

**PREPARING FOR YOUR CAREER IN:**

**MARKETING/SALES AND RETAIL MANAGEMENT**

ASSOCIATE IN APPLIED SCIENCE DEGREE 69 Hrs Min

**at ILLINOIS CENTRAL COLLEGE**

*Morton High School*

<i>Subject</i>	<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>
<b>English</b>	<i>LA - 9</i>	<i>LA - 10 Speech</i>	<i>American Lit Writing 11-12</i>	<i>Expos Writing* Advanced Speech</i>
<b>Math</b>	<i>Algebra I</i>	<i>Geometry</i>	<i>Algebra II</i>	<i>Pre- Calculus</i>
<b>Science</b>	<i>Biology</i>	<i>Chemistry</i>	<i>Physics</i>	-----
<b>Soc Sci</b>	<i>World Geography</i>	<i>Civics</i>	<i>U.S. History</i>	-----
<b>Other Required</b>	<i>Arts/Lang</i>	<i>Arts/Lang Dr. Ed.</i>	<i>Consumer Education or Resource Mgt</i>	-----
<b>Tech Emphasis</b>	<i>Intro to Business Recordkeeping</i>	<i>Entrepreneurship Sports &amp; Entertain Mkt</i>	<i>Accounting I</i>	<i>Accounting II</i>
<b>Electives</b>	<i>Software App</i>	<i>Desktop Publishing</i>	<i>Business Law*</i>	<i>CHI</i>
<b>Phys Ed</b>	<i>PE/Health</i>	<i>PE</i>	<i>PE</i>	<i>PE</i>

\* Dual credit with ICC.

**Tech Prep – Combines secondary school College Prep and Technology Prep courses with a specific curriculum of study at Illinois Central College resulting in an Associate of Applied Science degree. A 2 year apprenticeship or Bachelor degree program would complete a 2 + 2 + 2 sequence. College Credit for high school coursework is possible through approved articulated course agreements or dual credit courses. See college catalog for details.**

**ILLINOIS CENTRAL COLLEGE**

<b>FALL</b>		<b>SPRING</b>
<b>13</b>	<ul style="list-style-type: none"> <li>• Basic Composition or Composition I</li> <li>• Business Mathematics</li> <li>• Bookkeeping/Acctg. I or Financial Accounting</li> <li>• Principles of Marketing</li> <li>• Intro to Business Careers</li> <li>• Approved DATPR or CMPS Elective</li> </ul> <p style="text-align: right;"><b>16-17 Hrs</b></p>	<ul style="list-style-type: none"> <li>• Business Law or Legal Environment of Business</li> <li>• Business Comm. or Speech as a Comm. Process</li> <li>• Human Relations in Bus.</li> <li>• Principles of Mgmt.</li> <li>• Business Elective</li> <li>• Social Science Elective</li> </ul> <p style="text-align: right;"><b>18 Hrs</b></p>

**SUMMER:**

<b>FALL</b>		<b>SPRING</b>
<b>14</b>	<ul style="list-style-type: none"> <li>• Survey of Economic Principles or Prin. of Macroeconomics</li> <li>• Retailing</li> <li>• Sales</li> <li>• International Marketing</li> <li>• Job Orientation</li> <li>• Lab Science/Math Elective</li> </ul> <p style="text-align: right;"><b>17 Hrs</b></p>	<ul style="list-style-type: none"> <li>• Sales Management</li> <li>• Advertising</li> <li>• Marketing Problems</li> <li>• Prin. of Fashion Merch.or Intro to Bus. Finance</li> <li>• Marketing Internship</li> <li>• Humanities Elective</li> </ul> <p style="text-align: right;"><b>18 Hrs</b></p>

**FOR INFORMATION CONTACT YOUR HIGH SCHOOL COUNSELOR OR TECH PREP FOR CENTRAL ILLINOIS CONSORTIUM AT ICC (309) 694-5266. SEE COLLEGE CATALOG FOR DETAILS.**

