

Business Management

College of Lake County

Grayslake · Vernon Hills · Waukegan · Online

Program Overview

Business Division
Room T102, (847) 543-2041

To complete an A.A.S., students must meet General Requirements detailed in the current CLC catalog. Visit www.clcillinois.edu/catalog/ (select Career Programs).

MARKETING (Associate in Applied Science) Plan 22BC

Required General Education Coursework . 15-16

AOS 122	Business Mathematics or	
MTH 122	College Algebra or	
MTH Elective	(higher than MTH 122)	3-4
CMM 121	Fundamentals of Speech	3
ECO 221	Principles of Macroeconomics	3
ENG 121	English Composition I	3
HUM 127	Critical Thinking or	
PHI 125	Introduction to Ethics	3

Required Business Management Coursework 18-20

ACC 112	Accounting Procedures I or	
ACC 121	Financial Accounting	3-4
ACC 122	Managerial Accounting or	
BUS 111	Fundamentals of Finance	3-4
BUS 121	Introduction to Business	3
BUS 221	Business Law I	3
BUS 223	Principles of Management	3
CIT 120	Introduction to Computers or	
CIT 119	Introduction to Office Software	3

Required Marketing Coursework 21

BUS 122	Principles of Marketing	3
BUS 212	Business to Business Marketing	3
BUS 213	Principles of Professional Selling	3
BUS 214	Advertising	3
BUS 237	Managerial Communication	3
BUS 238	Project Management	3
Marketing Electives	(see list)	3

Additional Required Coursework 6

AOS 111	Business Communication or	
ENG 126	Advanced Composition: Scientific and Technical Communications	3
ECO 222	Principles of Microeconomics	3

Total Hours for A.A.S. Degree* 60-63

Marketing Electives

Select three hours from the list below:
Electives from ACC, AOS, BUS, CIT, EWE 220 (4 credit limit) or PSY

SUPERVISION (Associate in Applied Science) Plan 22BD

Required General Education Coursework . 15-16

AOS 122	Business Mathematics or	
MTH 122	College Algebra or	
MTH Elective	(higher than MTH 122)	3-4
CMM 121	Fundamentals of Speech	3
ECO 221	Principles of Macroeconomics	3
ENG 121	English Composition I	3
HUM 127	Critical Thinking or	
PHI 125	Introduction to Ethics	3

Required Business Management Coursework 18-20

ACC 112	Accounting Procedures I or	
ACC 121	Financial Accounting	3-4
ACC 122	Managerial Accounting or	
BUS 111	Fundamentals of Finance	3-4
BUS 121	Introduction to Business	3
BUS 221	Business Law I	3
BUS 223	Principles of Management	3
CIT 120	Introduction to Computers or	
CIT 119	Introduction to Office Software	3

Required Supervision Coursework 21

BUS 113	Human Resource Management	3
BUS 115	Elements of Supervision	3
BUS 215	Production and Inventory Control	3
BUS 237	Managerial Communication	3
BUS 238	Project Management	3
Supervision Electives	(see list)	6

Additional Required Coursework 6

AOS 111	Business Communication or	
ENG 126	Advanced Composition: Scientific and Technical Communications	3
ECO 222	Principles of Microeconomics	3

Total Hours for A.A.S. Degree* 60-63

Supervision Electives

Select six hours from the list below:
Electives from ACC, AOS, BUS, CIT, EWE 220 (4 credit limit) or PSY

Typical Jobs *

Marketing

- Salary Range: \$47,400 - \$145,600+
- Marketing Manager, Director or Coordinator
 - Business Development Manager or Specialist
 - Account Executive
 - Commercial Lines Manager
 - Commercial Marketing Specialist

Supervision

- Salary Range: \$43,100 - \$145,600+
- Operations Manager
 - General Manager
 - Operations Manager, Director or Coordinator
 - Store Manager
 - Chief Operations Officer
 - Production Foreman or Supervisor

Job Outlook *

The need for marketing managers is expected to increase at a faster rate than the average for all occupations through 2014. The need for supervisors and managers (including marketing managers) is expected to increase at a slightly lower rate than the average for all occupations through 2014. Projected employment growth varies by industry.

