

ENTREPRENEURSHIP, AREA OF CONCENTRATION IN BUSINESS MANAGEMENT (AAS)

Award: Associate of Applied Sciences Degree

No. of credits required: 60

For more information: Contact Assistant Professor Maurice Brown, 443-412-2466, mabrown@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, Human Resources Management, Administrative Professions, and Agribusiness.

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

Upon successful completion of this program of study students will be able to:

1. Use the language of business and demonstrate effective and professional communication skills.
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.
6. Demonstrate acquired proficiencies in a business or organizational setting.

Employment Information

The Business Management Entrepreneurship program provides aspiring entrepreneurs and small business owners with the fundamental business knowledge and skills to create, organize, and manage a new business venture that is viable.

Statistics show that a majority of small businesses fail in the first year of operation primarily because of ineffective management and undercapitalization. Small businesses are critical to the economic survival of Harford County and the State of Maryland at large. According to the 2016 Kauffman Foundation report, *Entrepreneurship: The Key to a New Era of American Growth and Opportunity*, "entrepreneurism will be the primary source of new job creation."

Required Courses

Code	Title	Credits
BA 101	Introduction to Business (GI) ¹	3
BA 110	Introduction to Entrepreneurship ¹	3
BA 112	Business Innovation Economics ¹	3
BA 206	Entrepreneurship and Small Business ¹	3
Select one of the following: ¹		3
BA 246	Legal Environment of Business	
BA 205	Business Law	
OS 136	Introduction to Bookkeeping: Quickbooks ¹	3
BA 210	Business Computer Applications ¹	3
BA 245	Contemporary Issues in Business ¹	3
BA 212	Internet Research	1
OS 116	Communication Technologies	4
BA 107	Principles of Supervision	3
or BA 109	Principles of Management	
ACCT 104	Payroll Accounting	1
or ACCT 105	Financial Statement Interpretation and Analysis	
CMST 105	Interpersonal Communication (GI) (D)	3
ENG 101	English Composition (GE)	3
ENG 216	Business Communications	3
ACCT 101	Accounting Principles I	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 (GH) (https://catalog.harford.edu/general-education/#arts-humanities)		3
Mathematics Elective (GM) (https://catalog.harford.edu/general-education/#mathematics)		3
Physical Education Elective		1
Physical Education Elective		1
Total Credits		60

¹ Upon successful completion of these 24 credit hours, the student will be able to obtain a Business Management Entrepreneurship Certificate.

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 (GH)
 Interdisciplinary and Emerging Issues (GI)
 Biological/Physical Laboratory Science (GL)
 Mathematics (GM)
 Biological/Physical Science (GS)