

# Business Management & Accounting with a Retail Sales Management emphasis

**20**

Associate of Applied Science

MONTHS

**Available Online:** This program is delivered fully online.

**Idaho Locations:** Boise, Nampa

**Utah Locations:** Lehi, Provo / Orem, Salt Lake City / Murray

The Business Management and Accounting program prepares students for a variety of responsible managerial positions. Due to the diversity of the program courses, the student will build a strong foundation in accounting, marketing, insurance, finance, electronic commerce, and real estate.

Objectives of the program are as follows: providing the student with an integrated understanding of business and economic concepts and how these concepts relate to business and social systems; the recognition of ethical responsibilities and accountability; the development of planning, decision-making, and other management functions; the capacity to implement and adapt to change; and development of analytic thinking and leadership style.

Graduates are employed in entry-level positions as bookkeepers, clerical assistants, and personal property professionals.

The Retail Sales Management emphasis prepares students to enter the world of retailing and sales in entry- to mid-level positions. Topics covered in the retail-sales emphasis courses include the changing nature of the retail environment, successful selling strategies, customer-service competency, and an introduction to the basic human resource functions as they relate to the retail sales professional.

May be completed in as few as 15 months under a flexible accelerated schedule.

| COURSE NO | COURSE NAME             | CREDITS | COURSE NO | COURSE NAME                               | CREDITS     |
|-----------|-------------------------|---------|-----------|---|-------------|
| ACC101    | Accounting Fundamentals | 6.0     | MAN120    | Introduction To Retail Sales Management   | 4.0         |
| ACC108    | Computerized Accounting | 3.0     | MAN210    | Entrepreneurship                          | 4.0         |
| ACC213    | Accounting Principles I | 6.0     | MAN224    | Business Law                              | 4.0         |
| ACC233    | Income Tax              | 3.5     | MAN240    | Communications In Selling                 | 4.0         |
| APP101    | Computer Fundamentals   | 3.5     | MAN242    | Procurement, Logistics, And Merchandising | 4.0         |
| APP126    | Databases               | 3.5     | MAN244    | Managing Retail Teams                     | 4.0         |
| ECN220    | Economics               | 4.0     | MAT220    | College Algebra                           | 4.0         |
| ENG101    | English Composition     | 4.0     | PHI221    | Introduction to Logic                     | 4.0         |
| ENG223    | Communication Arts      | 4.0     | PRG101    | Solutions Concepts                        | 3.5         |
| HIS220    | American Civilization   | 4.0     | PSY101    | Psychology of Motivation                  | 4.0         |
| MAN103    | Management Principles   | 4.0     | PSY299    | Professional Development                  | 4.0         |
| MAN104    | Business Practices      | 4.0     |           |   |             |
| MAN105    | Marketing               | 4.0     |           |   |             |
|           |                         |         |           | <b>TOTAL NUMBER OF CREDITS:</b>           | <b>97.0</b> |

For more information call **1-888-246-0947** or visit <http://www.stevenshenager.edu/>

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