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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 (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 Technology4 | 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.***