

Illinois Central College
 Associate of Applied Science - Marketing/Sales Retail Management
 to Robert Morris College Bachelor of Business Administration - Management

Illinois Central College Courses

First Year

First	Semester	Credits
ENGL 110	Composition I	3
ACCTG 120	Financial Accounting	4
BUS 120	Business Math	3
MKTG 112	Principles of Marketing	3
BUS 112	Intro to Business Careers	1
CMPS 120	Microcomputer Applications	3
Total Hours =		17

Second	Semester	Credits
BUS 115 or BUS 215	Business Law or Legal Environment of Business	3
COMM 110	Communication: Process and Practice	3
BUS 200	Human Relations in Business	3
MGMT 113	Principles of Management	3
BUS Elective (ACCTG 121)	Business Elective (RMC recommended)	3
Social Science	IAI approved Social Science	3
Total Hours =		18

Second Year

First	Semester	Credits
ECON 110	Principles of Macroeconomics	3
MKTG 115	Retailing	3
MKTG 201	Sales	3
MKTG 215	International Marketing	3
BUS 151	Job Orientation	2
Science	IAI approved Science	4
Total Hours =		18

Second	Semester	Credits
MGMT 203	Sales Management	3
MKTG 200	Advertising	3
MKTG 210	Marketing Problems	3
MKTG 220 or BUS 220	Prin of Fashion Merchandising or Intro to Business Finance	3
MKTG 260	Marketing Internship	3
HUM	IAI approved Humanities	3
Total Hours =		18

Bridge	Semester	Credits
ENGL 111	Composition II	3
MATH 115	College Algebra	3
Total Hours =		6

Robert Morris College Courses

Quarter 7		Credit
MGT 310	Contemporary Applied Management	4
ENG 225	Writing Life's Work	4
MAT 210	Finite Mathematics	4
MKT 305	Marketing Principles & Analysis	4
Total Hours		16

Quarter 8		Credit
MKT 370	Global Marketing Practices	4
ENG 325	Writing for the Community	4
SSC 304	Principles of Microeconomics	4
HUM	Humanities Elective	4
Total Hours		16

Quarter 9		Credit
CMT 350	Career Management	4
CIS 310	Management Information Systems	4
MGT 350	Human Resources Management	4
Total Hours		12

Quarter 10		Credit
ACC 300	Managerial Accounting	4
MGT 340	Organizational Behavior	4
MAT 320	Statistics for Business & Social Sciences	4
Total Hours		12

Quarter 11		Credit
MKT 440	Marketing Problems & Applications	4
FIN 300	Principles of Finance	4
MGT 400	Operations Management	4
Total Hours		12

Quarter 12		Credit
HUM 310	Comparative Contemporary Literature	4
MGT 450	Business Strategy & Policy	4
BUS 356 or MKT 313	Advanced Internship	4
Total Hours		12

Total ICC hours = 77 semester hours/115.5 quarter hours
 Total RMC hours = 80 quarter hours
 Total hours for degree = 195.5 quarter hours