

**Template for CAA students earning an AS degree
who are interested in BUSINESS ADMINISTRATION
at Winston-Salem State University**

Part I: Complete the AS degree within the NCCCS as outlined.

Any program/major courses that satisfy the Universal General Education Transfer Component will be noted in the column "Required or Preferred by Major" up to the limits of each category.

Universal General Education Transfer Component (UGETC)

The following <u>two</u> English composition courses are required.							
English Composition (6 SCH)							
Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required or Preferred by Major	Notes
ENG 111	Expository Writing	3	None	ENG 1301	3		
ENG 112	Argument-Based Research	3	ENG 111	ELEC 1100	3		Counts as GE hours
Total Credit Hours Required		6		6			

Students will select <u>two</u> courses from at least two different disciplines:							
Humanities/Fine Arts (6 SCH)							
Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required or Preferred by Major	Notes
ART 111	Art Appreciation	3	None	ART 1301	3		
ART 114	Art History Survey I	3	None	ART 2301	3		
ART 115	Art History Survey II	3	None	ART 2302	3		
COM 231	Public Speaking	3	None	SPH 2341	3		
ENG 231	American Literature I	3	None	ENG 2313	3		
ENG 232	American Literature II	3	None	ENG 2314	3		
MUS 110	Music Appreciation	3	None	MUS 1301	3		

MUS 112	Introduction to Jazz	3	None	ELEC 1000	3		Counts as GE AOK
PHI 215	Philosophical Issues	3	ENG 111	PHI 2301	3		
PHI 240	Introduction to Ethics	3	ENG 111	PHI 2302	3		
Total Credit Hours Required		6			6		

Social /Behavioral Science (6 SCH)

Students will select two courses from at least two different disciplines:

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required or Preferred by Major	Notes
ECO 251	Principles of Microeconomics	3	None	ECO 2311	3		
ECO 252	Principles of Macroeconomics	3	None	ECO 2312	3		
HIS 111	World Civilizations I	3	None	HIS 1301	3		
HIS 112	World Civilizations II	3	None	HIS 1302	3		
HIS 131	American History I	3	None	HIS 2306	3		
HIS 132	American History II	3	None	HIS 2307	3		
PSY 150	General Psychology	3	None	PSY 2301	3		
POL 120	American Government	3	None	POS 2311	3		
SOC 210	Introduction to Sociology	3	None	SOC 2301	3		
Total Credit Hours Required		6			6		

Mathematics (8 SCH)

Students will select two courses from the following:

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required or Preferred by Major	Notes
MAT 171	Precalculus Algebra	4	None	MAT 1312	3		
MAT 172	Precalculus Trigonometry	4	MAT 171	MAT 1312	3		
MATH 263	Brief Calculus	4	MAT 171	MAT 2333	3		
MATH 271	Calculus I	4	MAT 172	MAT 2317	3		
Total Credit Hours Required		8			6		

Students will select 8 SHS
from the following
courses:

Natural Sciences (8 SCH)

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required or Preferred by Major	Notes
AST 151/151	General Astronomy I and lab I		None	PHS 4111	4		
BIO 110	Principles of Biology	4	None	BIO 1301/1101	4		
BIO 111	General Biology I	4	None	BIO 2301/2101	4		must take both BIO 111 and BIO 112
BIO 112	General Biology II	4	BIO 111	BIO 2302/2102	4		must take both BIO 111 and BIO 112
CHM 151	General Chemistry I	4	None	CHE 2311+2111	4		must take both CHM 151 and CHM 152
CHM 152	General Chemistry II	4	CHM 151	CHE 2312+2112	4		must take both CHM 151 and CHM 152
GEL 111	Introduction Geology	4	None	ELEC 1100	4		Counts as GE AOK
PHY 110/110	Conceptual Physics and Lab	4	None	ELEC 1100	4		Counts as GE AOK, must take lab with course
PHY 151	College Physics I	4	MAT 171	PHY 2321	4		must take PHY 151 and PHY 152
PHY 152	College Physics II	4	PHY 151	PHY 2322	4		must take PHY 151 and PHY 152
PHY 251	General Physics I	4	MAT 271	PHY 3331	4		must take PHY 251 and PHY 252
PHY 252	General Physics II	4	MAT 272 <i>and</i> PHY 251	PHY 3332	4		must take PHY 251 and PHY 252

Total Credit Hours Required

8

8

Total UGETC Hours

34

34

Additional General Education Courses (11-12 SHC) : These courses must be classified as UGETC or general education within the CAA.

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Category	Notes

Total Credit Hours Required 11-12 12

Total General Education Hours Required 45 45

Other REQUIRED HOURS (14-15 SHC): These courses must be classified as pre-major, elective or general education within the CAA.

