



DAVIS COLLEGE

4747 Monroe Street
Toledo, OH 43623

419.473.2700
800.477.7021

Business Management Associate Degree

The graduate will be qualified for a management position in a variety of organizations. Students are provided with the skills necessary for planning, organizing, directing, and controlling activities that will lead to effective fulfillment of organizational objectives.

Students also develop a foundation in accounting, marketing, management, written and oral communication, and leadership through simulations, group activities, discussions, and lab work.

Upon completion of the Associate of Applied Business degree with a major in Business Management, the Davis College graduate will be prepared to:

- Develop a business plan.
- Identify and articulate traditional and contemporary management theories and apply these techniques to real-life situations.
- Identify, analyze, and resolve problems within a variety of business settings.
- Apply the marketing principles involved in distribution, promotion, pricing of a product, and product development.
- Consider contract laws and financial information when making decisions relating to business.
- Develop spreadsheet programs to solve business, accounting, and projection problems.
- Apply generally accepted accounting principles to measure, process, and communicate financial information about a business entity.
- Identify and assess current business problems, legal aspects of business transactions, international business concepts, and e-business principles.
- Use software to maintain accounting records and prepare financial statements.
- Identify, analyze, and resolve problems within a variety of business settings, including using generally accepted accounting principles to measure, process, and evaluate business.

- Use oral and written communication skills to interact effectively in the work environment.
- Apply the principles and intentions of the General Education and the Business Core purposes.

Mid-Program Assessment

When a student has completed approximately 45 hours in the Business Management program, including ACC101 and MGT102, he/she will participate in an interview with the Department Chairperson and/or Department faculty. This interview will focus on assessing the skills the student is learning to determine adequate progression in the program and will allow the student the opportunity to determine a focus for the remainder of the program.

Program Outline

Course No.	Course Title	Cr. Hrs.
ACC101*	Accounting Principles I	4
ACC102	Accounting Principles II	4
ACC/MGT	Accounting, Management Elective (ACC205 or MGT230)	4
CAS122	Spreadsheet Applications	3
CAS/CIS	Computer Elective	3
MGT102*	Introduction to Business	5
MGT105	Business Law	4
MGT110	Personal Finance	3
MGT205	International Business	3
MGT---	Management Elective (MGT211 or MGT213)	4
MGT250	Business Management Externship	3
MKT201	Marketing	5
MKT206	Principles of Selling	4
INS/MGT/MKT	Insurance, Management or Marketing Elective (INS101, INS220, MGT115, MGT118, MGT160, MGT202, MGT215, MKT101, MKT203, MKT220, MKT221, MKT222, MKT230, MKT239)	4
OAM223	Business Communications	4
COM121	Composition I	5
COM122	Composition II	4
COM---	Communication Elective (COM201 or COM202)	4
HUM---	Humanities Elective	3
MTH102	Introductory Algebra I	5
SCI---	Science Elective	3
SSC201	Economics	4
SSC---	Social Science Elective	4
IDS110*	Forum on Technology and Resources	5
Total Program Credit Hours		94

*Required as part of 45 hours completed before Mid-Program Assessment