Employers

Small and medium size businesses look for marketing associates, managers and supervisors. Large employers, such as Abbott, Baxter and Motorola, typically require a four-year degree. Many CLC graduates are already employed and are able to apply for higher level positions within their company.

Most Popular Transfer Schools

- Northern Illinois University
- Northeastern Illinois University
- University of Illinois at Chicago
- University of Wisconsin-Parkside

* Career information is based on data from the Bureau of Labor Statistics for the Chicagoland area.



Business Management

MARKETING

(Certificate) Plan 22BG

This certificate prepares students for marketing positions such as sales, promotion and marketing management.

AOS 111	Business Communication	3
BUS 121	Introduction to Business	3
BUS 122	Principles of Marketing	3
BUS 212	Business to Business Marketing	3
BUS 213	Principles of Professional Selling	3
BUS 214	Advertising	3
BUS 223	Principles of Management	3
BUS 237	Managerial Communication	3

Total Hours for Certificate 24

SUPERVISION

(Certificate) Plan 22BK

This certificate prepares students for various areas of management which require skills in communication, interpersonal relations and general business operations.

AOS 111	Business Communication	3
BUS 113	Human Resource Management	3
BUS 115	Elements of Supervision	3
BUS 121	Introduction to Business	3
BUS 215	Production and Inventory Control	3
BUS 223	Principles of Management	3
BUS 237	Managerial Communication	3
BUS 238	Project Management	3

Total Hours for Certificate 24

SMALL BUSINESS MANAGEMENT

(Certificate) Plan 22BE

This certificate provides students with the skills and knowledge needed to start and operate a small business.

ACC 112	Accounting Procedures	or
ACC 121	Financial Accounting	3-4
BUS 121	Introduction to Business	3
BUS 122	Principles of Marketing	3
BUS 131	Entrepreneurship	3
BUS 219	Small Business Management	3
BUS 290	Business Plan Development	3
Small Business Management Electives (see list) 3		

Total Hours for Certificate 21-22

Small Business Electives

Select six hours from the list below:

AOS 122	Business Mathematics	3
BUS 113	Human Resource Management	3
BUS 115	Elements of Supervision	3
BUS 119	Personal Finance	3
BUS 213	Principles of Professional Selling	3
BUS 214	Advertising	3
BUS 221	Business Law I	3
BUS 223	Principles of Management	3
BUS 237	Managerial Communication	3
BUS 238	Project Management	3
CIT 119	Introduction to Office Software	3
Any career course(s) approved by the Business Management Chair 3		

How to Register

Visit www.clcillinois.edu/credit/register for steps on how to register.

Career Path

Marketing and Supervision

Whatever the career path you choose, it is likely that you will be **marketing something** (yourself, your company, a non-profit program, etc.), and that you will be working with and/or **leading people**. The A.A.S. Marketing and Supervision degrees (and certificates) will give you the tools to succeed in both these areas. These skills become increasingly important as your **career progresses** and as you take on greater responsibilities at work.

Small Business Management

If you would like to open your own business someday, or already own a business, the Small Business Management certificate will help you with launching the business (e.g. preparing a business or marketing plan) or running it better (marketing your products or services more effectively).

Valuable Life Skills

The business degrees and certificates teach you not just business skills, but critical life skills. The ability to lead people (supervision) and to persuade people to buy a product or service (marketing) have value far beyond just the classroom and even the business world. Not only will these degrees help you find a job, but they will also empower you in other areas, for example, in managing and investing your money.

Contact Info

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Student Experience

"The Business Management Program has helped me a great deal. I am retiring from the Navy soon and having earned the Small Business Management Certificate has given me the tools I need to start my dream business."

Michael Foster
Business Management Student

"I am a marketing coordinator at a manufacturing company, and am getting the Marketing degree. I have really enjoyed the program. The classes are small, the teachers are very nice and I have learned a great deal."

Donna Hampson
Business Management Student