

## 2010-2011

### Suggested Schedule for Retail Management 2 yr. degree

The Business Department strongly recommend that courses and prerequisites be taken in the order listed on these worksheets. Taking courses out of sequence can cause difficulty with scheduling as you near the end of your program.

#### First Year

<b>FALL</b>	<b>CR</b>	<b>Prerequisites</b>
BA 101 Introduction to Business	4	<i>See Program Prerequisites*</i>
CS 120 Concepts of Computing: Information Processing	4	<i>See Program Prerequisites*</i>
MTH 065 Elementary Algebra or higher	4	Test in, or MTH 060
Choice of:		
SP 111 Fundamentals of Public Speaking	4	None
SP 100 Basic Communication	4	None
SP 130 Business and Professional Speech	4	None
Total	16	
<b>WINTER</b>		
BA 211 Financial Accounting	4	BA 101, recommended BT 165
BA 224 Human Resource Management	3	BA 101
BA 223 Marketing	4	BA 101
WR 121 Composition: Introduction to Academic Writing	4	Test in, or WR 115
Total	15	
<b>SPRING</b>		
BA 214 Business Communications	4	Test in or BT 108 and WR 121
BA 249 Retailing	4	BA 101 and BA 223
BA 278 Leadership and Team Dynamics	4	<i>See Program Prerequisites*</i>
BA 206 Management Fundamentals	3	BA 101
Total	15	

**\*Program Prerequisites:** Students entering the Retail Management program need to place into at least WR 121 and MTH 060.

**\*\*Must be passed with a B grade or better to use as a prerequisite.**

Information deemed reliable but not guaranteed. Refer to Lane Webpages for most current information. Courses may be offered other terms.

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## Second Year

### FALL

BA 213 Managerial Accounting	4	BA 211 and MTH 060 or higher
BA 251 Supervisory Management	3	See Program Prerequisites*
HE 252 First Aid	3	None
SP 115 Intercultural Communication	4	None
Total	14	

### WINTER

BA 226 Business Law	4	See Program Prerequisites*
ECON 200 Principles of Economics: Intro to Economics	3	Recommended MTH 111
SP 105 Listening and Critical Thinking	4	None
Choice of:		
BT 123 MS EXCEL for Business**	4	CS 120 and MTH 020 or higher
BT 165 Introduction to the Accounting Cycle**	4	See Program Prerequisites*
BT 170 Payroll Records and Accounting*	4	BT 163 or BT 175
BT 171 Payroll Laws and Regulations	4	See Program Prerequisites*
BT 251 E-Business Fundamentals	3	Experience with web browsers and email.
Total	14-15	

### SPRING

BA 124 Negotiating	3	See Program Prerequisites*
BT 221 Budgeting for Managers	4	BT 165 or BA 211, recommended BT 123
BA 238 Sales	3	See Program Prerequisites*
BA 261 Consumer Behavior	3	See Program Prerequisites*
BA 280 Co-op Ed: Retail	3	See Program Prerequisites*
Total	16	

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