



# Business

Associate in Applied Arts and Sciences (AAAS)

Planning Guide 2017-2018

EPC 5026

## Program Information:

**Length of Program:** 93 Credits  
**Completion Award:** A.A.A.S. Degree  
**Enrollment:** Every Quarter  
**Approximate Quarterly Costs:** \$25-\$85  
*(in addition to tuition, books and parking)*

**Website:** [www.shoreline.edu/busad/genbusad.aspx](http://www.shoreline.edu/busad/genbusad.aspx)

## Program Advisor:

**David Starr**  
206-546-4725 [dstarr@shoreline.edu](mailto:dstarr@shoreline.edu) Rm 1405  
**Stephen McCloskey**  
206-546-5871 [smccloskey@shoreline.edu](mailto:smccloskey@shoreline.edu) Rm 1404  
**Ailsa Kellam**  
206-546-4657 [akellam@shoreline.edu](mailto:akellam@shoreline.edu) Rm 1410

## Program Description:

The Associate in Applied Arts and Sciences degree is designed to provide students with the knowledge and skills in a specific career field to enter the workforce directly upon completion of the degree. Shoreline Community College works closely with local advisory committees comprised of industry professionals to ensure students receive the knowledge and skills currently in demand by employers in the field. Students interested in pursuing a four-year baccalaureate degree in Business Administration should follow the Business AA-DTA transfer degree planning guide.

## Business—What is it?

Business covers a broad spectrum of knowledge and skills to be effective in a variety of business environments. The Business program provides essential learning of basic business principles to include managerial leadership, marketing and sales, effective supervision, international business, international business and legal issues related to business. The program integrates and builds critical thinking and problem solving skills to help students be effective and successful in multiple business environments. The program offers all online classes geared toward developing skills in business, but many of them are also transfer courses, should students decide to go this route.

## Program Outcomes:

Students who successfully complete this program **-by achieving a GPA of 2.0 or better for the entire program-**should be able to:

1. Understand general business principles related to products and services, accounting and finance, marketing and sales, business operations, legal issues and business decision-making.
2. Apply business mathematics to analyze data and solve business problems.
3. Apply theories of motivation, organizational behavior and effective management skills to create a healthy, productive work environment.
4. Effectively communicate—both verbally and in writing—in a variety of business and multicultural settings.

## Career Opportunities—What can I do with a Degree in Business?

Graduates develop a broad base of knowledge and skills to be successful in a variety of business settings in positions such as Account or Bank Representative, Loan Officer, Management Trainee, Assistant Buyer, Distribution Agent, Sales Associate, Account Manager and Business Development Associate. The greatest expansion in the job market over the next ten years is expected in small businesses. Entry-level annual salaries typically range from \$38,600 to \$67,700.

**Potential employers include:** Small businesses, retail businesses, wholesale businesses, distribution centers, service industries and private industries. For more, please visit career information and resources at <http://www.shoreline.edu/counseling-center/career-counseling.aspx>.

**Business Planning Guide—2017–2018 | Associate in Applied Arts and Sciences (A.A.A.S.)**

**Program Prerequisites:** Placement into ENGL& 101 English Composition OR BTWRT 215 Business Communications; and placement into MATH 070 Preparation for Algebra or BUS 102 Business Mathematics.

A.A.A.S DEGREE – 93 Credits

<b>GENERAL EDUCATION REQUIREMENTS   18 Credits</b>			
Course	QTR	GR	CR
BTWRT 215 Business Communications			5
BUS 103 Multiculturalism in the Workplace			3
Quantitative/Symbolic Reasoning: BUS 102 Business Mathematics			5
BUS 104 Human Relations*	SUM		5

<b>CORE PROGRAM REQUIREMENTS   75 Credits</b>			
BUS& 101 Intro to Business			5
BUS 120 Principles of Marketing*	SUM		5
BUS 141 Purchasing/Supply Mgt			5
BUS& 201 Introduction to Law*	SUM		5
BUS 207 Fund of Sustainable Business*	FALL		5
BUS 208 Sustainable Marketing*	SPR		5
BUS 215 Intro to Intl Business	WTR, SUM		5
BUS 240 Ebusiness*	FALL		5
BUS 270 Entrepreneurship*	FALL, SPR		5
ACCT& 201 Principles of Acct I			5
ACCT& 202 Principles of Acct II			5
ACCT& 203 Principles of Acct III			5
BUSTC 105 Computer Applications			5
ECON& 201 Microeconomics*	FALL, WIN		5
ECON& 202 Macroeconomics*	SPR		5

\* Course offered online only in quarter(s) specified.

<b>Course Substitutions</b>	
Required Course	Approved Substitution
BUS 102 Business Mathematics	MATH& 107 Math in Society
BUS 103 Multiculturalism in the Workplace	Approved Multicultural Understanding course**
BTWRT 215 Business Communications	ENGL& 101 English Composition I

\*\* Approved Multicultural Understanding Courses: CMST 203, GWS 284, HIST 245, MCS 105, EDUC 117

**RECOMMENDATIONS**

---



---



---



---



---

<b><u>APPROVAL TO GRADUATE</u></b>	
<hr/> <i>Student Name &amp; SID</i>	<hr/> <i>Date</i>
<hr/> <i>Faculty Advisory</i>	<hr/> <i>Date</i>
<hr/> <i>Division Dean</i>	<hr/> <i>Date</i>
<hr/> <i>Credential Approval</i>	<hr/> <i>Date</i>

Note: Every effort has been made to ensure the accuracy of the information in this publication. However, the information is subject to change without notice and final career decisions are the responsibility of the student.

## Sample Schedule for A.A.A.S. Degree

1 <sup>st</sup> Year	2 <sup>nd</sup> Year
<p><b>Fall Quarter</b>                      BUS&amp; 101 Intro to Business                      BUS 102 Business Mathematics                      BUS 207 Fundamentals of Sustainable Business*</p> <p><b>Winter Quarter</b>                      BUS 208 Sustainable Marketing*                      BUSTC 105 Computer Applications                      BUS 103 Multiculturalism in the Workplace</p> <p><b>Spring Quarter</b>                      BUS 141 Purch/Supply Management                      BUS 270 Entrepreneurship*</p> <p><b>Summer Quarter</b>                      BUS 120 Prin of Marketing*                      BUS 104 Human Relations*</p>	<p><b>Fall Quarter</b>                      BUS 240 E-Business*                      ACCT&amp; 201 Principles of Acct I                      BTWRT 215 Bus. Communications</p> <p><b>Winter Quarter</b>                      ACCT&amp; 202 Prin of Acct II                      ECON&amp; 201 Microeconomics</p> <p><b>Spring Quarter</b>                      ACCT&amp; 203 Principles of Acct III                      ECON&amp; 202 Macroeconomics</p> <p><b>Summer Quarter</b>                      BUS 215 Intro to Int'l Business*                      BUS&amp; 201 Introduction to Law*</p>
<p>* Course offered once per year, during the quarter listed.</p>	

## ADDITIONAL INFORMATION

Shoreline Community College has an articulation agreement with The Evergreen State College (TESC). Students who complete the AAAS degree in Business Administration can transfer their credits to TESC to complete a bachelor's degree.