

University of Hawai'i • Kapi`olani Community College • **Business, Legal and Technology (BLT) Education Department**

Marketing (MKT) AS Degree Program Curriculum (60 credits)—Fall 2012/Spring 2013

Advisors: Students with last names "A-L" contact Melvin Jadulang at melvinj@hawaii.edu or 734-9017

Students with last names "M-Z" contact Cynthia Kimura at ckimura@hawaii.edu or 734-9107

This is a suggested, not required, sequence of courses. Register for as many classes as qualified for, desired, and interested in. Use the STAR Planner.

First Semester Courses	Prerequisite and other information	Applies to UHWO-BA
MKT 120 Principles of Marketing	Recommended Preparation: BUS 120	Yes
MKT 130 Principles of Retailing	None	Yes
MKT 150 Principles of Customer Service & Selling	None	Yes
BUS 120 Principles of Business	None	Yes
ENG 100 Composition I, or ESL 100 Composition I, or ENG 160 Business and Technical Writing, or ENG 209 Business and Managerial Writing, or ENG 225 Technical Writing	Prerequisite(s): ENG 22 with a grade of "C" or better, or qualification for ENG 100 on the KCC placement test Prerequisite(s): Qualification for ESL 100 on the placement test, or a grade of "C" or better in ENG 22, or successful completion of ESOL 94, or instructor recommendation Prerequisite(s): A grade of "C" or better in ENG 22 or qualification for ENG 100 on the KCC placement test Prerequisite(s): A grade of "C" or better in ENG 100, ENG 160, or ESL 100 Prerequisite(s): A grade of "C" or better in ENG 100, ENG 160, or ESL 100	ENG 100 or ESL 100
Second Semester Courses	Prerequisite and other information	
MGT 118 Principles of Supervision	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	Yes
MGT 122 Organizational Behavior	Recommended Preparation: ENG 100	Yes
MGT 124 Human Resource Management	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	Yes
ICS 100 Computing Literacy and Applications or ICS 101 Digital Tools for the Information World	None Recommended Preparation: Keyboarding experience; credit or qualification for ENG 100, ENG 160 or ESL 100; credit or qualification for MATH 103 or higher level mathematics	Yes
BUS 100 Using Mathematics to Solve Business Problems, or BUS 250 Applied Math in Business, or MATH 103 Fundamentals of College Algebra, or MATH 115 Statistics, or higher level mathematics	Prerequisite(s): A grade of "A" in MATH 24, or a grade of "C" or better in MATH 25, or a grade of "C" or better in MATH 81, or tested placement at MATH 100 or higher level math; qualification for ENG 22 or ESOL 94 Prerequisite(s): A grade of "C" or better in MATH 103, or a grade of "C" or better in MATH 27, or qualification for MATH 135 Recommended Preparation: Qualification for ENG 100 or ESL 100; ICS 100 or ICS 101 Prerequisite(s): A grade of "C" or better in MATH 25 or placement test recommendation of MATH 103 Prerequisite(s): A grade of "C" or better in MATH 25 or higher, or placement at MATH 100 or higher level mathematics course; qualification for ENG 22 or ESOL 94 or higher level English course	BUS 250 or MATH 103
Third Semester Courses	Prerequisite and other information	
MKT 180 International Marketing (offered fall semester)	Recommended Preparation: BUS 120; MKT 120	Yes
ACC 201 Introduction to Financial Accounting	Recommended Preparation: ICS 100 or ICS 101; qualification for MATH 24 or higher; ENG 22 or higher	Yes
eBUS 101 Teamwork Fundamentals	Recommended Preparation: Credit or concurrent enrollment in ENG 22 or qualification for ENG 100 or equivalent course; qualification for MATH 24 or higher level math course; ICS 100 or ICS 101 or equivalent	Yes
ECON 120 Introduction to Economics, or ECON 130 Principles of Economics (Microeconomics), or ECON 131 (Macroeconomics)	Prerequisite(s): Qualification for MATH 24; qualification for ENG 100 Prerequisite(s): MATH 25; qualification for ENG 100 Prerequisite(s): ECON 130; MATH 25; qualification for ENG 100	ECON 130 or ECON 131
SP 151 Personal and Public Speech, or SP 181 Interpersonal Communication, or SP 251 Principles of Effective Public Speaking	Recommended Preparation: Qualification for ENG 100, ENG 160, or ESL 100 Recommended Preparation: Qualification for ENG 100, ENG 160, or ESL 100 Recommended Preparation: SP 151, SP 200, ENG 100, ENG 160, or ESL 100	Yes
Fourth Semester Courses	Prerequisite and other information	
MKT 235 Principles of Merchandising Management (offered spring semester)	Prerequisite(s): A grade of "C" or better in MKT 120; "C" or better in MKT 130	Yes
MKT 260 Integrated Marketing Communication (offered spring semester)	Prerequisite(s): A grade of "C" or better in MKT 120; a grade of "C" or better in MKT 150 or concurrent with consent of instructor	Yes
MKT 293 Marketing Internship (generally offered spring semester)	Prerequisite(s): A grade of "C" or better in MKT 130; a grade of "C" or better in MKT 150; a grade of "C" or better in MKT 180; credit or concurrent enrollment in MKT 235; credit or concurrent enrollment in MKT 260; or consent of instructor or program coordinator	Yes
AS/AH Arts & Humanities requirement	See next page for AS/AH Arts & Humanities course options or catalog See advisor if transferring to a university (*recommend: HWST 107 or other HAP focus DH, DL courses)	*Yes
AS/NS Natural Science requirement	See next page for AS/NS Natural Science course options or catalog See advisor if transferring to a university (*recommend: natural science with lab)	*Yes

