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| **Student Name (First Last):**       **Staff Initials:**       **Date:** | | | | |
| Retail Business Management Associate of Applied Technology Degree (AAT) Education Plan | | | | |
| **Admissions Date:** Fall, Winter, Spring, and Summer quarters. | | | | |
| \*This program is 100% web-based instruction with face-to-face interaction when requested by students. | | | |
| **Program Contact: Program Contact:** Ryan Reygers 253-230-8091 **or** [Ryan.Reygers@cptc.edu](mailto:Ryan.Reygers@cptc.edu) (pre- registration Instructor guidance required)  **Program Counselor:** carolyn.vanbeek@cptc.edu | | | |
| Technical Program Courses | | **Credits** | **Quarter Taken** |
| QTR 1 | RBM 105 Organization Behavior | 3 |  |
| RBM 107 Marketing | 3 |  |
| RBM 109 Principles of Retailing | 3 |  |
| RBM 111 Business Communications | 3 |  |
| QTR 2 | RBM 113 Business Technology  4 | 3 |  |
| RBM 115 Human Resource Management | 3 |  |
| RBM 117 Principles of Management | 3 |  |
| RBM 119 Financial Management | 3 |  |
| QTR 3 | RBM 123 Customer Services Strategies | 5 |  |
| RBM 129 Speaking for Success | 5 |  |
| RBM 133 Effective Selling | 5 |  |
| RBM 159 E-Commerce Principles | 4 |  |
| QTR 4 | RBM 162 Social Media Marketing | 5 |  |
| RBM 164 Marketing Communications (Product Promotions) | 5 |  |
| RBM 166 Successful Career Development | 5 |  |
| RBM 168 Consumer Behavior | 5 |  |
| QTR 5 | RBM 201 Intro to Business Etiquette | 5 |  |
| CAS 105 College Keyboarding | 3 |  |
| BUS& 201 Business Law | 5 |  |
| **Required General Education Courses** | | | |
|  | COLL 102 College Success for All | 3 |  |
| ENGL& 101 English Composition or CMST& 220 or higher ***(pre-req ENG 094 or equivalent)*** | 5 |  |
| MAT 105 Math for Industrial Professions or Higher ***(pre-req MAT 092 or equivalent)*** | 5 |  |
| PSYCH& 100DIV or SOC& 101DIV or other diversity course ***(pre-req ENG 094 or equivalent)*** | 5 |  |

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| ***Total Credits for Completion*** | | ***91-94*** |  | |
| Additional Preparatory Courses You May Need: | | | | |
| MAT 092 Basic Mathematics ***(must complete prior to MAT 105, MAT 103, MAT 111)*** | 5 |  |  |
| MAT 094 Introduction to Algebra ***(must complete prior to MAT 108)*** | 5 |  |  |
| MAT 99 Intermediate Algebra ***(must complete prior to MAT110, MAT&141, MA&146)*** | 5 |  |  |
| ENG 091 Basic Reading & Writing | 5 |  |  |
| ENG 094 Advanced Reading & Writing | 5 |  |  |
| COLL 102 College Success for All | 3 |  |  |
| ***Continued on Page 2*** | | | | |

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| Quarterly Self Planning Grid | | | |
| **Quarter 1** | **Quarter 2** | **Quarter 3** | **Quarter 4** |
| Class: | Class: | Class: | Class: |
| Class: | Class: | Class: | Class: |
| Class: | Class: | Class: | Class: |
| Class: | Class: | Class: | Class: |
| **Quarter 5** | **Quarter 6** | **Quarter 7** | **Quarter 8** |
| Class: | Class: | Class: | Class: |
| Class: | Class: | Class: | Class: |
| Class: | Class: | Class: | Class: |
| Class: | Class: | Class: | Class: |
| **Notes:** | | | |

***\*Please check in periodically with Advising and Counseling regarding any potential changes to program course requirements.***