The degree in business at Elgin Community College provides the student an opportunity to study the many facets of a business. Students learn the skills needed to meet the demands of business environment functions. The two-year degree prepares students for employment in today’s ever-changing business world. Topics covered include: business basics, principles of management, concepts of marketing, financial accounting, e-commerce, sales, and global business needs. Additional business skills are developed through the study of economics, business law, communication concepts, and applications of math for business.

Within the two-year degree, concentrations are available in entrepreneurship, marketing, management, and retail management. These concentrations allow the student an in-depth study of a specific aspect of business.

Instruction to lead to a rewarding and interesting career in marketing and retail management can be pursued at Elgin Community College. The available concentration in the two-year degree plus additional certificates provide the student with opportunities to study the following: marketing concepts, pricing, advertising, merchandise planning, product planning/development, promotion, and sales techniques.

The management concentration in the two-year degree, along with two certificate options, allows the student to study the field of management. The success of a business can depend on the manager’s ability to plan, organize, staff, and lead the business. To be effective, the manager must understand the principles and concepts of business and how the entire environment functions. Understanding the interaction between individuals and how to correctly allocate resources will help the manager to be more effective.

The supply chain management program at Elgin Community College provides you with the necessary skills to perform supply chain management functions within a variety of industries. The certificate includes study of the inter-connected components of supply chain, transportation and logistics, and warehouse operations. In addition, students will be provided training on common business technology including Microsoft Excel. The two year degree includes additional study in many aspects of business including accounting, economics, and business law as well as general education classes. Students will be prepared for entry level work in the various aspects of supply chain by completing an internship within the program.

Entrance Requirements
None

Program Requirements
None

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MMT 102</td>
<td>Leadership Development</td>
</tr>
<tr>
<td>MMT 107</td>
<td>Organizational Behavior</td>
</tr>
<tr>
<td>MMT 107</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>BUS 254</td>
<td>Business Ethics</td>
</tr>
<tr>
<td>SCM 101</td>
<td>Supply Chain Operations Management</td>
</tr>
</tbody>
</table>

Electives by Concentration

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENT 111</td>
<td>Small Business Management</td>
</tr>
<tr>
<td>ENT 101</td>
<td>Entrepreneurship</td>
</tr>
<tr>
<td>ENT 220</td>
<td>Business Plan Writing</td>
</tr>
<tr>
<td>ENT 210</td>
<td>Small Business Finance</td>
</tr>
</tbody>
</table>
### Marketing Concentration

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 115</td>
<td>Advertising and Promotion</td>
<td>3</td>
</tr>
<tr>
<td>MMR 101</td>
<td>Principles of Retailing</td>
<td>3</td>
</tr>
<tr>
<td>ENT 101</td>
<td>Entrepreneurship</td>
<td>3</td>
</tr>
</tbody>
</table>

Select one of the following:
- CMS 215 | Intercultural Communication
- BUS 254 | Business Ethics
- MKT 290 | Marketing Internship

### Retail Marketing Concentration

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
</table>

Select four of the following:
- ENT 101 | Entrepreneurship
- MMR 101 | Principles of Retailing
- MMR 206 | Retail Management
- MKT 115 | Advertising and Promotion
- CMS 215 | Intercultural Communication

### Business-Supply Chain Management

**Associate of Applied Science**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
</table>

#### First Semester

- SCM 101 | Supply Chain Operations Management                   | 3            |
- SCM 105 | Transportation and Logistics                         | 3            |
- CIS 110 | Introduction to Computers                            | 3            |
- MMT 101 | Principles of Management                              | 3            |
- BUS 100 | Introduction to Business                              | 3            |
- Total                                           | 15           |

#### Second Semester

- CIS 242 | Spreadsheet Applications                              | 2            |
- ENG 101 | English Composition I                                 | 3            |
- or BUS 101 | or Business Communications                           |            |
- BUS 120 | Business Mathematics                                  | 3            |
- or MTH 125 | or Finite Math for Business & Management              |            |
- or MTH 126 | or Calculus for Business/Social Science              |            |
- or MTH 112 | or College Algebra                                    |            |
- CMS 101 | Fundamentals of Speech                                | 3            |
- BUS 131 | Customer Service Solutions                           | 1            |
- SCM 120 | Warehouse Management                                  | 3            |
- Total                                           | 15           |

