

Business—CCAC & Indiana University of PA

(2014–Present)

Track E General Management & Marketing (double major)

(097) All CCAC Campus & IUP

Associate of Science (all Tracks) &

Bachelor of Science General Management & Marketing (double major)

Suggested CCAC Course Sequence**Freshman, First Semester**

		Credits	Term Taken	CCAC Grade	TRF/CBE* CLEP/AP*
ACC 104	Financial Accounting	4	_____	_____	_____
ECO 102	Principles of Macroeconomics	3	_____	_____	_____
ENG 101	English Composition 1	3	_____	_____	_____
ART-106	Art Appreciation or	3	_____	_____	_____
MUS-101	Introduction to Music or	3	_____	_____	_____
THE-101	Introduction to Theatre	3	_____	_____	_____
CIT-100	Introduction to Computers or	3	_____	_____	_____
CIT-140	Office Productivity Applications	4	_____	_____	_____

Freshman Second Semester

ACC-203	Managerial Accounting	4	_____	_____	_____
ECO-103	Principles of Microeconomics	3	_____	_____	_____
ENG-102	English Composition II	3	_____	_____	_____
ANT-101	Intro to Anthropology or	3	_____	_____	_____
ANT-102	Cult Anthropology or	3	_____	_____	_____
GEO-101	World Geography	3	_____	_____	_____
PHL-101	Introduction to Philosophy or	3	_____	_____	_____
PHL-103	Logic or	3	_____	_____	_____
PHL-111	Religions of the World or	3	_____	_____	_____
PHL-155	Ethics	3	_____	_____	_____

Sophomore, First Semester

BUS-103	Principles of Management	3	_____	_____	_____
BUS-251	Business Law	3	_____	_____	_____
MAT-165	Probability & Statistics or	4	_____	_____	_____
BUS-122	Business Statistics	3	_____	_____	_____
PSY-101	Introduction to Psychology	3	_____	_____	_____
SPH-101	Oral Communications	3	_____	_____	_____
	Free Elective	2	_____	_____	_____

(continued)

*TRF=Transfer Credit; CBE=Credit by Exam; CLEP=College Level Examination Program; AP=Advanced Placement

This advising/graduation checklist lists the program requirements for students entering CCAC in the academic year indicated. A continuing student may graduate with the requirements in effect the year the student entered CCAC. All students must earn 30 college level credits in CCAC classes (this includes distance education courses) and have a minimum institutional GPA of 2.0. Mathematics electives must be at the 100 level. The remaining program credits may include transfer credit, credit by examination, CLEP or AP examinations. Institutional credits and GPA are used to determine eligibility for graduation.

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		Credits	Term Taken	CCAC Grade	TRF/CBE* CLEP/AP*
Sophomore Second Semester					
BUS 104	Principles of Marketing	3	_____	_____	_____
ENG-115	General Literature or	3	_____	_____	_____
ENG-209	World Literature to 1650 or				
ENG-210	World Lit from 1650 to Present				
HIS-101	History of Western Civilization 1 or	3	_____	_____	_____
HIS-102	History of Western Civilization 2 or	3			
HIS-104	United States History 1 or	3			
HIS-105	United States History 2 or	3			
HIS-213	Twentieth Century World History	3			
MAT-220	Business Calculus	4	_____	_____	_____
	Natural Science without Lab ¹	3	_____	_____	_____

*(See appropriate Program Track for the rest of the IUP Junior year requirements)***Junior First Semester**

HPE-171	Health & Wellness or	3	_____	_____	_____
BUS-110	Personal Finance				
	Natural Science with Lab	4	_____	_____	_____

Junior Second

BUS-240	Small Business Management	3	_____	_____	_____
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Total CCAC Credits 75-77¹BIO-117 Introduction to Nutrition may not be used as a non-lab science*For IUP Junior and Senior year requirements, see "Suggested IUP Course Sequence" for the Program Track**(continued)*

Comments: _____

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This advising/graduation checklist lists the program requirements for students entering CCAC in the academic year indicated. A continuing student may graduate with the requirements in effect the year the student entered CCAC. All students must earn 30 college level credits in CCAC classes (this includes distance education courses) and have a minimum institutional GPA of 2.0. Mathematics electives must be at the 100 level. The remaining program credits may include transfer credit, credit by examination, CLEP or AP examinations. Institutional credits and GPA are used to determine eligibility for graduation.

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Suggested IUP Course Sequence*

			Credits	Term Taken	CCAC Grade	TRF/CBE* CLEP/AP*
Junior, First Semester (Also see CCAC Course requirements for Junior, first semester)						
MGMT 300	Human Resource Management		3	_____	_____	_____
MGMT 330	Production & Operations Mgmt.		3	_____	_____	_____
QBUS 215	Business Statistics		3	_____	_____	_____
Junior, Second Semester (Also see CCAC Course requirements for Junior, second semester)						
MGMT 311	Human Behavior in Organizations		3	_____	_____	_____
MGMT 451	International Management		3	_____	_____	_____
MKTG 321	Consumer Behavior		3	_____	_____	_____
MKTG 421	Marketing Research		3	_____	_____	_____
Senior, First Semester						
BCOM 321	Business & Interpersonal Comm		3	_____	_____	_____
ECON 330	Labor Economics		3	_____	_____	_____
IFMG 300	Info. Systems: Theory & Practice		3	_____	_____	_____
MGMT 434	Quality Management		3	_____	_____	_____
MKTG 430	International Marketing		3	_____	_____	_____
Senior, Second Semester						
FIN 310	Fundamentals of Finance		3	_____	_____	_____
MGMT 428	Seminar in Management		3	_____	_____	_____
MKTG 431	Business to Business Marketing		3	_____	_____	_____
MKTG 435	Professional Selling and Sales Management		3	_____	_____	_____
Senior, Third Semester						
MGMT 495	Business Policy		3	_____	_____	_____
MKTG 450	Marketing Strategy		3	_____	_____	_____
	MGMT Elective		3	_____	_____	_____
	MKTG Elective		3	_____	_____	_____
Total IUP Credits			60			
Total CCAC Credits			75-77			
Total Credits for BS			135-137			

* IUP courses are offered on a rolling basis and the starting sequence may differ depending on the semester of enrollment All IUP Courses taught at Boyce Campus

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This advising/graduation checklist lists the program requirements for students entering CCAC in the academic year indicated. A continuing student may graduate with the requirements in effect the year the student entered CCAC. All students must earn 30 college level credits in CCAC classes (this includes distance education courses) and have a minimum institutional GPA of 2.0. Mathematics electives must be at the 100 level. The remaining program credits may include transfer credit, credit by examination, CLEP or AP examinations. Institutional credits and GPA are used to determine eligibility for graduation.