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| **Housatonic Community College**  Course Selection Guide for **2011-2012****Business Administration:  Customer Service/Marketing Option**  Associate in Science Degree  (Banner code: EB55)**(Must be printed and filled out manually)**  |
| Name  | Banner ID No. |
| Address | Program Entry Date |
|   | Advisor |

**Placement Assessment:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| □ MAT\* 075 (DS091)    | □ MAT\* 095 (DS095)    | □ DS099    |   |   |
| □ ENG\* 003(DS010)    | □ ENG\* 013 (DS050)    | □ ENG\* 043 (EN100R)    | □ ENG\* 073 (DS 011)    | □ ENG\* 093  |

**Program Requirements :**

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| --- | --- | --- | --- | --- | --- |
| SemesterTaken | CourseNo.  | Grade  | Course Number (Previous No.)  | Course Title  | Credits |
| ***Freshman Year*** |
|   |   |   | **ENG\* E101** (EN 101)  | Composition  | 3  |
|   |   |   | **Mathematics** **1**  | Elective (MAT\*137 OR HIGHER)  | 3 - 4  |
|   |   |   | **BBG\* E101** (BU 110) **2** or BES\* E118  | Introduction to Business  | 3  |
|   |   |   | **ACC\* E113** (AC 101)  | Principles of Financial Accounting  | 3  |
|   |   |   | **BMK\* E106** (BU 104)  | Principles of Selling  | 3  |
|   |   |   | **ENG\* E102** (EN 102)  | Literature & Composition  | 3  |
|   |   |   | **BMK\* E201** (BU 111)  | Principles of Marketing  | 3  |
|   |   |   | **BMK\* E123** (BU 114)  | Principles of Customer Service  | 3  |
|   |   |   | **CSA\* E106** (CS 105)  | Introduction to Computer Applications  | 4  |
|   |   |   | **Science**  | Elective  | 3 - 4  |
| ***Sophomore Year*** |
|   |   |   | **Fine Arts**  | Elective  | 3  |
|   |   |   | **BMG\* E202** (BU 209)  | Principles of Management  | 3  |
|   |   |   | **BFN\* E201** (BU 215)  | Principles of Finance  | 3  |
|   |   |   | **BBG\* E231** (BU 221)  | Business Law I  | 3  |
|   |   |   | **BMK\* E207** (BU 238)  | Consumer Behavior  | 3  |
|   |   |   | **ECN\* E101** (EC 204) or ECN\* E102  | Principles of Macro-Economics  | 3  |
|   |   |   | **BBG\* E210** (BU 211)  | Business Communication (Spring and Summer only) (spring/summer)  | 3  |
|   |   |   | **BMK\* E205** (BU 239) or BMK\* E241  | Business to Business Marketing  | 3  |
|   |   |   | **Humanities**  | Elective  | 3  |
|   |   |   | **Behavioral Science**  | Elective (PSY\*, SOC\*, ANT\*)  | 3  |
| **Total Credits**  | 61 - 63 |

**1** MAT\* E137 or higher.**2** BBG\* E101 is highly recommended. Please see your academic advisor.NOTE: A minimum of 15 credits must be taken in 200-level courses. |

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