



## 2009 - 2010 Program of Study - Postsecondary Semesters

**Postsecondary Institution:** Stark State College of Technology  
**College Major: (if applicable)** Business Management Tech      **College Degree: (if applicable)** AAB  
**Finance Option**      **College Degree: (if applicable)** AAB  
**Specify Industry Credential Opportunities (if applicable):** \_\_\_\_\_  
**Certificate, Adult and/or Apprenticeship Program: (if applicable)** \_\_\_\_\_  
 Secondary Program Name: Business Mgmt      Secondary School Name: Canton South High School      District Name: Canton Local Schools

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	<b>RT CC</b>	Business Computer Apps CAP120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RA CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>						
<b>Year 1 2nd Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Principles of Marketing MGT121 (3)	<b>RT TAG</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>CC RT TAG</b>						
<b>Year 2 1st Sem.</b>	Supervision MGT 221 (3)	<b>RT</b>	Micro-economics BUS 221 (3)	<b>RT TAG CC</b>	Taxation ACC 124 (4)	<b>RT</b>	Managerial Accounting ACC 133 (4)	<b>RT TAG</b>	Investments & Securities FIN 221 (4)	<b>RT</b>						
<b>Year 2 2nd Sem.</b>	Human Resource Management MGT 224 (3)	<b>RT</b>	Macro-economics BUS 222 (3)	<b>RT TAG CC</b>	Business Decision Making MGT 223 (4)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA TAG</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>	Principles of Finance FIN 220 (4)	<b>RT</b>				

**Contact Person:** Dan Fuline  
 Department Chair/Associate Professor,  
**Title:** Management and Marketing Technologies  
**Phone:** 330-494-6170 ext 4347  
**E-mail:** [dfuline@starkstate.edu](mailto:dfuline@starkstate.edu)

**CODES** (use all that apply)

**RT:** Required Technical Courses      **CT2:** Eligible for CT2 Credit  
**RA:** Other Required Courses      **TAG:** Eligible for TAG Credit  
**RE:** Recommended Electives  
**CC:** Other College Credit Opportunities (based on articulation or dual/concurrent enrollment agreements with partner high school)

**2009 - 2010 Program of Study - Postsecondary Semesters**

Postsecondary Institution: Stark State College of Technology

College Major: (if applicable) Business Mangement Technology College Degree: (if applicable) AAB

Specify Industry Credential Opportunities (if applicable): \_\_\_\_\_

Certificate, Adult and/or Apprenticeship Program: (if applicable) \_\_\_\_\_

Secondary Program Name: Business Mgmt Secondary School Name: Canton South High School District Name: Canton Local Schools

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	RT CC	Business Computer Apps CAPI20 (4)	RT CC	Business Math BUS 123 (4)	RA CC	College Composition ENG 124 (3)	RA	Effective Speaking COM 121 (3)	RA TAG				
<b>Year 1 2nd Sem.</b>	Principles of Management MGT 121 (3)	RT	Principles of Marketing MKT 121 (3)	RT TAG	Quantitative Business Statistics ACC 127 (4)	RT	Business Communication ENG 230 (3)	RA TAG	Financial Accounting ACC 132 (4)	RT CC TAG				
<b>Year 2 1st Sem.</b>	Supervision MGT 221 (3)	RT	Micro-economics BUS 221 (3)	RA TAG CC	Operations Management MGT 227 (4)	RT	Managerial Accounting ACC 133 (4)	RT TAG	Technical Elective(3)	RE				
<b>Year 2 2nd Sem.</b>	Human Resource Management MGT 227 (3)	RT	Macro-economics BUS 222 (3)	RA TAG CC	Business Decision Making MGT 223 (4)	RT	Sociology SOC 121 (3)	RA TAG	Business Law & Ethics ACC 130 (3)	RT TAG	Technical Elective (3)	RE		

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## 2009 - 2010 Program of Study - Postsecondary Semesters

**Postsecondary Institution:** Stark State College of Technology  
**College Major: (if applicable)** Business Management Tech International Business Option      **College Degree: (if applicable)** AAB  
**Specify Industry Credential Opportunities (if applicable):** \_\_\_\_\_  
**Certificate, Adult and/or Apprenticeship Program: (if applicable)** \_\_\_\_\_  
 Secondary Program Name: Business Mgmt      Secondary School Name: Canton South High School      District Name: Canton Local Schools