#### Third Semester

- ENG 102 | English Composition II                                | 3            |
- or BUS 142 | or Report Writing                                     |            |
- ECN 201 | Principles of Microeconomics                          | 3            |
- ACC 200 | Financial Accounting                                  | 4            |
- PSY 100 | Intro to Psychology                                   | 3            |
- or SOC 100 | or Principles of Sociology                           |            |
- BUS 112 | Legal Environment of Business                         | 3            |
- or BUS 113 | or Business Law                                       |            |
- Total                                           | 12           |

#### Fourth Semester

- SCM 190 | Internship - Supply Chain Management                   | 1-2          |
- ACC 240 | Managerial Accounting                                  | 4            |
- BUS 140 | Business Statistics                                    | 3            |
- or BUS 145 | or E-Commerce                                           |            |
- ECN 202 | Principles of Macroeconomics                           | 3            |
- or BUS 260 | or Global Business                                     |            |

### Entrepreneurship

**Advanced Entrepreneurship - Vocational Specialist**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
</table>

#### First Semester

- ENT 101 | Entrepreneurship                                    | 3            |
- BUS 100 | Introduction to Business                             | 3            |
- Select one of the following:
  - BUS 120 | Business Mathematics                                | 3            |
  - MTH 125 | Finite Math for Business & Management               |            |
  - MTH 126 | Calculus for Business/Social Science                |            |
  - MKT 103 | Marketing                                            | 3            |
  - MMT 101 | Principles of Management                             | 3            |
- Total                                           | 15-16        |

#### Second Semester

- BUS 101 | Business Communications or English Composition I     | 3            |
- ENT 111 | Small Business Management                            | 3            |
- MKT 105 | Sales                                                | 3            |
- ACC 200 | Financial Accounting                                  | 4            |
- ENT 220 | Business Plan Writing                                 | 3            |
- Total                                           | 16           |

### Intermediate Entrepreneurship - Vocational Specialist

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
</table>

#### First Semester

- ENT 101 | Entrepreneurship                                    | 3            |
- BUS 100 | Introduction to Business                             | 3            |
- Select one of the following:
  - BUS 120 | Business Mathematics                                | 3            |
  - MTH 125 | Finite Math for Business & Management               |            |
  - MTH 126 | Calculus for Business/Social Science                |            |
  - MKT 103 | Marketing                                            | 3            |
  - MMT 101 | Principles of Management                             | 3            |
- Total                                           | 15-16        |

#### Second Semester

- BUS 101 | Business Communications or English Composition I     | 3            |
- ENT 111 | Small Business Management                            | 3            |
- MKT 105 | Sales                                                | 3            |
- ACC 200 | Financial Accounting                                  | 4            |
- ENT 220 | Business Plan Writing                                 | 3            |
- Total                                           | 16           |

Program Total: 60-61
Introductory Entrepreneurship - Basic Vocational Specialist

Course | Title                     | Credits |
--------|---------------------------|---------|
ENT 101 | Entrepreneurship          | 3       |
ENT 111 | Small Business Management | 3       |
ENT 220 | Business Plan Writing     | 3       |
MKT 103 | Marketing                 | 3       |

Total Credit Hours: 12

Management

Supervisory & Administrative Management - Vocational Specialist

Course | Title                     | Credits |
--------|---------------------------|---------|
First Semester
MMT 101 | Principles of Management  | 3       |
BUS 100 | Introduction to Business  | 3       |
BUS 101 or ENG 101 | Business Communications or English Composition I | 3 |
MKT 103 | Marketing                 | 3       |
BUS 145 | E-Commerce                | 3       |

