

Name:

Year of Declared Major: **16-17****FALL****SPRING**

<b>YEAR 1</b>	<b>CR.</b>	<b>SEM.</b>	<b>GR.</b>		<b>CR.</b>	<b>SEM.</b>	<b>GR.</b>
BA 151 (Intro to Bus)	3	_____	_____		ACCT 201 (Financial) <sup>2</sup>	3	_____
BA 166 (SmallBusMgmt)	3	_____	_____		CIS 110 (Comp Concepts)	3	_____
Written Comm <sup>4</sup>	3	_____	_____		GER/ECON 201 <sup>3</sup>	3	_____
COMM 111, 235, 237, or 241 <sup>1</sup>	3	_____	_____		Written Comm <sup>4</sup>	3	_____
MATH 105, 121, or 151	3/4	_____	_____		Major Elective <sup>5</sup>	3	_____
	15/16					15	
<b>YEAR 2</b>							
BA 231 (Fund Supervision)	3	_____	_____		BA 233 (or Petition BA 131)	3	_____
BA 260 (Mktg Practices)	3	_____	_____		BA 241 (Bus Law I)	3	_____
ACCT 202 (Managerial)	3	_____	_____		BA 264 (Personal Selling)	3	_____
GER/ECON 202 <sup>3</sup>	3	_____	_____		Major Elective <sup>5</sup>	3	_____
Major Elective <sup>5</sup>	3	_____	_____		Elective <sup>5</sup>	3	_____
	15					15	

<sup>1</sup> Students planning to pursue a BBA degree can maximize transferability of their credits by taking **COMM 111** or **241**.

<sup>2</sup> ACCT 101 and 102 may be substituted for ACCT 201.

<sup>3</sup> 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.

<sup>4</sup> The AAS Written Communication Skills Requirements can be satisfied with ENGL A111, CIO 260A, ENGL 211, ENGL 212, ENGL 213, or ENGL 214. The option to take CIO 260A applies to AAS degrees only. Students planning to pursue a BBA degree can maximize transferability of their credits by taking **ENGL 212**.

<sup>5</sup> 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.

**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.**

## 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@alaska.edu](mailto:ejforrest@alaska.edu)

or

The College of Business and Public Policy Student Advising Center (SAC)  
(907) 786-4100 or [sac@alaska.edu](mailto:sac@alaska.edu)

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### 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

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