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| |  |  | | --- | --- | | **Housatonic Community College** 2005-2006 Course Selection Guide for  **Business Administration:  Customer Service/Marketing Option**  Associate in Science Degree  (Banner code: EB55)    **(Must be printed and filled out manually) (For other catalog years** [***CLICK HERE***](file:///\\ho-staff\redirect\00477055\Desktop\CourseSelectGuide\index.asp)**)** | | | 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) \_\_\_\_\_ |   **Program Requirements :**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Semester Taken | Course No. | 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**2** (BU 110) | Introduction to Business | 3 | |  |  |  | ***or*** BES\* E118 (BU 103) | Small Business Management (3 credits) |  | |  |  |  | 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) | Principles of Macro-Economics | 3 | |  |  |  | ***or*** ECN\* E102 (EC 203) | Principles of Micro-Economics (3 credits) |  | |  |  |  | BBG\* E210 (BU 211) | Business Communication (spring/sum.) | 3 | |  |  |  | BMK\* E205 (BU 239) | 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. |

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