

# BUSINESS ADMINISTRATION (A.S.) MANCHESTER

<https://manchester.unh.edu/program/as/business-administration>

## Description

Our Associate in Science degree in Business Administration is designed to provide students with a stepping stone to a career. Graduates of the program are prepared for entry-level employment opportunities or to continue their education at the baccalaureate level.

## Requirements

Students must complete a minimum of 64 credits to graduate with an associate of science degree in business administration. A minimum cumulative GPA of 2.0 is required for graduation. In addition to completing eight Discovery Program courses and one Inquiry or Inquiry-attribute course within their first 48 earned credits, students must complete six courses (24 credits) in the major and one elective course.

Code	Title	Credits
<b>Required Courses</b>		
BUS 400	Introduction to Business	4
BUS 532	Introduction to Financial Accounting	4
BUS 533	Introduction to Managerial Accounting	4
ECN 412	Introduction to Microeconomic Principles	4
<b>Business Administration Electives</b>		
Select two of the following courses: <sup>1,2</sup>		8
BUS 430	Introduction to Business Statistics	
BUS 601	Financial Management	
BUS 610	Marketing Principles and Applications	
BUS 620	Organizational Behavior	
CA 450	Introduction to Public Speaking	
CMN 457	Introduction to Language and Social Interaction	
COMP 405	Introduction to Web Design and Development	
ECN 411	Introduction to Macroeconomic Principles	
ECN 640	Business Law and Economics	
ECN 650	Economics for Managers	
Other 600-level ECN or BUS courses by permission of instructor		
<b>Electives</b>		
Select one elective		4
<b>Total Credits</b>		<b>28</b>

<sup>1</sup> Students may select electives from 600-level ECN or BUS courses with advisor permission.

<sup>2</sup> Students planning to pursue the B.A. in business should select BUS 430 Introduction to Business Statistics and ECN 411 Introduction to Macroeconomic Principles.

For more information, contact [Yvette Lazdowski](mailto:yvette.lazdowski@unh.edu) ([yvette.lazdowski@unh.edu](mailto:yvette.lazdowski@unh.edu)), program coordinator, or contact the [Office of Admissions](mailto:unhm.admissions@unh.edu) ([unhm.admissions@unh.edu](mailto:unhm.admissions@unh.edu)), (603) 641-4150.

## Degree Plan

This degree plan is a sample and does not reflect the impact of transfer credit or current course offerings. UNH Manchester undergraduate

students will develop individual academic plans with their professional advisor during the first year at UNH.

## Sample Course Sequence

Course	Title	Credits
<b>First Year</b>		
<b>Fall</b>		
UMST 401 or UMST 402	First Year Seminar or Transfer Seminar	1
ENGL 401	First-Year Writing	4
Discovery Course		4
BUS 400	Introduction to Business	4
ECN 412	Introduction to Microeconomic Principles	4
<b>Credits</b>		<b>17</b>
<b>Spring</b>		
Quantitative Reasoning Course		4
Discovery Course		4
BUS 532	Introduction to Financial Accounting	4
HUMA 411 or HUMA 412	Humanities I or Humanities II	4
<b>Credits</b>		<b>16</b>
<b>Second Year</b>		
<b>Fall</b>		
BUS 533	Introduction to Managerial Accounting	4
Business Administration Elective		4
Discovery Course		4
Elective		4
<b>Credits</b>		<b>16</b>
<b>Spring</b>		
Business Administration Elective		4
Discovery Course		4
Elective		4
Elective		4
<b>Credits</b>		<b>16</b>
<b>Total Credits</b>		<b>65</b>

## Student Learning Outcomes

At the conclusion of the Business program, students should be able to demonstrate:

- Breadth of knowledge about business, accounting, and economic concepts, theories and methodologies.
- Ability to apply business concepts to case based and situations in order to craft workable solutions that will yield to increased success for the company.
- Information literacy (ability to find, retrieve and analyze information) in the fields of business, economics, and accounting/finance through use of proven and reliable private and public sector resources, including: articles, studies and research reports using UNH library resources such as ebscohost.
- Ability to lead discussion groups and project teams to effective conclusions – written and oral, delivered in or out of the classroom.

- Adeptness at multiple kinds of qualitative and quantitative analysis of data, particularly data found in, but not limited to, private and public sector reports.
- Effective writing skills in all types of business and professional writing: memoranda, case studies, analytical and project reports.
- Essential grasp of cogent presentation methods and techniques in the classroom, in front of visitors and peers.
- Sensitivity to cultural differences and an appreciation for the diversity of human experience and perspectives.
- An understanding of the importance of engaged citizenship in building healthy communities at every level (local, national and global).