

BUSINESS MANAGEMENT

Associate of Science Degree

Quincy College | Academic Division of Professional Programs

Program Description

The Business Management program is designed to prepare future leaders for various career opportunities in the field of management through dynamic class activities and real-world applications. This program will also enhance the skills and knowledge of those already employed in the management profession as well as prepare students to continue their education into a baccalaureate degree program.

Program Outcomes

At the completion of this program, the student should be able to:

- Communicate effectively using interpersonal, intercultural, and general communication skills.
- Apply the functions of management in real-world scenarios.
- Assess historical and emerging ethical issues in business.
- Evaluate the role of Customer Relationship Management (CRM) in successful business organizations.
- Interpret the impact of economic variables for individuals, businesses, and society.
- Analyze financial statements.

ADDITIONAL INFORMATION

(*) Indicates course requires the completion of a prerequisite.

Communications Elective: Complete one of the following, ENG 111, SOC 112, or SOC 316.

Computer Elective - Any CSA or CSI.

For program electives students may choose any 3 courses (9 credits) with a course prefix of: BUS, FIN, MGT, MKT.

Note: All classes are offered in the fall and the spring unless otherwise designated

F=Class is only offered in the Fall

S=Class is only offered in the Spring

Course / Credit Information

General Education Requirements 25 credits total	Credits
Computer Science	3 credits
ENG 101 English Composition I	3 credits
ENG 102 English Composition II*	3 credits
History/Government	3 credits
IDS 167 First Year Seminar	3 credits
Math MAT 101 Permitted	3 credits
Natural Science w/ Lab	4 credits
Social Science/Psychology	3 credits

Program Requirements – 36 credits total	Credits
ACC 101 Accounting I	3 credits
ACC 102 Accounting II*	3 credits
BUS 220 Business Ethics	3 credits
ECO 201 Microeconomics	3 credits
ECO 202 Macroeconomics	3 credits
MAT 107 Statistics	3 credits
MGT 201 Principles of Management	3 credits
Communications Elective	3 credits
Computer Science Elective	3 credits
Program Elective	9 credits

Total credits required for graduation 61 credits

Program Elective	Credits
BUS 101 Fundamentals of Business	3 credits
BUS 202 Principles of Customer Service (F)	3 credits
BUS 204 Human Relations in Organizations (F)	3 credits
BUS 211 International Business	3 credits
BUS 222 Living in an AI-Driven Society	3 credits
MGT 330 Managerial Communications (F)	3 credits
FIN 202 Health Care Finance (F)	3 credits
FIN 215 Investments (S)	3 credits
FIN 320 Principles of Finance*	3 credits
MGT 202 Sales Management (S)	3 credits
MGT 203 Human Resources Management (S)	3 credits
MGT 230 Entrepreneurship & Small Business Management* (S)	3 credits
MGT 235 Financing a Small Business (F)	3 credits
MKT 201 Principles of Advertising* (S)	3 credits
MKT 202 Principles of Marketing* (F)	3 credits
MKT 330 Social Media Marketing (S)	3 credits

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COURSE FLOW

Semester 1	Credits	Pre-Requisites
ACC 101 Accounting I	3 credits	
Math	3 credits	
Computer Science	3 credits	
ENG 101 English Composition I	3 credits	
IDS 167 First Year Seminar	3 credits	
Total	15 credits	

Semester 2	Credits	Pre-Requisites
ACC 102 Accounting II	3 credits	ACC 101
BUS 220 Business Ethics	3 credits	
ENG 102 English Composition II	3 credits	ENG 101
Computer Science Elective	3 credits	
MGT 201 Principles of Management	3 credits	
Total	15 credits	

Semester 3	Credits	Pre-Requisites
ECO 202 Macroeconomics	3 credits	
History/Government	3 credits	
Communications Elective	3 credits	
Natural Science w/ Lab	3 credits	
Program Elective	3 credits	
Total	15 credits	

Semester 4	Credits	Pre-Requisites
ECO 201 Microeconomics	3 credits	
MAT 107 Statistics	3 credits	MAT 097 or Equivalent
Program Elective	3 credits	
Program Elective	3 credits	
Social Science/Psychology	3 credits	
Total	15 credits	

Semester Path

Recommended course of study for a full-time student. It is recommended that students speak to an Academic Advisor before registering for courses each semester.

Student Resources

Academic Advising
617-984-1720

Dean's Office of Liberal Arts & Professional Programs
617-405-5920

Dean's Office of Allied Health & Natural Science
617-405-5960

Dean's Office of Nursing
617-405-5990

Financial Aid Office
617-984-1620

Registrar's Office
617-984-1650

Student Accessibility and Academic Support Services
617-405-5915