

Sales Management

Associate in Science Degree 2012-2013

Program Requirements.....	30
General Education/MnTC	30
TOTAL CREDITS.....	60

PROGRAM INFORMATION:

The AS in Sales Management is designed to prepare students for entry level careers in the field while simultaneously priming students for success as they continue their education through a Bachelor's of Science degree in Business Administration at Metropolitan State University or through a Bachelor's of Business Administration in Marketing or Management at Concordia University in St. Paul. This degree offers an introduction to sales theory and concepts along with practical skills necessary to enhance professional performance within sales management roles. Students will experience an application-oriented, real-world focused education through a degree program that provides both a strong foundational business core along with a general education curriculum designed to support student academic and professional success. This degree may transfer in part or in entirety to other baccalaureate institutions. For additional information, visit our Web site at <http://www.AnokaRamsey.edu>.

PROGRAM GOALS:

By completing this program, students will achieve the following learning goals:

1. Understand the elements of sales in a global environment.
2. Use critical thinking skills to analyze and solve business problems.
3. Demonstrate effective interpersonal skills and professional attitudes.
4. Demonstrate effective business communication skills.
5. Explain the importance of customers and be able to identify their needs.
6. Identify the various sales management positions and the roles each one plays in the success of a business.
7. Discuss the associated ethical and legal issues within business and industry.

DEVELOPMENTAL COURSES:

Some students may need preparatory courses in the areas of English, mathematics, or typing/keyboarding. Courses numbered below 1000 will not apply toward the AS degree.

COMPLETION REQUIREMENTS:

- A minimum of 60 semester credits in courses numbered 1000 or above.
- A cumulative GPA of 2.0 or above is required to complete this degree in courses numbered 1000 or above at ARCC.
- A minimum of **20 semester credits** applied toward the degree must be taken from ARCC. This requirement may be reduced from **20 to 12 semester credits** for students transferring in at least **8 semester credits** from either another MnSCU college or the University of Minnesota.
- Completion of specific degree requirements. Total of 60 credits.

Metropolitan State University
B.S. Degree Program - Business Administration
 Transfer Guide for selected course requirements.

Metro State Foundation Courses Anoka-Ramsey
 MATH 115: College Algebra I..... MATH 1200
 STAT 202: Statistics I..... MATH 1110
 ACCT 210: Financial Accounting BUS 1125
 ECON 201: Macroeconomics.....ECON 2205
 ECON 202: Microeconomics.....ECON 2206
 MIS 100: Fundamentals of IT in Organizations BUS 1112

Metro State Business Core Courses Anoka-Ramsey
 MKTG 300: Marketing Principles.....BUS 2142

Program Requirements: 30 credits

- BUS 1103 Human Relations in the Workplace 3
- BUS 1112* Computer Concepts and Applications 3
- BUS 1121 Effective Business Presentations..... 3
- BUS 1122 Business Ethics & Social Issues..... 3
- BUS 1125* Financial Accounting 4
- BUS 1145 Customer Service 3
- BUS 1149 Professional Selling 3
- BUS 2142 Principles of Marketing 4

Metropolitan State University courses taught at ARCC:

- MKTG 435** Sales and Sales Management..... 4

*This course subject to Metropolitan State University tuition rate.

General Education/MnTC Requirements 30 credits

Complete at least 30 general education credits from the Minnesota Transfer Curriculum (MnTC), including the required courses listed. You must complete at least one course in six of the ten goal areas. One course may satisfy more than one emphasis area, but the course credits may be counted only once.

- 1. **Communication**
 - ENGL 1121* 4
- 2. **Critical Thinking**
- 3. **Natural Science**
 - Required: One course from B and C, one course must include a lab.
 - A. Lab
 - B. Physical Science:
 - C. Biological Science
- 4. **Mathematical/Logical Reasoning**
 - MATH 1110* 3
 - MATH 1200..... 3
- 5. **History/Social/Behavioral Sciences**
 - ECON 2205 3
 - ECON 2206 3
- 6. **Humanities/Fine Arts**
- 7. **Human Diversity**
- 8. **Global Perspective**
- 9. **Ethical/Civic Responsibility**
- 10. **People and the Environment**

* Course has a prerequisite. Prerequisites are listed on the course schedule and in the ARCC Catalog Course Descriptions pages.

NOTE: The requirements of this program are subject to change without notice. You are encouraged to contact an academic advisor, Cambridge Campus 763-433-1840 or Coon Rapids Campus 763-433-1240, for course planning assistance and information about transfer credit evaluation.