AS in Marketing—Course Planning

General Education Courses & Business Courses		Management/Marketing Courses	
ENG 100, ESL 100, ENG 160, ENG 209, or ENG 225	BUS 120	MGT 118	MKT 150
BUS 100, BUS 250, MATH 103, or MATH 115 or higher level mathematics	ICS 100 or ICS 101	MGT 122	MKT 180
ECON 120, ECON 130, or ECON 131	eBUS 101	MGT 124	MKT 235
AS/NS Natural Science	ACC 201	MKT 120	MKT 260
AS/AH Arts & Humanities	SP 151, SP 181, or SP 251	MKT 130	MKT 293

11-12 catalog information

AS/AH ARTS & HUMANITIES course options:

AMST 201, 202; **ART** 101, 189; **ASAN** 100; **DNCE** 150; **EALL** 261, 262, 271, 272; **ENG** 214, 250, 251, 252, 253, 254, 255, 256, 257 (any alpha), 270 (any alpha), 271 (any alpha), 272 (any alpha), 273 (any alpha); **HAW** 261, 262; **HIST** 151, 152, 231, 232, 241, 242, 252, 281, 282, 284, 288; **HUM** 269; **HWST** 100, 107; **IS** 109; **LING** 102; **MUS** 106, 107, 108, 170, 229, 230; **PACS** 108, 257, 273; **PHIL** 100, 101, 102, 103, 211, 213, 250; **REL** 150, 151, 202; **SP** 251; **THEA** 101

AS/NS NATURAL SCIENCE course options:

ASTR 110, 280; **BIOC** 244; **BIOL** 101, 124, 130, 171, 172; **BOT** 101, 130, 201; **CHEM** 100, 151, 161, 162; **FSHE** 185; **GEOG** 101; **GG** 103; **ICS** 100, 111; **ME** 213; **MICR** 130, 140; **OCN** 201; **PHYL** 160; **PHYS** 100, 122, 151; **ZOOL** 141, 142, 200

Please note: To fulfill the requirements for the AS degree, a grade of “C” or better is required in all applicable Marketing (MKT) courses. The issuance of an AS degree requires that the student must earn a grade point ratio (GPR) of 2.0 or higher for all courses applicable toward the degree. Marketing students who are considering transferring to a university should consult with their advisor about the specific applicability of Kapi’olani CC courses to their bachelor degree program. The AS marketing program articulates to University of Hawai’i-West Oahu toward the Bachelor of Arts in Business Administration, Marketing degree.

Marketing Certificates—Fall 2012/Spring 2013

Advisors: Students with last names “A-L” contact Melvin Jadulang at melvinj@hawaii.edu or 734-9017

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Students are encouraged to complete and apply for certificates. These courses apply to the Associate in Science Marketing degree requirements **except Entrepreneurship (ENT) courses**

Certificate of Competence in Entrepreneurship (9 credits)		
Course	Prerequisite and other information	Credits
ENT 125 (ENT 120) Starting a Business	None	3
ENT 130 Marketing for the Small Business	None	3
ENT 150 Basic Accounting and Finance for Entrepreneurs	Recommended Preparation: Qualification for Math 24 or higher level mathematics	3
Total Credits		9

Please note: To fulfill the requirements for the certificate, a grade of "C" or better is required in all applicable Entrepreneurship (ENT) courses. ENT courses do not apply to the AS in Marketing degree.

(BLT requirement: more than 50% of the certificate courses completed or in-progress at Kapi'olani CC and completed within five (5) years of application)

Certificate of Competence in Management (9 credits)		
Course	Prerequisite and other information	Credits
MGT 118 Principles of Supervision	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	3
MGT 122 Organizational Behavior	Recommended Preparation: ENG 100	3
MGT 124 Human Resource Management	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	3
Total Credits		9

Please note: To fulfill the requirements for the certificate, a grade of "C" or better is required in all applicable Management (MGT) courses.

