## AAS Small Business Administration

**Year of Declared Major:** 15-16

<table>
<thead>
<tr>
<th>FALL</th>
<th>SPRING</th>
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<tbody>
<tr>
<td><strong>YEAR 1</strong></td>
<td></td>
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<tr>
<td>BA 151 (Intro to Bus)</td>
<td>3</td>
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<tr>
<td>BA 264 (Personal Selling)</td>
<td>3</td>
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<tr>
<td>Written Comm(\textsuperscript{4})</td>
<td>3</td>
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<tr>
<td>COMM 111, 235, 237, or 241(\textsuperscript{1})</td>
<td>3</td>
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<tr>
<td>MATH 105, 121, or 151</td>
<td>(\frac{3}{4})</td>
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<td><strong>15/16</strong></td>
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| **YEAR 2** | | **CR.** | **SEM.** | **GR.** | **CR.** | **SEM.** | **GR.** |
| BA 231 (Fund Supervision) | 3 | | | | BA 233 (Survey of Fin) | 3 | | |
| BA 241 (Bus Law I) | 3 | | | | BA 260 (Mktg Practices) | 3 | | |
| ACCT 202 (Managerial) | 3 | | | | BA 166 (SmallBusMgmt) | 3 | | |
| GER/ECON 202\(\textsuperscript{3}\) | 3 | | | | Major Elective\(\textsuperscript{5}\) | 3 | | |
| Major Elective\(\textsuperscript{5}\) | 3 | | | | Elective\(\textsuperscript{5}\) | 3 | | |
| **15** | | | | | **15** | | |

\(\textsuperscript{1}\) Students planning to pursue a BBA degree can maximize transferability of their credits by taking COMM 111 or 241.

\(\textsuperscript{2}\) ACCT 101 and 102 may be substituted for ACCT 201.

\(\textsuperscript{3}\) Students must complete 6 credits from Humanities, Mathematics and Natural Sciences, or Social Sciences from the AAS General Course Requirement Classification List, other than BA 151 and MATH 105, or MATH 121/151.

**ECON 201 and ECON 202** are strongly recommended to satisfy the 6 credits of AAS General Course Requirements. These courses are required for BBA degrees.

\(\textsuperscript{4}\) The AAS Written Communication Skills Requirements can be satisfied with ENGL A111, CIOS 260A, ENGL 211, ENGL 212, ENGL 213, or ENGL 214. The option to take CIOS 260A applies to AAS degrees only. Students planning to pursue a BBA degree can maximize transferability of their credits by taking ENGL 212.

\(\textsuperscript{5}\) Complete 9-12 credits of electives from the following list:
- BA 131 Personal Finance
- BA 242 Business Law II
- BA 266 Retailing Management *(by petition only)*
- BA 273 Introduction to Statistics for Business and Economics
- LGOP 110 Logistics, Information Systems and Customer Service
- LGOP 120 Warehouse and Inventory Control Operations
- LGOP 160 Purchasing and Supply Management

Or any 300-level business course provided the prerequisites have been met. All ACCT, BA, CIS, ECON, LGOP, and LOG are considered business courses.

Students who may decide to pursue a BBA degree can maximize transferability of their credits by taking MATH 121/151, BA 273, and 300-level business course as long as prerequisites have been completed.

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**NOTE:** A total of 60 credits is required for this degree. Students planning on seeking a BBA degree in the College of Business and Public Policy must complete all major requirements with a grade of C or better.

This is a suggested sequence for taking courses and is not intended to take the place of the program requirements listed in the UAA Catalog. Please contact your academic advisor for more information.

UA is an AA/EO employer and educational institution and prohibits illegal discrimination against any individual:

AAS SMALL BUSINESS ADMINISTRATION

The AAS Small Business Administration degree provides students with a solid business foundation. Students learn to analyze organizations, identify managerial problems, evaluate management environments and create business opportunities. The program provides the student with skills to start a new business and be a more effective entrepreneurial-thinker for business in today's dynamic, global society.

Meet with your advisor to learn about the AAS in Small Business Administration and employment options in this field.

Contact
Management and Marketing Department Chair
Dr. Edward Forrest at (907) 786-4161 or ejforrest@uaa.alaska.edu
or
The College of Business and Public Policy Student Advising Center (SAC)
(907) 786-4100 or sac@uaa.alaska.edu

Learn and develop your abilities
Managing and operating a small business
Capturing key business ideas and opportunities
Developing business plans
Using technology to manage information
Understanding accounting and financial statements
Understanding marketing principles
Using selling techniques
Organizing staff and recruiting
Understanding the basic elements of supervision

Seek a specific job
Small business owner
Assistant business manager
Small business manager
Customer Service Representative
Office Manager