

COLLEGE: **Elgin Community College-Tech Prep PCCS**  
 HIGH SCHOOL(S): **District 300-- Dundee-Crown High School, Jacobs High School, Hampshire High School**

CLUSTER: **Business, Management & Administration**  
 PATHWAY: **Marketing and Communications**  
 PROGRAM: **Marketing/Retail Management**



	GRADE	ENGLISH	MATH	SCIENCE	SOCIAL STUDIES	PHYSICAL EDUCATION	HIGH SCHOOL ACADEMIC & CAREER/TECHNICAL ELECTIVES		
SECONDARY	9	9th Grade English: 300-level or 400-level	Algebra 1 or Geometry	Biology: 300-level or 400-level	World History: 300-level or 400-level	PE	Foreign Language	Intro to Business (AC: BUS 100)	
	10	10th Grade English: 300-level or 400-level	Geometry or Algebra 2	Chemistry: 300-level or 400-level		Health / Drivers Ed.	Foreign Language	Sales & Advertising (AC: MKT 105)	Accounting I (AC: ACC 100)
	11	11th Grade English: 300-level or 400-level, or AP English Language	College Algebra w/Trig or Pre-Calculus w/Trig	Physics: 300-level or 400-level, or AP Science	US History: 300-level, 400-level or AP	PE	Business Incubator Program	Business Law (AC: BUS 113)	Marketing (AC: MKT 103)
	12	12th Grade English: 300-level or 400-level, or AP English Literature	Calculus or AP Calculus	Human Anatomy & Physiology or AP Science	Global Economics and Us Government: 300-level, 400-level or AP	PE	Advanced Accounting	Dual Credit Program: Fall: Bus 120 & MKT 105 Spring: MKT 103 & BUS 100	

Entering college freshmen must show English, reading, and mathematics competency. College Ready English, reading, and mathematics competency levels at Elgin Community College: Enrolling students must show ACT English subtest score of 20, a reading subtest score of 18, and a mathematics subtest score of 23, or they must receive an appropriate test score on ECC's placement tests.

	ECC Required and Elective Marketing and Retail Management AAS Degree Courses						Things to Consider	
POSTSECONDARY	Year 1 1st Semester	MMR 101: Principles of Retailing	BUS 120: Business Mathematics	BUS 100: Introduction to Business	BUS 101: Business Communications or ENG 101: English Composition I	MKT 105: Sales	This Program of Study document provides general college and career course suggestions. Students should work with high school counselors and faculty and college staff to make course selections.	Occupations Related to this Program of Study Admin. Support Representative Customer Service Representative Department Manager Merchandise Buyer Merchandising Manager Operations Manager Receiving Clerk Retail Marketing Coordinator Sales Associate Sales Manager Stock Clerk Store Manager Visual Merchandise Manager
	Year 1 2nd Semester	PSY 100: Introduction to Psychology or SOC 100: Prin of Sociology	Liberal Education Requirement	CIS 110: Introduction to Computers or OAT 130: Software Aps for the Office	MKT 103: Marketing	MMT 101: Principles of Management		
	Year 1 Summer							
	Year 2 1st Semester	MMR 206: Retail Management	MMT 107: Human Resource Management	ECN 101: Basic Economics or ECN 102 Prin of Macroeconomics or ECN 103 Prin of Microeconomics	SPH 101: Fundamentals of Speech or SPH 215 Intercultural Communication	ACC 101: Financial Accounting		
	Year 2 2nd Semester	BUS 112: Legal Environment of Bus	MMT 102: Organizational Behavior	MMR 260: Indepen't Study in Retail Management	Retail Management Elective	BUS 142: Report Writing		

CCTI College and Career Transitions Initiative  
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**Basic Vocational Specialist in Retail Management Certificate: MMR 101, MKT 103, MMR 206, MKT 105, MMR 260 (see ECC catalog for details)**

**Credit-Based Transition Programs: "AC:" =Articulated Credit (High school courses articulated for credit with ECC courses.)**

**Credit-Based Transition Programs: \* =Dual Credit  
 Mandatory Assessments, Advising, and Additional Preparation**