

# ASSOCIATE OF APPLIED BUSINESS DEGREE

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## AUTOMOTIVE MANAGEMENT

The Automotive Management associate degree prepares individuals for entry-level management positions in the automotive industry. Automotive dealerships have needs for individuals who have strong management skills and an understanding of automotive dealership operations, parts and service management, and the aftermarket in the automotive industry. Courses in this program are focused on these skills and business skills that effective management personnel need in the automotive industry.

Upon graduation, students will have acquired the skills to be able to secure positions as assistant service manager, parts and service consultant, service advisor, service manager, and general manager.

### MISSION STATEMENT:

The Automotive Management Department's mission is to provide a quality education from its diverse courses, developing students into a knowledgeable and productive work force prepared for an entry-level management position.

### 108 Credit Hours

#### Technical & Basic Requirements:

##### 62 Credit Hours

AC114 Accounting 1/5  
AC122 Payroll Accounting/3  
AM130 Introduction to the Automotive Industry/5\*  
AM210 Parts & Service Management/3\*  
AM215 Automotive Aftermarket Management/5\*  
AM220 Current Topics in Automotive Management/5\*  
AM292 Automotive Management Capstone/3\*  
BU109 Customer Service/3  
BU115 Contract Law/5  
BU120 Introduction to Business/3  
BU220 Managerial Accounting for Business/3  
MA121 Principles of Management/5  
MA122 Small Business & the Entrepreneur/3  
MA234 Customer Relations Automated Management/3\*  
MT150 Principles of Marketing/5  
MT160 Professional Selling/3

#### General Education Requirements:

##### 37 Credit Hours

CO179 Introduction to Human Communication/3  
EN180 Composition I/5  
EN200 Composition II/5  
MH169 Business Math/5  
MH190 Algebra/5  
PY177 Introduction to Psychology/3  
OR  
SO186 Sociology/3  
SC200 Principles of Ecology/3  
UN111 Foundations of Online Learning/2  
UN220 Introduction to Diversity Issues/3  
Any 100- or 200-level AR, EN, HI, RE, or SP course/3

#### General Education Electives:

##### 3 Credit Hours

Choose 100- or 200-level courses from the general education subject categories, which may include Art (AR), English (EN), History (HI), Math (MH), Political Science (PS), Psychology (PY), Religion (RE), Sociology (SO), Spanish (SP), or University Survey (UN).

#### Specialized Electives:

##### 6 Credit Hours

Choose courses at the 100 or 200 level that are not required in your program.

Note: Elective courses can apply to only one degree level. The same course cannot be re-used to satisfy the elective requirements at the Associate's Degree level and again at the Bachelor's Degree level.

\*Courses offered online only.