Total Credit Hours: 15

Second Semester
MMT 125 | Leadership Development    | 3       |
MMT 102 | Organizational Behavior   | 3       |
MMT 107 | Human Resource Management | 3       |
BUS 254 | Business Ethics           | 3       |
BUS 260 | Global Business           | 3       |

Total Credit Hours: 15

Program Total: 30

Marketing - Basic Vocational Specialist

Course | Title                     | Credits |
--------|---------------------------|---------|
MKT 103 | Marketing                 | 3       |
MKT 105 | Sales                     | 3       |
MKT 115 | Advertising and Promotion | 3       |
BUS 145 | E-Commerce                | 3       |

Total Credit Hours: 12

Retail Management - Basic Vocational Specialist

Course | Title                     | Credits |
--------|---------------------------|---------|
MMR 101 | Principles of Retailing   | 3       |
MKT 103 | Marketing                 | 3       |
MKT 105 | Sales                     | 3       |
MMR 206 | Retail Management         | 3       |

Total Credit Hours: 12

Supply Chain Management

Supply Chain & Logistics Specialist-Basic Vocational Specialist

Course | Title                     | Credits |
--------|---------------------------|---------|
SCM 101 | Supply Chain Operations Management | 3 |
SCM 105 | Transportation and Logistics | 3 |
CIS 110 | Introduction to Computers  | 3       |
CIS 242 | Spreadsheet Applications   | 2       |
MMT 101 | Principles of Management   | 3       |
SCM 120 | Warehouse Management       | 3       |
SCM 190 | Internship - Supply Chain Management | 1-2 |

Total Credit Hours: 18-19

Business-General Courses

All BUS courses numbered 100 and above may be applied to the major field and elective requirement for the Associate in Arts and Associate in Science degrees.

BUS 120 Business Mathematics also fulfills the math requirement for the Associate in Liberal Studies and Associate of Applied Science degrees.

Students who intend to transfer to another college/university in business should see an ECC advisor regarding the selection of ECC courses prior to registering.
BUS 100 Introduction to Business (3)  3,0
This basic business course introduces the types and kinds of business enterprises and ownership forms. Students examine the principles and practices of business operations; including management, human resources, marketing, operations, accounting, and finance. (1.1) Proficiency Credit Available (3 TIC) Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None
Semester(s) Offered: Fall, Spring and Summer

BUS 101 Business Communications (3)  3,0
A comprehensive review of correct language usage and structure for business writing including: grammar, punctuation, business vocabulary, capitalization, number usage, and frequently misspelled words. Introduces the correct structure and writing technique for a variety of business documents including electronic and oral communication in today's business world. Study of the workplace communication including techniques in listening, speaking, writing critical thinking, working in teams, understanding multicultural communication and applying the job search process. (1.2) Proficiency Credit Not Available Pass/No Credit Available.
In-District Tuition/Fees: $511 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None Recommended: Keyboarding skills
Semester(s) Offered: Fall, Spring and Summer

BUS 103 Personal Finance (4)  4,0
^ Provides students with the tools they need to achieve financial freedom. Students will learn how to plan and manage their personal finances; make wise purchasing decisions; properly insure resources; invest resources appropriately; and plan for their financial future. (1.2) Proficiency Credit Available (2 ETI) Pass/No Credit Available.
In-District Tuition/Fees: $528 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Grade of C or better in RDG 091 or LTC 099, or satisfaction of other placement criteria. Math: Grade of C or better in MTH 090 or MTH 095, or satisfaction of other placement criteria.
Semester(s) Offered: Fall, Spring and Summer

BUS 112 Legal Environment of Business (3)  3,0
A course dealing with those aspects of law directly related to the business environment including: contracts, torts, choice of business entity, the Clayton Act, Federal Trade Commission, mergers, labor/management, employment, discrimination, consumer protection, and product liability. (1.1) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Reading: Grade of C or better in RDG 091 or LTC 099, an ACT score of 18 or above, or an appropriate placement score Writing: Grade of C or better in ENG 098 or LTC 099, an ACT score of 20, or an appropriate placement score.
Semester(s) Offered: Fall and Spring

