



2023-2024 Completion Guide
Marketing, AAS, BU 556
ICCB Approved Total Program Hours: 60

Date: *The following schedule is based on full-time enrollment. Students planning to transfer to a senior institution should check with that institution for specific transfer requirements.*

Program Prerequisites

T= Traditional H = Hybrid W = Web

First Semester						
Course	Title	Credit Hours	Mode of Delivery	Prerequisites	Terms offered	Notes
ACCY 101	Accounting I	4	T,W,H		FL/SP/SM	
BLAW 101	Business Law I	3	T,W		FL/SP/SM	
BUS 101	Introduction to Business	3	T,W,H		FL/SP/SM	
ENG 101* or ENG 130	Rhetoric OR Technical Writing	3	T,W,H	Appropriate placement score or minimum grade "C" in one of the following: ENG 021 and ENG 099 or the EAP course sequence ENG 079 and ENG 089; or ENG 096.	FL/SP/SM	*ENG 101 is Preferred
Math/Science General Education	Select one course from Group IV: Math/Science	3 to 4				
	Total Semester Hours	16-17				

Second Semester						
Course	Title	Credit Hours	Mode of Delivery	Prerequisites	Terms offered	Notes
BUS 111	Principles of Business Communication	3	T,W,H		FL/SP/SM	
ECON 103	Principles of Economics I	3	T,W,H		FL/SP/SM	
MKTG 101	Principles of Marketing	3	T,W,H		FL/SP/SM	
COMM 101	Principles of Speech Communication	3	T,W,H	Appropriate placement score or minimum grade "C" in one of the following: ENG 021 and ENG 099 or the EAP course sequence ENG 079 and ENG 089; or ENG 096.	FL/SP/SM	
Social/Behavioral Science General Education	Select one course from Group II: Social/Behavioral Sciences	3				
	Total Semester Hours	15				

Third Semester						
Course	Title	Credit Hours	Mode of Delivery	Prerequisites	Terms offered	Notes
MGMT 101	Principles of Management	3	T,W,H		FL/SP	
MKTG 200	Social Media Marketing	3	T,W,H		FL/SP/SM	
MKTG 205	Professional Sales	3	T,W,H		FL/SP/SM	
Major Core Elective	Select from the list of Major Core Electives	3 to 4				
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	Total Semester Hours	15-17				

Fourth Semester						
Course	Title	Credit Hours	Mode of Delivery	Prerequisites	Terms offered	Notes
MKTG 210	Principles of Advertising	3	T,W		FL/SP/SM	
Major Core Elective	Select from the list of Major Core Electives	3 to 4			FL/SP/SM	
Major Core Elective	Select from the list of Major Core Electives	3 to 4				
Major Core Elective*	Select from the list of Major Core Electives	3 to 4				This class may or may not be needed to accumulate 14 credit hours of Core Electives
Humanities/Fine Arts General Education	Select one course from Group III: Humanities/Fine Arts	3				
	Total Semester Hours	15-18				

Graduation Requirements

To be awarded an Associate degree at Joliet Junior College, each student must meet the following requirements:

1. Satisfy all admissions requirements.
2. Complete the courses required to earn the given degree. If the student is a transfer student with coursework taken elsewhere, he/she must complete a minimum of 60 credit hours of which 15 credit hours applicable to the degree are earned at JJC. Proficiency test, CLEP, and Advanced Placement does not meet this requirement.
3. Earn a cumulative grade point average of at least 2.0.
4. Discharge all financial obligations to the College and have no restrictions.
5. File an application for graduation. An application should be filed at the time of registration for the student's anticipated last semester.
6. Have all official transcripts from other college/universities on file in the Graduation Office by the graduation filing date for evaluation of credit. A delay in the process may result in a later graduation date.

To be awarded a Certificate of Achievement or Certificate of Completion at JJC, each student must meet the following requirements:

1. Satisfy all admission requirements.
2. Complete the courses required to earn the chosen certificate. Complete a minimum of 4-29 credit hours (Certificate of Completion) or 30-50 credit hours (Certificate of Achievement). If the student is a transfer student with coursework taken elsewhere, he/she must complete a minimum of 25% of the total required credit hours applicable to the certificate at JJC. Proficiency test, CLEP, and Advanced Placement do not meet this requirement.
3. Earn a cumulative grade point average of at least 2.0 in the area of concentration.
4. Discharge all financial obligations to the college and have no restrictions.
5. File an application for graduation. An application should be filed at the time of registration for the student's anticipated last semester.
6. Have all official transcripts from other college/universities on file in the Graduation Office by the graduation filing date for evaluation of credit. A delay in the process may result in a later graduation date.

For more information:	Department Chairperson	Program Coordinator	Program Advisor
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