



www.hutchcc.edu/request-info

Business Management and Entrepreneurship - Sales Associate

Degree Pathway

A Certificate is outlined coursework that is designed to prepare a student to head out into the workforce in a short timeframe or for career advancement. This certificate totals 33 credit hours. Consult with an advisor for more information.

(T) are Systemwide Transfer Courses

(★) are recommended for this degree pathway.

Required Courses			
Course ID	Course Title	Credit Hours	Notes
BU121	Customer Service/Professional Image	3.00	Fall, Spring, Summer
BU141	Sales Management	3.00	Fall, Spring, Summer
Electives			
Course ID	Course Title	Credit Hours	Notes
BU105 Introduction to Business OR EC100 Macroeconomics		3.00	
BU105	Introduction to Business T	3.00	Fall, Spring, Summer
EC100	Macroeconomics T	3.00	Fall, Spring, Summer
BU108 Business Mathematics OR BU142 Principles of Retailing		3.00	
BU108	Business Mathematics	3.00	Fall, Spring, Summer
BU142	Retailing	3.00	Fall
BU109 Business Communications OR SH101 Public Speaking		3.00	
BU109	Business Communications T	3.00	Fall, Spring, Summer
SH101	Public Speaking T	3.00	Fall, Spring, Summer
BU118 Introduction to Leadership OR BU147 Internship I OR BU148 Internship II		3.00	
BU118	Introduction to Leadership T	3.00	Fall, Spring
BU147	Internship I	2.00	Fall, Spring, Summer
BU148	Internship II	2.00	Fall, Spring, Summer
BU204 Small Business Management OR BU205 Business Law		3.00	
BU204	Small Business Management	3.00	Spring, Summer Prereq: BU100 Small Business Accounting, or Departmental Consent, or BU101 Accounting I.
BU205	Business Law I T	3.00	Fall, Spring
BU217 Spreadsheet Management OR IS104 Microcomputer Applications		3.00	
BU217	Spreadsheet Management	3.00	Fall, Spring
IS104	Microcomputer Applications T	3.00	Fall, Spring, Summer

Business Management and Entrepreneurship Accounting Options		3.00	
BU100	Small Business Accounting	3.00	Fall, Spring, Summer
BU101	Accounting I ▶	3.00	Fall, Spring, Summer
Composition Options		3.00	
EN100	English Composition IB ▶	3.00	Fall, Spring, Summer Prereq: EN098 Intro to College Writing with a grade of C or higher, or Accuplacer Next Generation Writing Score of 240 to 254, or HS GPA over 2.25, or ACT English Score of 17 to 19.
EN101	English Composition IA ▶	3.00	Fall, Spring, Summer Prereq: HS GPA over 3.0, or Accu NG Writing Score 255+ & Accu NG Reading Score 255+, and ACT Reading Score of 18 or above, or ACT English Score of 18 or above.
EN107	Business English Grammar & Composition	3.00	Fall
EN108	Career and Technical Writing	3.00	Fall, Spring
PS100 General Psychology OR PS101 Human Relations		3.00	
PS100	General Psychology ▶	3.00	Fall, Spring, Summer
PS101	Human Relations	3.00	Fall, Spring, Summer

Total Credits: 33.00