BUS 113 Business Law (3)  3,0
Study of the law of contracts, agency, negotiable instruments and related topics. Case materials and problems are used. (1.1) Proficiency Credit Available (3 ) Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Reading:Grade of C or better in RDG 091 or LTC 099, or satisfaction of other placement criteria. Writing: Grade of C or better in ENG 098 or LTC 099 or satisfaction of other placement criteria.+ Semester(s) Offered: Fall, Spring and Summer

BUS 120 Business Mathematics (3)  3,0
Basic arithmetic and algebra skills are applied to common business applications. To develop higher skills and understanding of business concepts, the following will be included: Banking, Business analysis and decision making, discounts and margins, payroll, interest, Present value and Future value of money, Debt decisions and implications, and financial reports. (1.2) Proficiency Credit Available (2 ETI) Pass/No Credit Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Math: Grade of C or better in MTH 090 or an appropriate placement score.
Semester(s) Offered: Fall, Spring and Summer

BUS 131 Customer Service Solutions (1)  1,0
This course is designed to build and maintain the critical skills necessary to be a dynamic and successful service professional in a service-driven organization. Students will gain insight into customer behavior, attitudes, and perceptions and will develop strategies to create positive customer relationships. Customer Service Solutions will emphasize face-to-face encounters as well as telephone communication skills. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $132 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None
Semester(s) Offered: Fall, Spring and Summer

BUS 140 Business Statistics (3)  3,0
Introduces the student to basic statistical principles and the procedures for applying statistical tools and techniques. Student learns to use simple analysis including measures of central tendency, dispersion, and skewness. Through the study of probability, discrete probability distributions (Binomial, Hypergeometric, Poisson, Uniform) and the normal distribution, a background for statistical inference is developed. Basic statistical inference is studied by using estimation, hypothesis testing, chi square analysis and linear regression and correlation. (1.1) Proficiency Credit Available (3 ) Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None Recommended: Keyboarding skills
Semester(s) Offered: Fall and Spring
BUS 142 Report Writing (3)  3,0
This course includes the practical essentials for preparing written communication of all types and lengths for business and technical uses. The goal is to study the types of writing you may encounter in your career professional writing for a specific audience and a practical purpose. Emphasis is placed on business documents such as business letters, informal and formal reports, and instructions. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $511 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: BUS 101 or ENG 101
Semester(s) Offered: Fall, Spring and Summer

BUS 145 E-Commerce (3)  3,0
This course explores the business opportunities, challenges and strategies for the use of electronic commerce. Included will be an examination of retail issues, advertising methods and strategies, service industries, business-to-business concerns, and implementation strategies. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None
Semester(s) Offered: Spring

BUS 231 Customer Relationship Management (3)  3,0
A study of the customer care process and how to strive for service excellence. Explores the impact of culture, technology, and globalization, and raises ethical questions to promote consideration of the responsibilities associated with excellence in customer relationship management. Students understand trends in customer service, understanding customers and their needs, customer loyalty, interpersonal communication skills needed for successful service, problem-solving, conflict management, and effective telephone skills. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None
Semester(s) Offered: Spring

BUS 238 Effective Listening (3)  3,0
A study of listening as an integral part of the communication process, development of listening/feedback skills, and an awareness of barriers to effective listening and feedback. Explores the impact of culture, technology, and globalization, and raises ethical questions to promote consideration of the responsibilities associated with listening behavior. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None
Semester(s) Offered: Spring

BUS 254 Business Ethics (3)  3,0
Utilizes an applied managerial approach to business ethics and strategic business decisions. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Grade of C or better in BUS 101 or ENG 101 and MMT 101
Semester(s) Offered: Fall and Spring

BUS 260 Global Business (3)  3,0
This course covers fundamental principles of global business. Topics covered include global business trends, forms and strategies of global business entry, an analysis of global economic, legal, political, and cultural business environments, and employment opportunities outside the U.S. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Grade of C or better in BUS 100
Semester(s) Offered: Fall

BUS 265 Problems and Projects in Business (4)  4,0
Course examining contemporary business problems, issues, and topics. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $528 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: Consent of Instructor
Semester(s) Offered: Fall, Spring and Summer

Business-Entrepreneurship Courses

All ENT courses numbered 100 and above may be applied to the major field and elective requirement for the Associate in Arts and Associate in Science degrees.

