

## Management (BP/EP) Associate in Applied Science Degree

### Semester Sequence

#### Offered at Brooklyn Park and Eden Prairie

**Prerequisite:** Qualifying score on Computer Literacy Assessment test

#### First Semester

BUSN1000	Introduction to Business	3
BUSN1100	Supervision	3
ENGL2121	Writing and Research	4
	or	
ENGL2125	Technical Writing	3
	Technical Studies Electives	3

#### Total Credits 12

#### Second Semester

ACCT1000	Introduction to Accounting	3
	or	
ACCT1102	Principles of Accounting I	4
BUSN1020	Introduction to Selling	3
BUSN2055	Principles of Management	4
COMM2050	Interpersonal Communication	3
	or	
COMM2060	Small Group Communication	3
	or	
COMM2130	Public Speaking	3
	Technical Studies Electives	3

#### Total Credits 16

#### Third Semester

BUSN1140	Business Law	3
BUSN1150	Introduction to Service and Work Team Strategies	3
BUSN1200	Managerial Communication	3
BUSN2005	Marketing Concepts and Strategies	4
	Choose 3 credits from MnTC Goal Area 5	3
	or	
	Choose 3 credits from MnTC Goal Area 9	3

#### Total Credits 16

#### Fourth Semester

ACCT1410	Business Finance	3
	or	
ACCT2155	Financial Accounting	4
BUSN1510	Entrepreneurship	3
PHIL2100	Critical Thinking for College Success	3
	Choose 3 credits from MnTC Goal Area 4	3
	Technical Studies Electives	4

#### Total Credits 16

#### Technical Studies Electives

10 Credits from BUSN courses.

BUSN1025	Introduction to Esports Business	3
BUSN1030	Professional Development	3
BUSN1041	Customer Relationship Management (CRM)	3

BUSN1060	Territory/Account Management	3
BUSN1091	Consultative Selling	3
BUSN1300	E-Business	3
BUSN1500	Database Concepts and Data Analysis Tools	3
BUSN2000	Business Analysis	4
BUSN2010	Requirements Management with Use Cases	3
BUSN2015	Marketing Applications	3
BUSN2075	Digital Marketing	3
BUSN2085	Small Business Operations	4
BUSN2100	Capstone	3
BUSN2170	Supervised Occupational Experience	4

**MnTC Goal Area 4**

A complete list of MnTC courses and Goal Areas that can be used to meet General Education requirements can be found at [www.hennepintech.edu](http://www.hennepintech.edu). The same course cannot satisfy more than one MnTC Goal Area requirement.

MATH2050	Applications of Quantitative Reasoning	3
MATH2150	Introduction to Statistics	3
MATH2200	College Algebra	4
PHIL2000	Introduction to Logic	3

**Choose a Total of: 3 Credits**

**MnTC Goal Area 5 or MnTC Goal Area 9**

	MnTC Goal Area 5	
ECON2200	Principles of Microeconomics	3
ECON2300	Principles of Macroeconomics	3
HIST1400	Contemporary World History	3
POLI1000	Introduction to American Government and Politics	3
PSYC2300	General Psychology	3
PSYC2310	Psychology Throughout the Lifespan	3
PSYC2330	Abnormal Psychology	3
SOCI2000	Marriage and Family	3
SOCI2100	Introduction to Sociology	3
SOCI2120	Introduction to Criminal Justice	3
SOCI2130	Food and Society	3
SOCI2200	Race in America	3
	or	
	MnTC Goal Area 9	
ARTS2005	Art and Social Justice	3
BIOL2040	Introduction to Forensic Science	3
ECON2200	Principles of Microeconomics	3
PHIL2200	Ethics	3
PHIL2400	Medical Ethics	4
PHIL2600	Environmental Ethics	3
POLI1000	Introduction to American Government and Politics	3
SOCI2120	Introduction to Criminal Justice	3

**Choose a Total of: 3 Credits**

**Graduation (60 Credits)**

This semester sequence is a tool meant for students to discuss their schedule each semester with their faculty advisor. Some courses may be offered only once per year and only on one campus.

Semester listings reflect the recommended sequence. Due to circumstances beyond our control, the information herein is subject to change without notice.

4/26/2021 : BP 2512 / EP 2513