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	<b>RT CC</b>	Business Computer Apps CAP120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RA CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>						
<b>Year 1 2nd Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Principles of Marketing MKT 121 (3)	<b>RT TAG</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Supervision MGT 221 (3)	<b>RT</b>	Micro-economics BUS 221 (3)	<b>RA TAG CC</b>	International Business MGT 232 (3)	<b>RT</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>	Managerial Accounting ACC 133 (4)	<b>RT</b>						
<b>Year 2 2nd Sem.</b>	International Economics BUS 223 (3)	<b>RT</b>	Macro-economics Bus 222 (3)	<b>RA TAG CC</b>	International Law ACC 134 (3)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA</b>	Human Resource Management MGT 224 (3)	<b>RT</b>	Business Decision Making MGT 223 (4)	<b>RT</b>				

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## 2009 - 2010 Program of Study - Postsecondary Semesters

**Postsecondary Institution:** Stark State College of Technology  
**College Major: (if applicable)** Entrepreneurship Option      **College Degree: (if applicable)** AAB  
**Specify Industry Credential Opportunities (if applicable):** \_\_\_\_\_  
**Certificate, Adult and/or Apprenticeship Program: (if applicable)** \_\_\_\_\_

Secondary Program Name: Business Mgmt      Secondary School Name: Canton South High School      District Name: Canton Local Sch

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Entrepreneurship ENT 120 (2)	<b>RT</b>	Business Computer Apps CAP120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RT CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>						
<b>Year 1 2nd Sem.</b>	Entrepreneurial Marketing ENT 121 (3)	<b>RT</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Entrepreneurial Finance ENT 221 (3)	<b>RT</b>	Micro- economics BUS 221 (3)	<b>RT TAG CC</b>	New Venture Creation ENT 222 (2)	<b>RT</b>	Managerial Accounting ACC 133 (4)	<b>RT</b>	Operations Management MGT 227 (4)	<b>RT</b>						
<b>Year 2 2nd Sem.</b>	Human Resource Management MGT 224 (3)	<b>RT</b>	Business Decision Making MGT 223 (4)	<b>RT</b>	Macro- economics BUS 222 (3)	<b>RA TAG CC</b>	Sociology SOC 121 (3)	<b>RT</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>	Sociology SOC 121 (3)	<b>RA TAG</b>				

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## 2009 - 2010 Program of Study - Postsecondary Semesters

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**College Major: (if applicable)** Business Management Tech      **College Degree: (if applicable)** AAB  
**Specify Industry Credential Opportunities (if applicable):** \_\_\_\_\_  
**Certificate, Adult and/or Apprenticeship Program: (if applicable)** \_\_\_\_\_  
**Secondary Program Name:** Business Mgmt      **Secondary School Name:** Canton South High School      **District Name:** Canton Local Schools

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	<b>RT CC</b>	Business Computer Apps CAP120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RA CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Medical Terminology BIO 125 (3)	<b>RT</b>						
<b>Year 1 2nd Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Principles of Marketing MKT 121 (3)	<b>RT TAG</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Supervision MGT 221 (3)	<b>RT</b>	Micro-economics BUS 221 (3)	<b>RA TAG CC</b>	Introduction to Anatomy & Physiology BIO 101 (3)	<b>RT</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>	Managerial Accounting ACC 133 (4)	<b>RT TAG</b>	Health Care Delivery in the United States HIT 230 (2)	<b>RT</b>				
<b>Year 2 2nd Sem.</b>	Human Resource Management MGT 224 (3)	<b>RT</b>	Macro-economics BUS 222 (3)	<b>RA TAG CC</b>	Business Decision Making MGT 227 (4)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA TAG</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>	Reimbursement for Health Care Services MAT 231 (3)	<b>RT</b>				

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## 2009 - 2010 Program of Study - Postsecondary Semesters

Postsecondary Institution: Stark State College of Technology

College Major: (if applicable) Business Management Tech  
Small Business Option College Degree: (if applicable) AAB

Specify Industry Credential Opportunities (if applicable): \_\_\_\_\_

Certificate, Adult and/or Apprenticeship Program: (if applicable) \_\_\_\_\_

Secondary Program Name: Business Mgmt Secondary School Name: Canton South High School District Name: Canton Local Schools

