

Cohort #	Harper College Registered Apprenticeship Program Curriculum Map Department of Labor Certificate: Retail and Sales Manager AAS Degree: Business Administration – Social Commerce and Sales						2 -year Program	
Fall 20XX = 12 credits			Spring 20XX = 12 credits			Summer 20XX = 7 credits		
CIS 101	Intro Comp. Info Systems (Gen Ed) 1st 8 weeks	3 cr.	MGT 111	Intro To Business Org. 1 st 8 weeks	3 cr.	MKT 245	Principles of Marketing 2 nd 8 weeks	3 cr.
ENG 101	English (Gen Ed) 1st 8 weeks	3 cr.	MGT 150	Business Math (Gen Ed) 1st 8 weeks	3 cr.	ACC 101	Intro to Fin. Accounting 12 weeks	4 cr.
PHI 150	Business Ethics (Gen Ed) 2 nd 8 weeks	3 cr.	MKT 145	Identify & Evaluate Prospective Customers 2 nd 8 weeks	3 cr.			
MKT 140	Prin. Of Professional Selling 2 nd 8 weeks	3 cr.	SPE 101	Speech (Gen Ed) 2 nd 8 weeks	3 cr.			
16 weeks			16 weeks			16 weeks		
Fall 20XX = 12 credits			Spring 20XX = 12 credits			Summer 20XX = 6 credits		
ACC 211	Business Law 1 st 8 weeks	3 cr.	MGT 165	Global Business 1 st 8 weeks	3 cr.	ECO 212	Macroeconomics 1 st 8 weeks	3 cr.
PSY101	Into to Psychology (Gen Ed) 1st 8 weeks	3 cr.	PSY 245	Industrial/Org. Psychology (Gen Ed) 1 st 8 weeks	3 cr.	MGT 218	Intro to Finance 2 nd 8 weeks	3 cr.
MKT 242	Creating a Competitive Edge 2 nd 8 weeks	3 cr.	MKT 243	Social Commerce and Sales 2 nd 8 weeks	3 cr.			
MGT 270	Principles of Management 2 nd 8 weeks	3 cr.	ECO 211	Microeconomics 2 nd 8 weeks	3 cr.			
16 weeks			16 weeks			16 weeks		

Total Credits earned: 61