BUSINESS MANAGEMENT - ASSOCIATE OF BUSINESS OCCUPATIONS

(70 credits)

Core/General Education Requirements

ENGL 111G  Rhetoric and Composition ¹  
COMM 253G  Public Speaking ¹  
or COMM 265G  Principles of Human Communication  
MATH 120  Intermediate Algebra ¹  
or BOT 106  Business Mathematics  

Select one from the following:  
BOT 209  Business and Technical Communications  
ENGL 203G  Business and Professional Communication  
ENGL 218G  Technical and Scientific Communication  
C S 110  Computer Literacy ¹  
or O ECS 105  Introduction to Information Technology  
BMGT 208  Business Ethics  

Related/Professional Requirements

ACCT 221  Financial Accounting ¹  
or BOT 120  Accounting Procedures I  
ECON 201G  Introduction to Economics ¹  

Select 3 credits from the following:  
O ECS 215  Spreadsheet Applications  
O ECS 220  Database Application and Design  
BOT 211  Information Processing I  
BOT 215  Spreadsheet Applications  
BOT 217  Powerpoint Presentation  
BUS A 111  Business in a Global Society ¹  
or BMGT 110  Introduction to Business  
MGT 201  Introduction to Management ¹  
or BMGT 140  Principles of Supervision I  
FIN 206  Introduction to Finance ¹  
MKTG 203  Introduction to Marketing ¹  
or BMGT 210  Marketing  

Technical/Major Requirements

BMGT 201  Work Readiness and Preparation  
BMGT 221  Internship I  
BLAW 316  Legal Environment of Business ¹  
or BMGT 231  Legal Issues in Business  
BMGT 240  Human Relations  
BMGT 290  Applied Business Capstone  

Area of Emphasis

Select 15 credits from the following areas of emphasis (or as approved by advisor). ²

Finance and Banking Services
General Management
Real Estate

Retail Marketing and Sales

Total Credits 70

¹ Courses are identical to those offered at New Mexico State University Las Cruces (main) Campus.
² It is permissible to combine courses from more than one area.

Finance and Banking Services Emphasis

BMGT 112  Introduction to Money  
BMGT 213  Consumer Lending  
BMGT 215  Banks and the Money Supply  
BMGT 225  Introduction to Commercial Lending  
BMGT 232  Personal Finance  
BMGT 235  Credit Administration  

General Management Emphasis

BMGT 212  Supervisory and Leadership Trends  
BMGT 248  Introduction to Quality Management  
BMGT 250  Diversity in the Workplace  
BMGT 277  Small Business Management  
BMGT 280  Introduction to Human Resources  
BMGT 282  Introduction to International Business Management  
BMGT 285  Introduction to Manufacturing Operations  
BMGT 286  Introduction to Logistics  
BMGT 287  Introduction to Export/Import  

Real Estate Emphasis

BMGT 260  Real Estate Practice  
BMGT 261  Real Estate Appraisal  
BMGT 263  Real Estate Sales Techniques  
BMGT 264  Real Estate Law  
BMGT 265  Real Estate Finance  
BMGT 268  Real Estate Broker’s Basic Course  

Retail Marketing and Sales Emphasis

BMGT 126  Retail Management  
BMGT 132  Principles of Selling  
BMGT 136  Fundamentals of Buying and Merchandising  
BMGT 138  Advertising  
BMGT 205  Customer Service in Business  
BMGT 239  Visual Marketing Techniques