

## Management AAS DEGREE

### Program Overview

This program provides students with a diversified education and background for positions in management and business.

Employers need employees who can be promoted and succeed in a manager's role. Practices and concepts will be explored including communication, leadership, planning, organizing, accounting and human resources.

### Career Opportunities

According to BLS, MN Deed, Wall Street Journal and other publications there will be an increasing job growth through 2029 for Front line/First Line Managers in a variety of industries and settings.

### Program Outcomes

1. Apply management principles to effectively lead a team in serving internal or external customers
2. Apply conceptual, critical, creative thinking skills to resolve business management problems and opportunities.
3. Exhibit communication skills in expressing ideas, information and proposals.
4. Analyze the principles of accounting, finance and economics to make effective management decisions.
5. Describe management issues in supervision, human resources and motivation.
6. Describe successful customer service and relationship management skills
7. Analyze digital, online and technology tools to connect and communicate with staff, internal and external customers.
8. Identify characteristics in decision making that are ethical and socially responsible.

#### Minimum Program Entry Requirements

Students entering this program must meet the following minimum program entry requirements:

**Reading:** Score of 250+ or grade of "C" or better in READ 0722 or READ 0724 or EAPP 0900

**Writing:** Score of 250+ or grade of "C" or better in ENGL 0922 or EAPP 0900

**Arithmetic:** Score of 200+

**Assessment Results and Prerequisites:** Students admitted into Saint Paul College programs may need to complete additional courses based on assessment results and course prerequisite requirements. Certain MATH, READ, and ENGL courses have additional prerequisites.

400A

### Program Faculty

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### Part-time/Full-time Options

This program can be completed by using a combination of day, evening, Saturday and online courses. Part-time and full-time options are available.

### Program Requirements

Check off when completed

#### Required Business Core Cr

Professional Component	
<input type="checkbox"/> ACCT 2410 Financial Accounting . . . . .	4
<input type="checkbox"/> BTEC 1421 Business Information Applications 1 . . . . .	3
<input type="checkbox"/> BUSN 1410 Introduction to Business . . . . .	3
<input type="checkbox"/> BUSN 1449 Business Communications . . . . .	3
<input type="checkbox"/> BUSN 2465 Business Ethics . . . . .	3
<b>Required Business Core . . . . .</b>	<b>16</b>

#### Course Cr

<input type="checkbox"/> HMRS 1400 Human Resource Management . . . . .	3
<input type="checkbox"/> HSPM 1410 Introduction to Hospitality Management . . . . .	3
<input type="checkbox"/> BUSN 1520 Customer Service . . . . .	3
<input type="checkbox"/> BUSN 1530 Distribution Management . . . . .	3
<input type="checkbox"/> BUSN 2110 Principles of Marketing . . . . .	3
<input type="checkbox"/> BUSN 2450 Management Fundamentals . . . . .	3
<input type="checkbox"/> BUSN 2459 Family and Personal Finance . . . . .	4
<input type="checkbox"/> BUSN 2472 Business Negotiation Skills . . . . .	3
<input type="checkbox"/> BUSN 1475 Project Management 1 . . . . .	3
<b>Subtotal . . . . .</b>	<b>28</b>

#### General Education/MnTC Requirements Cr

Refer to the Minnesota Transfer Curriculum Course List for each Goal Area

<input type="checkbox"/> Goal 1: Communication . . . . .	7
ENGL 1711 Composition 1 – 4 cr	
COMM 17XX – 3 cr	
<input type="checkbox"/> Goal 3 or Goal 4 . . . . .	3
Goal 3: Natural Sciences OR	
Goal 4: Mathematical/Logical Reasoning	
<input type="checkbox"/> Goal 5: History, Social Science, and Behavioral Sciences . . . . .	3
ECON 1720 Macroeconomics – 3 cr OR	
ECON 1730 Microeconomics – 3 cr	
<input type="checkbox"/> Goal 6: Humanities and Fine Arts . . . . .	3
<b>General Education Requirements . . . . .</b>	<b>16</b>

**Total Program Credits . . . . . 60**

*Information is subject to change.  
This Program Requirements Guide is not a contract.*

### Program Start Dates

Fall, Spring, Summer

### Transfer Opportunities

Saint Paul College has a transfer articulation agreement between the following program and post-secondary institutions for the baccalaureate degree programs listed below. For more information please go to [saintpaul.edu/Transfer](http://saintpaul.edu/Transfer).

### Management AAS

BA Individualized Studies  
Metropolitan State University

### Course Sequence

The following sequence is recommended for a full-time student; however, this sequence is not required. Contact Program Faculty with questions.

#### First Semester

HSPM 1410 Introduction to Hospitality Management (fall only) . . . . .	3
BTEC 1421 Business Info Applications 1 . . . . .	3
BUSN 1410 Introduction to Business . . . . .	3
BUSN 2450 Management Fundamentals . . . . .	3
Goal 1: ENGL 1711 Composition 1 . . . . .	4
<b>Total Semester Credits . . . . .</b>	<b>16</b>

#### Second Semester

BUSN 2110 Principles of Marketing . . . . .	3
HMRS 1400 Human Resource Management . . . . .	3
BUSN 1449 Business Communications . . . . .	3
Goal 5: ECON 1720 Macroeconomics OR	
ECON 1730 Microeconomics . . . . .	3
Goal 1: COMM 17XX . . . . .	3
<b>Total Semester Credits . . . . .</b>	<b>15</b>

#### Third Semester

Goal 3 or Goal 4 . . . . .	3
Goal 3: Natural Sciences OR	
Goal 4: Mathematical/Logical Reasoning	
ACCT 2410 Financial Accounting . . . . .	4
BUSN 1475 Project Management 1 . . . . .	3
BUSN 1530 Distribution Management (fall only) . . . . .	3
<b>Total Semester Credits . . . . .</b>	<b>13</b>

#### Fourth Semester

BUSN 1520 Customer Service (spring only) . . . . .	3
BUSN 2459 Family & Personal Finance (spring only) . . . . .	4
BUSN 2465 Business Ethics . . . . .	3
BUSN 2472 Business Negotiation Skills . . . . .	3
Goal 6: Humanities and Fine Arts . . . . .	3
<b>Total Semester Credits . . . . .</b>	<b>16</b>
<b>Total Program Credits . . . . .</b>	<b>60</b>



*The mission of the Business Department at Saint Paul College is to sustain the College mission by providing quality, lifelong business education supported by technology for a diverse, metropolitan student population.*

Accreditation Council for Business Schools and Programs