

# Associate of Arts, AA

BUSINESS ADMINISTRATION

## School of Business

The associate of arts, business administration degree is designed primarily for those students who plan to transfer to a Pennsylvania Transfer and Articulation Oversight Committee (TAOC) four-year college or university, and are interested in majoring in an area of business such as accounting, finance, international business, general management, marketing and sales, human resource management, or business information systems.

### Career Opportunities

Graduates of Westmoreland's program will have met all of the competencies articulated in the Pennsylvania Statewide Program to Program Articulation Agreement in Business approved by the Transfer and Articulation Oversight Committee (TAOC) on June 16, 2011. A complete list of four-year colleges and universities covered by the TAOC agreement can be found at [www.patrac.org](http://www.patrac.org). Students interested in transferring to a four-year college or university not participating in TAOC should meet with a transfer counselor.

### Program Learning Outcomes

**Upon successfully completing this program, students will be able to:**

- transfer to a bachelor's degree program in a business discipline
- exhibit effective written and oral communication skills
- demonstrate knowledge of the practice of accounting, economics, finance, management and marketing, and the applications of these topics in the business environment
- use problem-solving and decision-making skills to appraise and evaluate business practices
- recognize ethical and global dimensions in business practice and how business integrates social responsibility into their on-going operations

Seq #	Course	Course Title	Credits	Type	Term Offered	Pre-Req	Options Available
1	CPT 150	Microcomputer Concepts	3	Gen Ed	F, Sp, Su		
2	ENG 161	College Writing	3	Gen Ed	F, Sp, Su	Test	
3	MTH 157	College Algebra	3	Gen Ed	F, Sp, Su	Test	
4	ACC 155	Accounting I	3	Major	F, Sp, Su		
5	Elective	Social Science	3	Gen Ed	F, Sp, Su	MTH 052 or Test	Page 39 Column III
6	HUM 156	Critical Thinking	3	Gen Ed	F, Sp, Su		
7	ACC 156	Accounting II	3	Major	F, Sp, Su	ACC 155	
8	ENG 164	Advanced Composition	3	Gen Ed	F, Sp, Su	ENG 161	
9	BUS 158	Principles of Management	3	Major	F, Sp, Su		
10	BUS 244	Business Statistics	3	Major	F, Sp	Test	
11	SPC 155	Effective Speech	3	Gen Ed	F, Sp, Su		SPC 156
12	FIN 220	Business Finance	3	Major	F, Sp, Su	ACC 155 or 165	
13	BUS 205	Business Law I	3	Major	F, Sp		
14	BUS 250	Calculus for Business	3	Major	F, Sp		
15	ECN 255	Macroeconomics	3	Gen Ed	F, Sp, Su	MTH 052 or Test	
16	Elective	Natural Science wth Lab	4	Gen Ed	F, Sp, Su		Page 39 Column V
17	BUS 245	Principles of Marketing	3	Major	F, Sp, Su		
18	BUS 288	Business Analytics	3	Major	F, Sp	FIN 220	
19	ECN 256	Microeconomics	3	Other	F, Sp, Su	MTH 052 or Test	
20	Elective	Humanities	3	Gen Ed	F, Sp, Su		Page 39 Column II
21	Elective	Natural Science with Lab	4	Gen Ed	F, Sp, Su		Page 39 Column V

**Total Program Credits 65**

**Total Pathway Credits 65**

PDV 101 - First-Year Seminar is required for all first-time credential-seeking students.