ENT 101 Entrepreneurship (3)  3,0
This course is designed as an introductory course in entrepreneurship, including an overview of the major elements associated with starting and maintaining a business enterprise including financial statement review, professional advisors, marketing issues and other related topics. Students examine various small businesses and analyze successful and unsuccessful business ownership and management practices. (1.2) Proficiency Credit Not Available Pass/No Credit Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).
Prerequisite: None
Semester(s) Offered: Fall and Spring
ENT 111 Small Business Management (3) 3.0
This course is designed to help the student understand the advantages and disadvantages of going into business; know how to construct a business plan and how to get started; be able to identify the form of business that best meets the needs of the small business. The student should be able to recognize the obstacles to success and get an understanding of how to overcome them. (1.2) Proficiency Credit Available (3 I) Pass/No Credit Not Available NOTE: This course is offered concurrently as MMT 111. The student must decide whether to earn credits in Entrepreneurship (ENT) or Management (MMT) prior to enrolling.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None Recommended: MMT 101
Semester(s) Offered: Fall and Spring

ENT 210 Small Business Finance (3) 3.0
This course examines the various resources available for funding a small business. The student will analyze financial statements and write a loan proposal. The student will also gain an understanding of working capital and cash management. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available. (1.2) Proficiency Credit Not Available NOTE: This course is offered concurrently as MMT 210. The student must decide whether to earn credits in Entrepreneurship (ENT) or Management (MMT) prior to enrolling.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: BUS 100 or ACC 100 or consent of instructor
Semester(s) Offered: Fall

MMT 101 Principles of Management (3) 3.0
Basic course in management with emphasis on the application of sound managerial practices and techniques in the field of management. The functions of management-planning, organizing, staffing, and leading, and controlling-provide the conceptual framework as students increase their understanding of global challenges, ethical decision making, workplace diversity, and technology management. (1.2) Proficiency Credit Available Pass/No Credit Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None
Semester(s) Offered: Fall, Spring and Summer

MMT 102 Organizational Behavior (3) 3.0
Emphasizes a managerial and interpersonal approach to understanding interaction of individuals and groups in business organizations. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None Recommended: MMT 101
Semester(s) Offered: Fall, Spring and Summer

MMT 107 Human Resource Management (3) 3.0
Basic course covering the practical situations that managers face in human resource positions. Designed to develop skills necessary to solve day-to-day problems that arise in working with employees and administering programs of employee selection, training, evaluation, compensation, labor relations and personnel planning. Also stressed is the effect of federal legislation on personnel decisions. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None Recommended: MMT 101
Semester(s) Offered: Fall

MMT 125 Leadership Development (3) 3.0
This course emphasizes development of leadership theory, application, and skills for personal and professional use. Class activities include leadership self-assessment exercises, case role-playing exercises, and presentations. (1.2) Proficiency Credit Not Available Pass/No Credit Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None Recommended: Grade of C or better in MMT 101 or concurrent enrollment in MMT 101
Semester(s) Offered: Fall and Spring

Business-Marketing/Retail Management Courses
All MKT and MMR courses numbered 100 and above may be applied to the major field and elective requirement for the Associate in Arts and Associate in Science degrees.
MKT 103 Marketing (3) 3.0
Fundamental course describing the total system of interacting business activities designed to plan, price, promote and distribute want-satisfying products and services. Includes consumer motivation and behavior, consumer buying patterns, product planning and development, distribution channels and the retail market, pricing objectives, promotions, marketing in special fields and evaluation of the marketing effort. (1.1) Proficiency Credit Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None
Semester(s) Offered: Fall, Spring and Summer

