

COLLEGE: Elgin Community College-Tech Prep PCCS
HIGH SCHOOL(S): District U-46-- Bartlett HS, Elgin HS, Larkin HS
 South Elgin HS, Streamwood HS

CLUSTER: Business, Management & Administration
PATHWAY: Marketing and Communications
PROGRAM: Retail Management



	GRADE	ENGLISH	MATH	SCIENCE	SOCIAL STUDIES	PHYSICAL EDUCATION	HIGH SCHOOL ACADEMIC & CAREER/TECHNICAL ELECTIVES	
SECONDARY	9	Standard or Honors Freshmen English	Algebra 1-2 or higher math	Standard or Honors Biology 1-2		PE	Foreign Language	Orientation to Business
	10	Standard or Honors Sophomore English	Standard or Honors Geometry or higher math	Standard or Honors Chemistry 1-2		Health / Drivers Ed.	Foreign Language	Accounting 1-2 (AC: ACC 100)
	11	Junior English or AP English Language & Composition	Standard or Honors Algebra 3-4 or higher math	Standard or Honors Physics 1-2 or AP Science	Standard or AP U.S. History	PE		Accounting 3-4
	12	Senior English or AP English Literature & Composition	If desired, Honors Pre-Calculus/Trigonometry or AP Math		Standard or Honors Civics or AP Government & Politics	PE	Marketing 1-2	Advanced Accounting

Entering college freshmen must show English, reading, and mathematics competency. College Ready English, reading, and mathematics competency levels at Elgin Community College: Enrolling students must show ACT English subtest score of 20, a reading subtest score of 18, and a mathematics subtest score of 23, or they must receive an appropriate test score on ECC's placement tests. *Note: These requirements must be met to participate in dual-credit courses during senior year.*

	ECC Required and Elective Marketing and Retail Management AAS Degree Courses					Things to Consider	
POSTSECONDARY	Year 1 1st Semester	SPH 101: Fundamentals of Speech	BUS 120: Business Mathematics*	BUS 100: Introduction to Business	BUS 101: Communications	MKT 105: Sales	SAMPLE OCCUPATIONS RELATED TO THIS PROGRAM OF STUDY ► Admin. Support Representative ► Customer Service Representative ► Department Manager ► Merchandise Buyer ► Merchandising Manager ► Operations Manager ► Receiving Clerk ► Retail Marketing Coordinator ► Sales Associate ► Sales Manager ► Stock Clerk ► Store Manager ► Visual Merchandise Manager
	Year 1 2nd Semester	PSY 100: Introduction to Psychology	Liberal Education Elective	CIS 110: Introduction to Computers OR OAT 130: Software Appl's for the Office	MKT 103: Marketing	MMT 101: Principles of Management	
	Year 1 Summer						
	Year 2 1st Semester	MMT102: Human Relations in Applied Management	MMT 107: Human Resource Management	BEC 101: Basic Economics OR BEC 102: Prin of Macroeconomics	MMR 101: Principles of Retailing	ACC 101: Financial Accounting	
	Year 2 2nd Semester	BUS 113: Bus Law	MMR 106: Retail Management	MMR160: Indepen't Study in Retail Mang.	Recommended program elective	BUS 142: Report Writing	



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AAS (Associate of Applied Science) CTE courses
BVS (Basic Vocational Specialist in Retail Management) Certificate for MMR 101, MKT 103, MMR 106, MKT 105, and MMR 160

Secondary Career and Technical Education Preparation and Training Level Courses

Credit-Based Transition Programs: "AC:" =Articulated Credit (High school courses articulated for credit with ECC courses.)

Credit-Based Transition Programs: Dual Credit (Elgin Community College courses available to high school seniors.)

Mandatory Assessments, Advising, and Additional Preparation