers in the field while simultaneously priming students for success as they continue their education. This degree offers an introduction to sales theory and concepts along with practical skills necessary to enhance professional performance within sales management roles. Students will experience an application-oriented, real-world focused education through a degree program that provides both a strong foundational business core along with a general education curriculum designed to support student academic and professional success. For assistance in program planning, or to explore additional transfer options, students should schedule a time to meet with an academic advisor. This degree may transfer in part or in its entirety to baccalaureate institutions. Students should meet with a representative of the transfer institution when planning their program.

Program Goals

By completing this program, students will achieve the following learning goals as applied in a sales environment:

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; and
4. Demonstrate effective business communication skills.

Developmental Courses

Some students may need preparatory courses in the areas of English, mathematics, or reading. Courses numbered below 1000 will not apply toward this degree.

Completion Requirements

- A minimum of 60 semester credits in courses numbered 1000 or above.
- A minimum cumulative grade point average (GPA) of 2.0 in courses numbered 1000 or above at ARCC.
- Satisfy residency requirements.
- Completion of specific degree requirements.
- To receive your diploma, you must apply to graduate.
- The requirements of this program are subject to change without notice.

Program Requirements: 30 credits

<input type="checkbox"/>	BUS 1103	Human Relations in the Workplace	3
<input type="checkbox"/>	BUS 1112	Computer Concepts and Applications	3
<input type="checkbox"/>	BUS 1122	Business Ethics and Social Issues.....	3
<input type="checkbox"/>	BUS 1124	PowerPoint and Web Conferencing	3
<input type="checkbox"/>	BUS 1145	Customer Service.....	3
<input type="checkbox"/>	BUS 1149	Professional Selling	3
<input type="checkbox"/>	BUS 2125	Financial Accounting	4
<input type="checkbox"/>	BUS 2142	Principles of Marketing	4
<input type="checkbox"/>	BUS 2244	Principles of Management	4

General Education/MnTC Requirements: 30 credits

Complete at least 30 general education credits from the Minnesota Transfer Curriculum (MnTC), including the required courses listed. You must complete at least one course in six of the ten goal areas. One course may satisfy more than one goal area, but the course credits may be counted only once.

- 1. Communication
 - ENGL 1120 ♦ **OR** ENGL 1121 ♦
- 2. Critical Thinking
- 3. Natural Science (*one course must include a lab*)
- 4. Mathematical/Logical Reasoning
 - MATH 1114 ♦
 - MATH 1200 ♦
- 5. History/Social/Behavioral Sciences
 - ECON 2205
 - ECON 2206
- 6. Humanities/Fine Arts
- 7. Human Diversity
- 8. Global Perspective
- 9. Ethical/Civic Responsibility
- 10. People and the Environment

Program Sequence:

The sequence that follows is suggested for full-time students. Part-time students will need more time to complete this program.

	Fall Semester	Spring Semester
1st YEAR	BUS 1103	BUS 1122
	BUS 1112	BUS 1145
	BUS 1124	BUS 2125
	BUS 1149	BUS 2142
	GenEd/MnTC	
	TOTAL	TOTAL
	15	14
2nd YEAR	Fall Semester	Spring Semester
	BUS 2244	ECON 2206
	ECON 2205	MATH 1200
	ENGL 1120/1121	GenEd/MnTC
	MATH 1114	
TOTAL	TOTAL	
	15	16

♦ *Course has prerequisite - see course schedule or catalog description.*

^ *Course requires Instructor permission.*

NOTE: You are encouraged to contact an academic advisor at 763-433-1230 for course planning assistance and information about transfer credit evaluation and transfer options.