MKT 105 Sales (3) 3.0
A practical course that deals with the sales process (prospecting, preapproach, presentation or demonstration, trial close, answering questions and meeting objections, close, follow-up), motivational and behavioral techniques used in selling, ethics in selling, and the exploration of selling as a career. Each student will be involved in sales demonstrations and the critique of sales demonstrations. (1.2) Proficiency Credit Not Available Pass/No Credit Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None
Semester(s) Offered: Fall and Spring

MKT 115 Advertising and Promotion (3) 3.0
Broad survey of advertising in an economy of abundance and its relationship to marketing, sales and profit. Newspaper, radio, TV and direct mail advertising will be studied. Problems and techniques of planning and coordinating an integrated series of promotional efforts for a successful promotional program will be discussed. (1.2) Proficiency Credit Available (2 EI) Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None
Semester(s) Offered: Fall, Spring and Summer

MKT 290 Marketing Internship (3) 0.0
This course is designed to give the student valuable hands on experience by entering a partnership with industry. The internship agreement will last for a minimum of 300 hours. Under the supervision of a faculty member and designated employee, the student with participate in a variety marketing projects. (1.2) Proficiency Credit Not Available Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: Consent of instructor
Semester(s) Offered: Fall, Spring and Summer

MMR 101 Principles of Retailing (3) 3.0
Deal with the subject of retailing from a management point of view. Managerial considerations include goals and objectives, policies, community analysis, site evaluation, store planning, staffing, sales promotions, customer services, store margin and profit controls. (1.2) Proficiency Credit Available (2 EI) Pass/No Credit Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: Grade of C or better in MMR 101 or consent of instructor
Semester(s) Offered: Fall, Spring and Summer

Business-Supply Chain Management Courses

SCM 101 Supply Chain Operations Management (3) 3.0
This course provides an overview of Supply Chain Management and the different interconnected roles in operations management. Topics include managing inventories, logistics, manufacturing processes, and sourcing. Coordination between internal and external demands and the tools needed will also be included. (1.2) Proficiency Credit Available (2T) Pass/No Credit Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None
Semester(s) Offered: Fall and Spring

SCM 105 Transportation and Logistics (3) 3.0
This course examines the complexities of transportation and logistics. Different modes of transportation are examined along with legal requirements and documentation. Available technology will be demonstrated as well as facility management. (1.2) Proficiency Credit Available (2 T) Pass/No Credit: Not Available.
In-District Tuition/Fees: $396 (effective 2019/20 academic year)
Prerequisite: None
Semester(s) Offered: Fall and Spring
SCM 120 Warehouse Management (3)  0
This course provides an overview of a warehouse and the structures required to properly manage the process. Material handling and storage equipment will be discussed. Proper procedures to prepare and move materials will be examined in detail. The various costs that must be considered and the challenges of a warehouse will be addressed. (1.2)
Proficiency Credit: Available (2 T) Pass/No Credit: Not Available.
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).

Prerequisite: grade of C or better in SCM101-Principles of Operations Management

SCM 190 Internship - Supply Chain Management (1-2)  1,5
Students work for a business performing substantive supply chain management, logistics or warehouse operations tasks. A total of 80 hours of internship during the semester is necessary for each hour of class credit. Students will be responsible for keeping a weekly journal on D2L detailing work/tasks performed which will be reviewed by the Supply Chain Management faculty or Instructional Coordinator. Students must also write a short paper or make a presentation to a current supply chain management class summarizing their on-the-job experience and documenting both Supply Chain management and professional skills learned. Course is repeatable to two credits.(1.2) Proficiency Credit: Not Available Pass/No Credit: Not Available.

In-District Tuition/Fees: $264 (effective 2019/20 academic year)
In-district tuition is subject to change based on Board approval (https://elgin.edu/pay-for-college/tuition-fees/).

Prerequisite: Grade of C or better in SCM101 and SCM105 and CIS110. Recommended: (1) Grade of C or better in CIS242 or (2) concurrent enrollment in CIS242.

Semester(s) Offered: Varies