



BUSINESS ADMINISTRATION TECHNOLOGY: MANAGEMENT & MARKETING OPTION

Delaware Technical & Community College • www.dtcc.edu/connecteddegree



An opportunity to gain an associate degree from Delaware Tech and a bachelor's degree from Goldey-Beacom College.

YOUR PATH TO A BACHELOR'S DEGREE

Delaware Tech has established agreements with four-year colleges and universities that connect Delaware Tech associate degree programs with bachelor's degree programs to create smooth transfer opportunities for you. These Connected Degree programs enable you to complete your associate degree transfer as a junior.

THE CONNECTED DEGREE 2 + 2 CURRICULUM

Delaware Tech's associate degree program in Business Administration, Management and Marketing Option, provides students with a mix of core management and marketing as well as general education courses designed to enhance their business knowledge and skills as well as prepare them for entry-level technical and professional careers in industry, in local, state, and federal government, and in not-for-profit organizations. Additionally, students are prepared to continue their education at the baccalaureate level.

Goldey-Beacom's B.S. in Business Administration, Management Concentration, is designed to engage the student in a logistics approach to understanding the complexity of successful business leadership. Students are prepared to manage through the development of effective administrative capabilities, first developed through the mastery of a variety of skills learned through many disciplines in the liberal arts and business administration curriculum. Through a six course management core, students are given the opportunity to apply skills learned to specific management areas.

VALUE FOR YOU

By completing your associate degree at Delaware Tech, you'll receive excellent instruction in small classes at a campus close to home. Delaware Tech's affordable tuition can reduce the overall cost of your college education, making the completion of your bachelor's degree more manageable.

MAKING THE CONNECTION

Refer to the Connected Degree curriculum (on the reverse side of this page) for the sequence of courses needed to complete this program. Call Delaware Tech and let us help you follow the path to your bachelor's degree.



CONNECTED DEGREE CURRICULUM

Suggested Course Sequence

ASSOCIATE'S DEGREE			BACHELOR'S DEGREE		
Business Administration: Management and Marketing Option			Business Administration: Management Concentration		
<u>DELAWARE TECHNICAL & COMMUNITY COLLEGE</u>			<u>GOLDEY-BEACOM COLLEGE</u>		
<u>CLASS</u>	<u>FIRST SEMESTER (FALL)</u>	<u>CREDITS</u>	<u>CLASS</u>	<u>FIFTH SEMESTER (FALL)</u>	<u>CREDITS</u>
ACC 101	Accounting I	4	HUM 103	Humanities I	3
ENG 121	Composition	3	MAT 136	Precalculus	4
BUS 101	Intro to Business	3	PSY 160	Intro. to Psychology	3
ECO 111	Macroeconomics	3	CIS 347	Database Management	4
CIS 107	Intro to Computers/Applications	3	XXXXX	GE Elective (110-299)	<u>3/4</u>
MAT 153	College Math & Statistics	4			17/18
		20			
SECOND SEMESTER (SPRING)			SIXTH SEMESTER (SPRING)		
ACC 112	Accounting II	4	SOC 161	Intro to Sociology	3
ENG 122	Tech Writing & Communications	3	MAT 298	Calculus	4
ECO 122	Microeconomics	3	MGT 310	International Business Management	3
CIS 112	Spreadsheets/Graphics Processing	3	MGT 354	Mgmt Info Systems	4
MAT 255	Business Statistic I	3	XXXXX	GE Elective (300-400)	<u>3</u>
MGT 212	Principles of Management	3			17
		19			
THIRD SEMESTER (FALL)			SEVENTH SEMESTER (FALL)		
MGT 231	Human Resources Management	3	MAT 299	Problem Solving	4
FIN 221	Money & Banking	3	MGT 428	Human Resource Mgmt.	3
MKT 111	Salesmanship	3	MGT 481	Operations Management	3
BUS 221 or MIS220	Business Ethics or Management Information Systems	3	ENG 465	Research & Bus Writing I	3
MKT 212	Principles of Marketing	<u>3</u>	ENG 485	Presentation & Debate I	<u>3</u>
		15			16
FOURTH SEMESTER (SPRING)			EIGHTH SEMESTER (SPRING)		
MGT 218 or MKT 213	Small Bus./Entrepreneurship or Problems in Marketing	3	ENG 486	Presentation & Debate II	4
ACC 201	Business Law	4	LAW 432	Business Law II	3
MKT 214	Advertising/Sales Promotion	3	MGT 492	Business Policy & Strategy	3
MGT 261	Management Policy & Strategy	3	ENG 466	Research & Bus Writing II	3
FIN 241 or FIN 291	Finance or Honors Finance	<u>3</u>	XXXXX	Business Elective (300-400)	<u>3</u>
		16			16

Course sequencing may vary by semester. See your advisor.
RDG 120, Critical Reading and Thinking, will be a required DTCC course unless the student is exempt.

For more information contact:

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