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	<b>RT CC</b>	Business Computer Apps CPI120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RA CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>						
<b>Year 1 2nd Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Principles of Marketing MKT 121 (3)	<b>RT TAG</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Supervision MGT 221 (3)	<b>RT</b>	Micro-economics BUS 221 (3)	<b>RA TAG CC</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>	Managerial Accounting ACC 133 (4)	<b>RT TAG</b>	Sales MKT 221 (3)	<b>RT</b>						
<b>Year 2 2nd Sem.</b>	Human Resource Management MGT 224 (3)	<b>RT</b>	Macro-economics BUS 222 (3)	<b>RA TAG CC</b>	Business Decision Making MGT 223 (4)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA TAG</b>	Small Business Management MGT 222 (3)	<b>RT</b>	Supply Chain Management MKT 226 (3)	<b>RT</b>				

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## 2009 - 2010 Program of Study - Postsecondary Semesters

**Postsecondary Institution:** Stark State College of Technology  
**College Major: (if applicable)** Marketing Management      **College Degree: (if applicable)** Technology      AAB  
**Specify Industry Credential Opportunities (if applicable):** \_\_\_\_\_  
**Certificate, Adult and/or Apprenticeship Program: (if applicable)** \_\_\_\_\_

Secondary Program Name: Business Mgmt      Secondary School Name: Canton South High School      District Name: Canton Local Schools

	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	<b>RT CC</b>	Business Computer Apps CAP120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RA CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>						
<b>Year 1 2nd Sem.</b>	Principles of Marketing MKT 121 (3)	<b>RT TAG</b>	Micro-economics BUS 221 (3)	<b>RA TAG CC</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Macro-economics BUS 222 (3)	<b>RA TAG CC</b>	Sales MKT 221 (3)	<b>RT</b>	Advertising MKT 222 (3)	<b>RT</b>	Managerial Accounting ACC 133 (4)	<b>RT TAG</b>	Consumer Behavior MKT 227 (3)	<b>RT</b>				
<b>Year 2 2nd Sem.</b>	Market Planning MKT 229 (4)	<b>RT</b>	Market Research MKT 233 (3)	<b>RT</b>	Business to Business Marketing MKT 228 (3)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA TAG</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>						

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**Certificate, Adult and/or Apprenticeship Program: (if applicable)** \_\_\_\_\_

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	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code	Course	Code
<b>Year 1 1st Sem.</b>	Business Administration BUS 121 (4)	<b>RT CC</b>	Business Computer Apps CAP120 (4)	<b>RT CC</b>	Business Math BUS 123 (4)	<b>RA CC</b>	College Composition ENG 124 (3)	<b>RA</b>	Effective Speaking COM 121 (3)	<b>RA TAG</b>						
<b>Year 1 2nd Sem.</b>	Principles of Marketing MKT 121 (3)	<b>RT TAG</b>	Micro-economics BUS 221 (3)	<b>RA TAG CC</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Macro-economics BUS 222 (3)	<b>RA TAG CC</b>	Supply Chain Management MKT 226 (3)	<b>RT</b>	Internet Marketing MKT 232 (2)	<b>RT</b>	Managerial Accounting ACC 133 (4)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA TAG</b>				
<b>Year 2 2nd Sem.</b>	Market Planning MKT 229 (4)	<b>RT</b>	Market Research MKT 233 (3)	<b>RT</b>	Principles of Transportation MKT 234 (3)	<b>RT</b>	Sociology SOC 121 (3)	<b>RT</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>						

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<b>Year 1 2nd Sem.</b>	Principles of Marketing MKT 121 (3)	<b>RT TAG</b>	Micro economics BUS 221 (3)	<b>RA TAG CC</b>	Quantitative Business Statistics ACC 127 (4)	<b>RT</b>	Business Communication ENG 230 (3)	<b>RA TAG</b>	Financial Accounting ACC 132 (4)	<b>RT CC TAG</b>						
<b>Year 2 1st Sem.</b>	Principles of Management MGT 121 (3)	<b>RT</b>	Macro-economics BUS 222 (3)	<b>RA TAG CC</b>	Sales MKT 221 (3)	<b>RT</b>	Managerial Accounting ACC 133 (4)	<b>RT</b>	Consumer Behavior MKT 227 (3)	<b>RT</b>						
<b>Year 2 2nd Sem.</b>	Supervision MGT 221 (3)	<b>RT</b>	Supply Chain Management MKT 226 (3)	<b>RT</b>	Human Resource Management MGT 224 (3)	<b>RT</b>	Sociology SOC 121 (3)	<b>RT</b>	Sociology SOC 121 (3)	<b>RA TAG</b>	Business Law & Ethics ACC 130 (3)	<b>RT TAG</b>				

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