

# ASSOCIATE OF APPLIED SCIENCE (AAS) IN BUSINESS

## Program Description

Business programs at colleges play a vital role in shaping the local community by producing a skilled workforce, fostering economic growth, encouraging entrepreneurship, and promoting social responsibility. The positive impact extends beyond the campus, contributing to the overall prosperity and development of the community.

UCC is incredibly proud to unveil our brand new Business degree that is unlike any Business degree in the state! This AAS degree contains a general education core, with a wide variety of Business classes that expose students to various areas within the vast business world. Students build the rest of their degree with micro-credentials in the areas that interest them. Micro-credential options include Financial Services, Bookkeeping, Marketing & E Commerce, Business Technology, Human Resources, Entrepreneurship, Leadership, Accounting and Retail Management. This degree is designed for brand new students who wish to create their own business degree as well as for well established professionals who wish to increase and improve their business skills. A business career holds multiple career opportunities and this degree is designed to prepare students for their place in it!

Please meet with your UCC advisor to plan out the degree path that is best for you.

## Program Learning Outcomes

Upon completion of the AAS in Business, students will be able to:

1. Demonstrate an understanding of strategic business principles (e.g. the ability to analyze market trends, evaluate competitive landscapes, and formulate effective business strategies that align with organizational goals).
2. Demonstrate strong communication skills, both written and verbal.
3. Demonstrate the ability to collaborate effectively in teams.
4. Apply critical thinking and decision-making skills.
5. Demonstrate an understanding of the role technology places in the modern business.
6. Demonstrate an understanding of sound financial practices and apply them to the business environment.

## Career Considerations

Completing this Associate of Applied Science in Business at UCC can open up a variety of career opportunities in the business world. Graduates may pursue entry-level positions in fields such as management, marketing, finance, human resources, or entrepreneurship. Additionally, the degree can serve as a stepping stone for further education, such as a bachelor's degree, which can lead to higher-level positions and increased earning potential.

## Program Course Requirements

To obtain the AAS in Business you must complete the Business Core (<https://umpqua-public.courseleaf.com/programs-study-az/business/>) + the CTE General Education Core (<https://umpqua-public.courseleaf.com/degrees-certificates/general-education-core/>) + two of the micro-

credentials from this list (<https://umpqua-public.courseleaf.com/programs-study-az/business/>). See example below.

### CTE General Education Core

Code	Title	Credits
WR 117	Writing for Trades (WR 115 or higher accepted)	4
MTH 105Z	Math in Society (or higher)	4
COM 218Z	Interpersonal Communication	3-4
or PSY 101	Psychology of Human Relations	
CTE Choice Elective		3-4
<b>Total Minimum Credits</b>		<b>14-16</b>

### Business Core

Course	Title	Credits
<b>First Year</b>		
<b>First Term</b>		
BA 101Z	Introduction to Business	4
BA 172	Entrepreneurship	3
BA 206	Management Fundamentals	3
BA 231	Computers in Business	4
BA 238	Professional Selling	3
<b>Credits</b>		<b>17</b>
<b>Second Term</b>		
BA 173	Innovation to Market	3
BA 218	Personal Finance and Investing	3
BA 233	Accounting for Managers	4
CWE 180	Intro to Work Experience	3
SDP 208	Human Rscs for Supervisors	3
<b>Credits</b>		<b>16</b>
<b>Third Term</b>		
BA 106	Business Leadership	3
BA 226	Business Law	4
BA 223	Principles of Marketing	3
BA 280	CWE-Business	3-4
<b>Credits</b>		<b>13-14</b>
<b>Total Minimum Credits</b>		<b>46-47</b>

### Micro-Credential Pathways (must choose 2)

#### accounting pathway

Code	Title	Credits
BA 218	Personal Finance and Investing	3
BA 233	Accounting for Managers	4
BA 170	Business Technologies	3
BA 231	Computers in Business	4
BA 211Z	Principles Financial Acct	4
BA 226	Business Law	4
BA 213Z	Principles Managerial Acct	4
BA 177	Payroll Accounting	4
BA 175	Fund Accounting	4
<b>Total Minimum Credits</b>		<b>34</b>

#### Bookkeeping pathway

Code	Title	Credits
BA 151	Practical Accounting I	4
BA 128	Accounting Applications I	2
BA 129	Accounting Applications II	2

BA 177	Payroll Accounting	4
<b>Total Minimum Credits</b>		<b>12</b>

**Business Technology pathway**

Code	Title	Credits
BA 170	Business Technologies	3
BA 231	Computers in Business	4
AI 120	Intro to AI	4
BA 171	Logic and Reasoning	3
BA 174	Innovation and Tech Strategy	3
<b>Total Minimum Credits</b>		<b>17</b>

**Entrepreneurship Pathway**

Code	Title	Credits
BA 172	Entrepreneurship	3
BA 150	Develop a Small Business	4
BA 226	Business Law	4
BA 173	Innovation to Market	3
BA 250	Managing the Small Business	3
BA 176	Project Management	4
<b>Total Minimum Credits</b>		<b>21</b>

**financial Services Pathway**

Code	Title	Credits
BA 116	Principles of Financial Svcs	4
BA 218	Personal Finance and Investing	3
BA 233	Accounting for Managers	4
ECON 115	Intro to Economics	3
BA 171	Logic and Reasoning	3
<b>Total Minimum Credits</b>		<b>17</b>

**human resources pathway**

Code	Title	Credits
SDP 113	Human Relations-Supervisors	3
SDP 208	Human Rscs for Supervisors	3
SDP 109	Elements of Supervision	3
BA 260	Advanced Human Resources	3
<b>Total Minimum Credits</b>		<b>12</b>

**leadership pathway**

Code	Title	Credits
BA 260	Advanced Human Resources	3
SDP 109	Elements of Supervision	3
BA 106	Business Leadership	3
BA 206	Management Fundamentals	3
<b>Total Minimum Credits</b>		<b>12</b>

**marketing and e-commerce pathway**

Code	Title	Credits
BA 223	Principles of Marketing	3
BA 238	Professional Selling	3
BA 239	Advertising	3
BA 207	Intro to E-Commerce	3

BA 253	Social Media Marketing	3
<b>Total Minimum Credits</b>		<b>15</b>

**retail management pathway**

Code	Title	Credits
SDP 113	Human Relations-Supervisors	3
SDP 208	Human Rscs for Supervisors	3
BA 233	Accounting for Managers	4
BA 223	Principles of Marketing	3
BA 231	Computers in Business	4
BA 206	Management Fundamentals	3
BA 214	Business Communications	3
BA 249	Retailing	3
<b>Total Minimum Credits</b>		<b>26</b>

<sup>1</sup> For students who wish to follow the Business Technology pathway or who want to seek a higher degree, MTH 111Z is recommended.

<sup>2</sup> For students who plan to pursue a higher degree, WR121Z is recommended.

<sup>3</sup> These courses are all optional, depending on the pathway you are choosing, the AAS Business degree alone is around 90 credits to complete.

**Advising Notes**

- Students must complete between 90-108 credits in approved areas to receive an AAS. This degree path is a combination of the Business Core, CTE Gen Ed Core and all the Micro-Credentials.
- Meet with your advisor to ensure you are following the correct path to meet your goals.