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| |  |  | | --- | --- | | **Housatonic Community College**  Course Selection Guide for **2011-2012** **Business Administration:  Customer Service/Marketing Option**  Associate in Science Degree  (Banner code: EB55) **(Must be printed and filled out manually)** | | | Name | Banner ID No. | | Address | Program Entry Date | |  | Advisor |   **Placement Assessment:**   |  |  |  |  |  | | --- | --- | --- | --- | --- | | □ MAT\* 075 (DS091) | □ MAT\* 095 (DS095) | □ DS099 |  |  | | □ ENG\* 003(DS010) | □ ENG\* 013 (DS050) | □ ENG\* 043 (EN100R) | □ ENG\* 073 (DS 011) | □ ENG\* 093 |   **Program Requirements :**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Semester Taken | Course No. | Grade | Course Number (Previous No.) | Course Title | Credits | | ***Freshman Year*** | | | | | | |  |  |  | **ENG\* E101** (EN 101) | Composition | 3 | |  |  |  | **Mathematics** **1** | Elective (MAT\*137 OR HIGHER) | 3 - 4 | |  |  |  | **BBG\* E101** (BU 110) **2**  or BES\* E118 | Introduction to Business | 3 | |  |  |  | **ACC\* E113** (AC 101) | Principles of Financial Accounting | 3 | |  |  |  | **BMK\* E106** (BU 104) | Principles of Selling | 3 | |  |  |  | **ENG\* E102** (EN 102) | Literature & Composition | 3 | |  |  |  | **BMK\* E201** (BU 111) | Principles of Marketing | 3 | |  |  |  | **BMK\* E123** (BU 114) | Principles of Customer Service | 3 | |  |  |  | **CSA\* E106** (CS 105) | Introduction to Computer Applications | 4 | |  |  |  | **Science** | Elective | 3 - 4 | | ***Sophomore Year*** | | | | | | |  |  |  | **Fine Arts** | Elective | 3 | |  |  |  | **BMG\* E202** (BU 209) | Principles of Management | 3 | |  |  |  | **BFN\* E201** (BU 215) | Principles of Finance | 3 | |  |  |  | **BBG\* E231** (BU 221) | Business Law I | 3 | |  |  |  | **BMK\* E207** (BU 238) | Consumer Behavior | 3 | |  |  |  | **ECN\* E101** (EC 204)  or ECN\* E102 | Principles of Macro-Economics | 3 | |  |  |  | **BBG\* E210** (BU 211) | Business Communication (Spring and Summer only) (spring/summer) | 3 | |  |  |  | **BMK\* E205** (BU 239)  or BMK\* E241 | Business to Business Marketing | 3 | |  |  |  | **Humanities** | Elective | 3 | |  |  |  | **Behavioral Science** | Elective (PSY\*, SOC\*, ANT\*) | 3 | | **Total Credits** | | | | | 61 - 63 |   **1** MAT\* E137 or higher. **2** BBG\* E101 is highly recommended. Please see your academic advisor. NOTE: A minimum of 15 credits must be taken in 200-level courses. |

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