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Category	Notes
ACA 122	College Transfer Success	1	None	UNI 001	1	GEC	required by CAA

Other Required Hours (15-16 SCH) 14-15 14

Total Semester Credit Hours in Program: 60

Part II: Complete one of the Degree Plans

PRE-REQUISITES

MAT 1312 Pre-Calculus I (3 hrs) GE Course

FOUNDATION COURSES (24 credit hours, 12 of which satisfy GE Requirements)

ACC 2316	Principles of Financial Accounting (3 hrs)	
BLA 2325	Business Law (3 hrs)	GE course
ECO 2311	Principles of Microeconomics (3 hrs)	GE course
ECO 2312	Principles of Macroeconomics (3 hrs)	GE course
MGT 2321	Principles of Management (3 hrs)	
MIS 1380	Business Computing (3 hrs)	GE course
MKT 2331	Principles of Marketing (3 hrs)	
QBA 2325	Business Statistics (3 hrs)	

BREADTH COURSES (12 credit hours)

ACC 2317	Managerial Accounting (3 hrs)
QBA 3370	Business Analytics (3 hrs)
FIN 3351	Principles of Financial Management (3 hrs)
QBA 3377	Operations Management (3 hrs)

DEPTH COURSES - CONCENTRATIONS (24 credit hours)

Students choose from the following areas: Economics, Finance, Management, Management Information Systems, or Marketing.

ECONOMICS

ECO 3313 – Intermediate Microeconomics (prereq ECO 2311)
ECO 3314 – Intermediate Macroeconomics (prereq ECO 2312)
ECO 3316 – Applied Econometrics & Forecasting (prereq QBA 2325 OR MAT 2326)
ECO 4301 – Applied Business Economics (prereq QBA 2325 OR MAT 2326)
ECO/FIN – Any 3000 or 4000 level Economics or Finance course
ECO/FIN – Any 3000 or 4000 level Economics or Finance course
ECO/FIN – Any 3000 or 4000 level Economics or Finance course
MGT 4399 – Strategic Management (Capstone)

FINANCE

ACC 3314 - Income Tax Accounting I

FIN 3357 - Personal Financial Planning (GE)

FIN 4378 - Investment Planning

FIN 4383 - Insurance Planning

MGT 4399 – Strategic Management (Capstone)

Plus select either Corporate Finance or Personal Financial Planning Track

Corporate Finance Track

FIN 3368 - International Finance

FIN 4379 - Financial Institutions

FIN 4381 - Intermediate Financial Management

Personal Financial Planning Track

FIN 4320 - Retirement Planning

FIN 4330 - Estate Planning

FIN 4385 - Advanced Financial Planning

MANAGEMENT

MGT 3322 -Organizational Behavior

MGT 4348 -Human Resource Management and Employment Law

MGT 4349 -Services and Quality Management

MGT 4386 -Global Issues in Management

MGT 4399 – Strategic Management (Capstone)

Plus select 3 courses from among:

MGT 3320 /MIS 3320 -Project Management

MGT 3324 -Entrepreneurship & Small Business Management
MGT 3391 /MGT 4391 -Management Internship
MGT 4347 -Managing Organization Development and Change
MGT 4387 -Leadership
MGT 4388 -Business, Society, and Sustainability

MANAGEMENT INFORMATION SYSTEMS (MIS)

MIS 2312 - Internet Technology (GE)
MIS 3320 - Project Management
MIS 3330 - Information Systems Concepts
MIS 3340 - Systems Analysis and Design
MIS 3360 - Basic Concepts of Telecommunications
MIS 3380 - File Structures and Database Operations
MIS 4322 - Global Electronic Commerce
MGT 4399 – Strategic Management (Capstone)

MARKETING

MKT 3334 - Integrated Marketing Communications
MKT 3335 - Consumer and Organizational Buyer Behavior
MKT 4376 - Marketing Research
MKT 4380 - Marketing Strategy
MGT 4399 – Strategic Management (Capstone)

Plus select 3 courses from among:

MKT 3302 - Business Plan Foundations
MKT 3303 - Fundamental of Non-profit Marketing
MKT 3305 - Entrepreneurial Marketing
MKT 3332 - Principles of Retailing
MKT 3391 /MKT 4391 -Marketing Internship

MKT 4302 -Selling and Sales Management

MKT 4370 - Services Marketing

MKT 4372 - Social Media Marketing

MKT 4379 -International Marketing

Grneral Education	60
BUA Foundation	24
BUA Breadth	12
BUA Debth	
(concentration)	<u>24</u>
Total	120