

# BUSINESS: SMALL BUSINESS MANAGEMENT

**HEGIS: 5004**  
**SUNY CODE: 1157**



The Small Business Management program is designed for students who would like to own and operate their own business. Graduates are prepared to:

- Write business plans
- Work with accountants, attorneys and bankers
- Use business related computer software applications
- Organize a sole proprietorship, form a partnership and/or incorporate a small business
- Prepare budgets to control costs
- Network with federal, state and local agencies that assist small business owners

## Career Opportunities

The program provides students with the essential entrepreneurial tools needed to start a business. Additionally, students learn relevant job skills required by employers to fill entry-level management positions.

<b>1st Year</b>			
1st Semester	Credits	2nd Semester	Credits
<b>BU 111 Business Organization &amp; Management</b>	3	<b>BU 115 Accounting II</b>	3
<b>BU 114 Accounting I</b>	4	<b>BU 121 Business Law I</b>	3
<b>EN 111 English I</b>	3	<b>BU 141 Introduction to Marketing</b>	3
<b>FS 100 Freshman Seminar</b>	1	<b>EN 112 English II</b>	3
<b>Mathematics Elective</b>	3	<b>IS 111 Keyboarding Essentials</b>	1
<b>Science Elective</b>	3	<b>Social Science Elective</b>	3
<b>Total</b>	<b>17</b>	<b>Total</b>	<b>16</b>

<b>2nd Year</b>			
3rd Semester	Credits	4th Semester	Credits
<b>BU 142 Marketing Research</b>	3	<b>BU 238 Introduction to Entrepreneurship</b>	3
<b>BU 232 Principles of Management</b>	3	<b>BU 239 Small Business Management Practicum</b>	3
<b>BU 251 Human Resources Management</b>	3	<b>HU146 Introduction to Computer Graphics and Design</b>	3
<b>IS 115 Computer Software Applications I</b>	3	<b>Business Electives</b>	6
<b>SS 185 Introduction to Macroeconomics</b>	3	<b>Physical Education Activity</b>	1
<b>Physical Education Activity</b>	1	<b>Total</b>	<b>16</b>
<b>Total</b>	<b>16</b>	<b>Total</b>	<b>16</b>

*65 Credits Required  
for the  
Associate in Applied Science Degree*

For more information, contact the Business and Information Technology Division at (315) 866-0300 or toll free 1-888-GO-4-HCCC, ext. 8240.

**This program is Internet accessible and may be completed entirely online.**  
**For more information access HCCC Internet Academy website: [www.ia.herkimer.edu](http://www.ia.herkimer.edu)**