(BLT requirement: more than 50% of the certificate courses completed or in-progress at Kapi'olani CC and completed within five (5) years of application)

Certificate of Competence in Retailing (9 credits)		
Course	Prerequisite and other information	Credits
MKT 120 Principles of Marketing	Recommended Preparation: BUS 120	3
MKT 130 Principles of Retailing	None	3
MKT 150 Principles of Customer Service & Selling	None	3
Total Credits		9

Please note: To fulfill the requirements for the certificate, a grade of "C" or better is required in all applicable Marketing (MKT) courses.

(BLT requirement: more than 50% of the certificate courses completed or in-progress at Kapi'olani CC and completed within five (5) years of application)

Certificate of Completion in Customer Service (15 credits)		
Course	Prerequisite and other information	Credits
MKT 120 Principles of Marketing	Recommended Preparation: BUS 120	3
MKT 130 Principles of Retailing	None	3
MKT 150 Principles of Customer Service & Selling	None	3
MGT 118 Principles of Supervision	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	3
MGT 122 Organizational Behavior	Recommended Preparation: ENG 100	3
Total Credits		15

Please note: To fulfill the requirements for the certificate, a grade of "C" or better is required in all applicable Management (MGT) and Marketing (MKT) courses.

(BLT requirement: more than 50% of the certificate courses completed or in-progress at Kapi'olani CC and completed within five (5) years of application)

Certificate of Achievement–Retail Management (33 credits)

Course	Prerequisite and other information	Credits
ENG 100 Composition I, or ESL 100 Composition I, or ENG 160 Business and Technical Writing, or ENG 209 Business and Managerial Writing, or ENG 225 Technical Writing	Prerequisite(s): ENG 22 with a grade of “C” or better, or qualification for ENG 100 on the KCC placement test Prerequisite(s): Qualification for ESL 100 on the KCC placement test, or a grade of “C” or better in ENG 22, or successful completion of ESOL 94, or instructor recommendation Prerequisite(s): A grade of “C” or better in ENG 22 or qualification for ENG 100 on the KCC placement test Prerequisite(s): A grade of “C” or better in ENG 100, ENG 160, or ESL 100 Prerequisite(s): A grade of “C” or better in ENG 100, ENG 160, or ESL 100	3
BUS 100 Business Math, or BUS 250 Applied Math in Business, or MATH 103 Fundamentals of College Algebra, or MATH 115 Statistics, or higher level mathematics	Prerequisite(s): A grade of “A” in MATH 24, or a grade of “C” or better in MATH 25, or a grade of “C” or better in MATH 81, or tested placement at MATH 100 or higher level math; qualification for ENG 22 or ESOL 94 Prerequisite(s): A grade of "C" or better in MATH 103, or a grade of "C" or better in MATH 27, or qualification for MATH 135 Recommended Preparation: Qualification for ENG 100 or ESL 100; ICS 100 or ICS 101 Prerequisite(s): A grade of “C” or better in MATH 25 or a KCC placement test recommendation of MATH 103 Prerequisite(s): A grade of “C” or better in MATH 25 or higher, or placement at MATH 100 or higher level mathematics course; qualification for ENG 22 or ESOL 94 or higher level English course	3
SP 151 Personal and Public Speech, or SP 181 Interpersonal Communication, or SP 251 Principles of Effective Public Speaking	Recommended Preparation: Qualification for ENG 100, ENG 160, or ESL 100 Recommended Preparation: Qualification for ENG 100, ENG 160, or ESL 100 Recommended Preparation: SP 151, SP 200, ENG 100, ENG 160, or ESL 100	3
MGT 118 Principles of Supervision	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	3
MGT 122 Organizational Behavior	Recommended Preparation: ENG 100	3
MGT 124 Human Resource Management	Recommended Preparation: ENG 100; MATH 24; ICS 100 or Microsoft: Word, Excel, PowerPoint	3
ACC 201 Introduction to Financial Accounting	Recommended Preparation: ICS 100 or ICS 101; qualification for MATH 24 or higher; ENG 22 or higher	3
ICS 100 Computing Literacy and Applications or ICS 101 Digital Tools for the Information World	None Recommended Preparation: Keyboarding experience; credit or qualification for ENG 100, ENG 160 or ESL 100; credit or qualification for MATH 103 or higher level mathematics	3
MKT 120 Principles of Marketing	None	3
MKT 130 Principles of Retailing	None	3
MKT 150 Principles of Customer Service & Selling	None	3
Total Credits		33

Please note: A grade of “C” or better is required in all Marketing (MKT) and Management (MGT) courses in order to fulfill the requirements for the certificate. Student must earn a grade point average (GPA) of 2.0 or higher for all courses applicable to the certificate.

Advising sheets are subject to human error.

An Equal Opportunity/Affirmative Action Institution
This information is available in alternate formats upon request; advance notice of 10 working days is requested
Contact Cynthia N. Kimura at ckimura@hawaii.edu or 808.734.9107

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