

Small Business Management/ Entrepreneurial Studies

ACCOUNTING, BUSINESS AND LEGAL STUDIES DEPARTMENT

Associate in Applied Science (A.A.S.) Degree

Small Business Management/Entrepreneurial Studies is for people who intend to start, or who already operate a small business. This program can help students who have a skill or idea – and want to be their own boss – to realize their goal of running a successful business. The degree program incorporates General Education courses with the Small Business Management curriculum. The certificate is designed for those with no prior college course work and includes English composition with the Small Business Management curriculum. The certificate of achievement program is geared toward people who already hold a College degree and intend to operate a small business.

Can students who major in Small Business Management/Entrepreneurial Studies transfer to a four-year college or university?

Articulation agreements with public and private institutions offer students who earn the A.A.S. degree the opportunity to transfer all of their coursework to the four-year institution. Students in specialized programs, or who earn an A.A.S. degree should discuss the transfer process with an advisor.

What will students learn if they study Small Business Management/Entrepreneurial Studies?

They will study the elements that are necessary for a thriving business: business plan, capital needs, marketing strategies, legal and tax issues, forms of ownership, employee management, new technologies, sales, marketing and new product development. They will acquire skills particular to entrepreneurs but transferable to the general business environment.

NOTE: Not all SBM courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.

Are there any requirements that must be satisfied before taking courses in the major?

Algebra I is a prerequisite for all majors. Students may satisfy this requirement with a grade of “C” or better in high school Algebra I. Algebra I competency may be verified with a passing score on the College’s placement test or by the completion of the appropriate course.

How long will it take to complete this degree?

Once students complete developmental coursework (if needed), the degree can be completed in two years of full-time study. They can shorten the amount of time by taking courses in the summer and winter sessions. Some major courses in the Small Business Management program may only be offered in the evenings and not every semester.

Questions?

Contact Name: Professor Nancy Bailey, department chair

Contact Phone: 732.906.2594

Contact Email: ABLS@middlesexcc.edu

Department Web: <http://www.middlesexcc.edu/departments/bam>

SMALL BUSINESS MANAGEMENT/ENTREPRENEURIAL STUDIES

Associate in Applied Science (A.A.S.) Degree - SBUS.AAS

Below are required courses and recommended course groupings and sequences for program completion.

Courses may have prerequisite and corequisite requirements. Check course descriptions for details.

Courses	Credits	Requisites/Comments
<i>Semester I</i>		
ENG 121 English Composition I	3	A passing score on the College's placement test or a grade of "C" or better in ENG 010.
BUS 101 Business Organization and Management	3	
MAT 101 Freshman Mathematics	3	Appropriate score on the College placement test, MAT 013 or departmental approval
CSC 105 Computer Applications and Systems	3	Students may select an alternate Computer Science (GE MST) course for which they have appropriate academic advisement and preparation in mathematics, such as CSC 106.
___ ___ General Education Social Science Elective (GE SS)	3	
<hr/>		
<i>Semester II</i>		
ENG 122 English Composition II	3	A grade of "C" or better in ENG 121
SBM 110 Accounting for Small Business	4	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 120 Small Business Management	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 130 Marketing and Sales for Small Business	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SPE 121 Fundamentals of Public Speaking	3	
<hr/>		
<i>Semester III</i>		
BUS 201 Business Law I	3	
SBM 210 Advertising and Promotion for Small Business	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 220 Leadership and Supervision	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
___ ___ Business Elective	3	Courses with MKT or MGT for which students have the appropriate preparation are recommended or see department chair.
ECO 201 Principles of Economics I	3	A passing score on the algebra portion of the College placement test or MAT 013
___ ___ Physical/Health Education Elective	1-3	
<hr/>		
<i>Semester III</i>		
SBM 230 Risk and Financial Management	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 240 Co-Op/Internship in Small Business	3	Senior status in SBM curriculum or written permission of department chairperson.
SBM 250 Seminar in Entrepreneurial Studies	3	BUS 101, SBM 110, SBM 120, SBM 130, SBM 210 or permission of department chairperson. Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
___ ___ General Education Science Elective (GE MST)	3-4	Students may elect courses with a GE MST designation in BIO, CHM, PHY or SCI for which they have the appropriate academic preparation.
___ ___ General Education Humanities Elective (GE HUM)	3	Any course designated as GE HUM

Total Credits: 62-65

Contact Name: Professor Nancy Bailey, department chair
Contact Phone: 732.906.2594 Contact Email: ABL5@middlesexcc.edu
Department Web: <http://www.middlesexcc.edu/departments/bam>

**SMALL BUSINESS MANAGEMENT/ENTREPRENEURIAL STUDIES
CERTIFICATE - SBUS.CER**

*Below are required courses for program completion. Courses may have prerequisite and corequisite requirements.
Check course descriptions for details. Assumes Basic Skills and Math requirements are satisfied.*

<u>Courses</u>	<u>Credits</u>	<u>Requisites / Comment</u>
BUS 101 Business Organization and Management	3	
CSC 105 Computer Applications and Systems	3	Students may select an alternate Computer Science (GE MST) course for which they have appropriate academic advisement and preparation in mathematics, such as CSC 106.
ENG 121 English Composition I	3	A passing score on the College's placement test or a grade of "C" or better in ENG 010.
____ General Education Social Science Elective (GE SS) OR ____ General Education Humanities Elective (GE HUM)	3	Choose one course designated as a general education Social Science (GE SS) or a general education Humanities (GE HUM).
SBM 110 Accounting for Small Business	4	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 120 Small Business Management	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 130 Marketing and Sales for Small Business	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 210 Advertising and Promotion for Small Business	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 230 Risk and Financial Management	3	Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.
SBM 250 Seminar in Entrepreneurial Studies	3	BUS 101, SBM 110, SBM 120, SBM 130, SBM 210 or permission of department chairperson. Note: Not all major courses are offered every semester both day and evening. Please call the department chair at 732.906.2594 to discuss course offerings for future semesters.

Total Credits: 31

Contact Name: Professor Nancy Bailey, department chair
Contact Phone: 732.906.2594
Contact Email: ABL5@middlesexcc.edu
Department Web: <http://www.middlesexcc.edu/departments/bam>