

BUSINESS MANAGEMENT (AAS)

Award: Associate of Applied Science Degree

No. of credits required: 60

For more information: Contact Business & Applied Technology at bat@harford.edu; or Admissions, 443-412-2109.

Program Description

The Business Management program is designed to enable students to obtain knowledge, skills, and competencies in the challenging business fields of Marketing Management, Entrepreneurship, and Human Resources Management.

Students have the option to complete certificates in each of these business management career fields initially. Upon successful completion of the certificate, students are able to incorporate the 24 credit hours earned into an Associate of Applied Science degree in Business Management to satisfy their individual career goals.

Program Goals

1. Communicate professionally and effectively using the language of business.
2. Analyze ethical and social responsibilities in business decision making.
3. Examine different types of business systems, organizations, management practices and theories related to the global economy.
4. Demonstrate problem-solving skills in business decision making.
5. Use information technology applications to develop business solutions.

Degree Requirements

Recommended Course Sequence

Code	Title	Credits
BA 101	Introduction to Business (GI)	3
BA 109	Principles of Management ¹	3
BA 210	Business Computer Applications	3
BA 245	Contemporary Issues in Business ¹	3
BA 205	Business Law	3
or BA 246	Legal Environment of Business	
OS 116	Communication Technologies	4
ENG 101	English Composition (GE)	3
ENG 216	Business Communications ¹	3
CMST 105	Interpersonal Communication (GI) (D)	3
PHIL 221	Business Ethics (GAH)	3
	Behavioral/Social Science Elective (GB) (https://catalog.harford.edu/general-education/#behavioral-social-science)	3
	Biological/Physical Lab Science Elective (GL) (https://catalog.harford.edu/general-education/#biological-physical-laboratory-science)	4
	Arts/Humanities Elective (GAH)	3
	Mathematics Elective (GM) (https://catalog.harford.edu/general-education/#mathematics)	3
	Physical Education Elective	1

Specialization Courses ²	15
Total Credits	60

¹ This course requires a prerequisite.

² Students should choose a total of 15 credits of course work from the listed specializations. Courses may be chosen from a single area of specialization or vary among those listed.

Optional Specializations

Marketing Specialization

Code	Title	Credits
BA 103	Public Relations	3
BA 104	Advertising and Sales Promotion	3
BA 105	Professional Selling	3
BA 107	Principles of Supervision	3
BA 203	Principles of Marketing	3

Human Resources Specialization

Code	Title	Credits
BA 108	Human Resource Management	3
BA 115	Employee Relations	3
BA 116	Employee Training and Development	3
BA 117	Strategic Human Capital Management	3
	General Elective	3

Entrepreneurship Specialization

Code	Title	Credits
BA 110	Introduction to Entrepreneurship	3
BA 112	Business Innovation Economics	3
BA 206	Entrepreneurship and Small Business	3
ACCT 101	Accounting Principles I	3
ACCT 108	Computerized Accounting ¹	3
or OS 136	Introduction to Bookkeeping: Quickbooks	

General Education Degree Requirements

Note: The following codes identify courses which satisfy the General Education Degree Requirements:

Behavioral/Social Science (GB)
 English Composition (GE)
 Arts/Humanities (GAH)
 Interdisciplinary and Emerging Issues (GI)
 Biological/Physical Laboratory Science (GL)
 Mathematics (GM)
 Biological/Physical Science (GS)