## 2017-2018 Degree Term Guide



JOLIET JUNIOR COLLEGE

Marketing, AAS (BU556)

ICCB Approved Total Program Hours: 64 Semester Hours

The following suggested schedule is based on full-time enrollment. Students planning to transfer to a senior institution should check with that institution for specific transfer requirements.

Courses that are approved for the AA/AS degrees are **bolded.** 

First Semester						
riist semestel	-	Credit	Mode of		Torm(s)	
Causa	Title			Due Descripitos	Term(s)	Natas
Course	Title	Hours	Delivery	Pre Requisites	Offered	Notes
				placement score; or minimum		
				grade "C" in one of the		
	Rhetoric OR			following: ENG 021 and ENG 099, or the EAP course		
ENG 101 OR	Technical Writing and			sequence ENG 079 and ENG		
ENG 130	Communication	3	T,W,Q	089 or ENG 096	FL/SP/SM	ENG 101 is preferred
	Select one course from Group IV:					Must meet appropriate
MathGeneral Education	Math	3-4				Compass Test level
BUS 101	Introduction to Business	3	T,W,Q		FL/SP/SM	
Humanities or Fine Arts	Select one course from Group III:					
Elective	Humanities	3				
	Select one course from Group II:					
Social Science Elective	Social Science	3				
	Total Semester Hours:	15-16				
Second Semester						
		Credit	Mode of		Term(s)	
Course	Title	Hours	Delivery	Pre Requisites	Offered	Notes
MGMT 101	Principles of Management	3	T,W,Q		FL/SP/SM	
ACCY 101	Accounting I	4	T,W,Q		FL/SP/SM	
MKTG 101	Principles of Marketing	3	T,W,Q		FL/SP/SM	
				COMPASS placement into ENG		
				101; or minimum grade of "C"		
				in one of the following: ENG		
	Principles of Speech			021 and ENG 099, or the EAP course sequence ENG 079 and		
COMM 101	Communication	3	T,W,Q	ENG 089 , or ENG 096	FL/SP/SM	
ScienceGeneral	Select one course from Group IV:				<u> </u>	
Education	Sciences	3-4				
	Total Semester Hours:	16-17				

Third Semester						
		Credit	Mode of		Term(s)	
Course	Title	Hours	Delivery	Pre Requisites	Offered	Notes
BLAW 101	Business Law I	3	T,W		FL/SP/SM	
	Principles of Economics I OR					
ECON 103 or FIN 100	Personal Finance	3	T,W,Q		FL/SP/SM	
MKTG 210	Principles of Advertising	3	Т		FL/SP	Formerly ADV 101
	Principles of Business					
BUS 111	Communication	3	T,W	ENG 101	FL/SP/SM	
MKTG 200	Social Media Marketing	3	T,Q		FL/SP	
	Total Semester Hours:	15				

Fourth Semester						
		Credit	Mode of		Term(s)	
Course	Title	Hours	Delivery	Pre Requisites	Offered	Notes
RET 107	Retail Management	3	Т		FL/SP	
MKTG 205	Professional Sales	3	Т		FL/SP	Formerly SALE 101
	Select one course from the list of					
Business Core Elective	Business Core Electives	3-4				
	Select one course from the list of					
Business Core Elective	Business Core Electives	3-4				
	Select one course from the list of					
Business Core Elective	Business Core Electives	3-4				
	Total Semester Hours:	15-18				