

NORTHEASTERN OKLAHOMA A&M COLLEGE

MANAGEMENT & MARKETING				
PROGRAM REQUIREMENTS	49	SUGGESTED COURSE SEQUENCE	PROGRAM OVERVIEW	
General Education Requirements	9		This curriculum prepares the student for entry level employment in supervision, retail sales, and business management by developing fundamental skills, knowledge, attitudes, and experiences needed to function in the various positions with management and marketing. For more information contact the Business & Technology Department at (918) 540-6294 or email: business@neo.edu. CAREER OPPORTUNITIES Management Trainee Assistant Manager Marketing Trainee Sales	
ENGL 1113 English Composition I.....	3	FIRST SEMESTER		Credit Hours 13
POLS 1113 American Government.....	3	FYE 1011 Freshman Year Experience.....		1
General Ed Elective (see catalog).....	3	+ CS 1103 Computers in Society.....		3
		ENGL 1113 English Composition I.....		3
Technical/Occupational Specialty	22	MKTG 2123 Marketing.....		3
FYE 1011 Freshman Year Experience.....	1	BADM 2123 World of Business.....		3
ACCT 1103 Financial Accting Procedures I.....	3			
or ACCT 2103 Financial Accounting.....		SECOND SEMESTER		15
* ACCT 1203 Financial Accting Procedures II.....	3	^ BADM 2103 Principle Styled Leadership.....		3
or * ACCT 2203 Managerial Accounting.....		^ MGMT 2213 Principles of Management.....		3
^ BADM 2103 Principle Styled Leadership.....	3	POLS 1113 American Government.....		3
BADM 2123 World of Business.....	3	General Ed. Elective (see catalog).....		3
^ MGMT 1123 Salesmanship.....	3	Technical/Occupational Support Elective.....		3
^ MGMT 2213 Principles of Management.....	3			
MKTG 2123 Marketing.....	3	THIRD SEMESTER		12
Technical/Occupational Support	18	^ MGMT 1123 Salesmanship.....		3
*^ ACCT 2523 Computerized Accounting.....		ACCT 1103 Financial Accting Procedures I.....		3
*^ BADM 2113 Business Communications.....		or ACCT 2103 Financial Accounting.....		
^ BADM 2153 Consumer Math.....		Technical/Occupational Support Electives.....		6
or MATH 1513 College Algebra.....				
^ BADM 2223 Business Law.....		FOURTH SEMESTER		9
+ CS 1103 Computers in Society.....		* ACCT 1203 Financial Accting Procedures II.....		3
ECON 2013 Introduction to Macroeconomics.....		or * ACCT 2203 Managerial Accounting.....		
ECON 2023 Introduction to Microeconomics.....		Technical/Occupational Support Electives.....		6
^ MGMT 1133 Human Relations.....				
^ MGMT 1223 Small Business Management.....				
^ MGMT 2023 Human Resource Management.....				
SPCH 2713 Intro.to Speech Communications.....				
* STAT 2023 Elem. Statistics for Bus. & Econ.....				
Approved Business Electives.....				
		The above list is a suggested course sequence only . Students may, with guidance from academic advisor make changes to course sequence. Students should be aware that changes to the course sequence may require more than four semesters to complete their degree .		
		KEY * Prerequisite # Prerequisite or co-requisite ^ Not offered every semester + Must include computer proficiency as General Ed. or Technical Support elective		
General College Preparatory Requirements				
NEO evaluates students for placement into their transitional or college-level courses, whichever will lead to the greatest possibility of student success. Academic placement is determined either by ACT test scores or by CPT test scores. These tests are administered in the Testing Centers at NEO College. Based upon these scores, some or all of the following courses may need to be taken prior to enrollment in the college level course. MATH 0013 Basic Math MATH 0113 Introductory Algebra MATH 0123 Intermediate Algebra MATH0125 Intermediate Algebra with Review ENGL 0123 Basic Composition CIED 0133 Improved Reading SCIENCE: A student may be required to complete MATH 0123 or higher and/or CIED 0133 before enrolling in a college-level science course.				