

## Associate of Applied Business

Today's successful managers need a variety of skills, including communication, analytical and decision-making skills. The demand for business management personnel has risen with the growing number of small businesses in northwest Ohio. At the same time, large businesses continuously require mid-management and supervisory personnel. The graduate of the business management program is skilled in supervision, labor relations, accounting, marketing, salesmanship, and decision-making. The graduate is qualified for a position as a general manager or assistant manager of a small business or a personnel specialist, foreman or supervisor of a manufacturer, commercial business, or other organization. The business management program offers a weekend college option along with the typical schedule of daytime or evening classes.

## Career Outlook

First-line supervisors of retail sales workers would directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties. Reported job titles include manager, store manager, assistant manager, department manager, shift manager, meat department manager, assistant store manager, office manager, bakery manager, and deli manager.

First-line supervisors of non-retail sales workers would directly supervise and coordinate activities of workers other than retail sales workers. Supervisors may perform a variety of duties that include budgeting, accounting, and personnel work, in addition to supervisory duties. Reported job titles include area sales manager, branch manager, director, district sales manager, inside sales manager, manager, outside sales manager, sales manager, sales supervisor, and vice-president of sales.



## Business & Public Services Division



Jason Rickenberg, M.B.O.L., M.B.A.  
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### Questions:

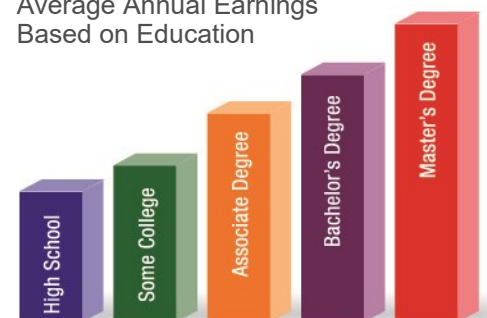
NSCC Admissions Office  
(419) 267-1320  
admissions@NorthwestState.edu

[www.NorthwestState.edu](http://www.NorthwestState.edu)

2020-2021

### Education Pays

Average Annual Earnings  
Based on Education



Based on data from the Bureau of Labor Statistics

NSCC is accredited by:  
The Higher Learning Commission  
(312) 263-0456  
[www.ncahigherlearningcommission.org](http://www.ncahigherlearningcommission.org)

# PROGRAM SEQUENCE

<b>First Semester</b>		<b>Credits</b>
+ ACC111	Financial Accounting	3
BUS101	Introduction to Business	3
CIS114	Microsoft Applications	3
ECO212	Microeconomics	3
ENG111	Composition I	3
		15

<b>Second Semester</b>		<b>Credits</b>
+ ACC112	Managerial Accounting	3
+ MGT110	Management	3
+ MKT110	Marketing	3
	Mathematics Elective	3
	Social Behavioral Science Elective	3
		15

<b>Third Semester</b>		<b>Credits</b>
+ BUS221	Business Law	3
CIS113	Microsoft Excel	3
+ MGT210	Human Resource Management	3
+	Business Technical Elective I	3
	Humanities Elective	3
		15

<b>Fourth Semester</b>		<b>Credits</b>
BUS211	Business Communications	3
+	Business Technical Elective II	3
+	Business Technical Elective III	3
+ MGT270	Strategic Management	3
	Natural Science Elective	3-4
		15-16

### Mathematics Electives:

MTH105 - Quantitative Reasoning  
MTH109 - College Algebra

### Business Technical Electives I:

MKT230 - Professional Selling  
MGT230 - Retail Management

### Business Technical Electives II:

ACC221 - Cost Accounting I  
ACC260 - Accounting on Computers

### Business Technical Electives III:

MGT121 - Entrepreneurship I and Small  
Business Management  
CET115 - Project Management

**Total Program Credit Hours**

**60-61**

+ Students must attain a 2.00 grade point average in these technical courses to graduate.