

# Parkland College Business Management AAS + UIS BBA

Students must earn a cumulative GPA of at least 2.00 across all foundation courses.

Parkland College Associate in Applied Science			UIS Bachelor in Business Administration		
Required Parkland Program Courses			College of Business and Mangement Core		
Course #	Course Title	HRS	Course #	Course Title	HRS
ACC 101*	Financial Accounting	4	BUS 312^	Principles of Marketing	0^
BUS 101	Introduction to Business	3	BUS 322	Principles of Operations Management	3
BUS 106	Business and Organizational Ethics	3	BUS 331	ECCE: Business, Ethics, and Society <sup>1</sup>	3
BUS 117*	Introduction to Entrepreneurship	3	FIN 302	Principles of Financial Management	3
BUS 204*	The Legal Environment of Business	3	MGT 310	Managing Organizational Behavior	3
BUS 235	Business Communications	3	MGT 330	Business and Managerial Communication	3
CIS 122	Introduction to Computer Programming	3-4	MGT 488	Strategic Management: The Capstone <sup>2</sup>	3
or CIS 134	Spreadsheet Applications (MS Excel)		MIS 352	Principles of Management Information Systems	3
or CIS 138	Database Applications (MS Excel)		MIS 376	Business Analytics	3
CIS 200	Business Computer Systems	3-4	Total Section Hours: 24		
or CSC 105	Application of Computers in Business & Commerce		<sup>1</sup> This course fulfills an ECCE requirement at UIS in U.S. Communities area		
MGT 101	Principles of Management	3	<sup>2</sup> Must be taken within 12 hrs of graduation or during last attending semester		
MGT 112	Human Resource Management	3	^Fulfilled by Parkland College AAS coursework		
MGT 113	Human Relations in the Workplace	3	Concentration Requirements <sup>3</sup>		
MKT 101**	Introduction to Marketing	3		Upper Division Business (BUS) Course	3
MKT 211**	Marketing Management	3		Upper Division Management (MGT) Course	3
Total Section Hours: 40-42				Upper Division Marketing (MKT) Course	3
Parkland Electives				Upper Division CBM course work <sup>4</sup>	3
ACC 102*	Managerial Accounting	3	BUS 332^	Legal Environment of Business	0^
Plus one course in below section:			Total Section Hours: 12		
BUS 131	Personal Finanace	3	<sup>3</sup> College Core and ECCE courses may not be used to fulfill these requirements		
BUS 250	Business Work Experience I	2	<sup>4</sup> e.g., ACC (NOT ACC 311), BUS, ECO (NOT ECO 315), FIN,MGT, MIS, MKT, and SPM		
MGT 114	Supply Chain Management	3	University Requirements 7		
MGT 115	Warehouse Operations	3	Engaged Citizenship Common Experience (ECCE): Students must complete 9 hrs from 2 of the following categories: U.S.Communities, Global Awareness, or Engagement Experience. Students must complete ≥3 hrs in 2 of the 3 categories. The remaining 1 hr is completed w/ enrollment in Speaker Series.		
MGT 117	Customer Service Management	3	Additional UIS BBA GECC/IAI Requirements		
Total Section Hours: 5-6			(These can be taken at Parkland or UIS depending on course load availability)		
Parkland General Education Required Courses (not in above sections)			One IAI Oral Communication Course 3		
ENG 101	Composition I	3	One IAI Social/Behavioral Science Course (not Economics) 3		
ENG 102	Composition II	3	Three (3) IAI Humanities/ Fine Art Courses 9		
ECO 102*	Principles of Economics I (Social Science)	3	One course must be Fine Arts & at least one from a different HUM subgenre		
ECO 101*	Principles of Economics II (Social Science)	3	One IAI Life Science <sup>#</sup> 3-4		
MAT 160*	Introductory Statistics (Mathematics)	3	One IAI Physical Science <sup>#</sup> 3-4		
Total Section Hours: 15			#One IAI Science Fulfillment must be a Laboratory-Based Course		
Total Parkland Hours: 60-63			Total Section Hours: 21-23		
*Fulfills UIS College of Business Management Foundation Requirements			Total UIS Hours (including above IAI) : 64-66		
**Fulfills UIS CBM Prerequisites when both are taken/passed					

# Parkland College AAS in Business Management

	Parkland	Title	Hours
Parkland Required Program Courses (13 Courses)	ACC 101	Financial Accounting	4
	BUS 101	Introduction to Business	3
	BUS 106	Business and Organizational Ethics	3
	BUS 117	Introduction to Entrepreneurship	3
	BUS 204	The Legal Environment of Business	3
	BUS 235	Business Communications	3
	CIS 122 or CIS 134 or CIS 138	Introduction to Computer Programming or Spreadsheet Applications (MS Excel) or Database Applications (MS Excel)	3-4
	CIS 200 or CSC 105	Business Computer Systems or Application of Computers in Business &Commerce	3-4
	MGT101	Principles of Management	3
	MGT112	Human Resource Management	3
	MGT113	Human Relations in the Workplace	3
	MKT101 &MKT211	Introduction to Marketing &Marketing Management	6
	Total Hours in this Section:		
Parkland Electives (≥2 Courses)	ACC 102	Managerial Accounting (Required)	3
	Choose one from the following courses to meet minimum 60-hour degree requirement at Parkland College.		
	BUS 131	Personal Finanace	3
	BUS 250	Business Work Experience I	2
	MGT114	Supply Chain Management	3
	MGT115	Warehouse Operations	3
	MGT117	Customer Service Management	3
	Total Hours in this Section:		
Parkland Required General Education Courses (5 Courses)	ECO 101	Principles of Macroeconomics	3
	ECO 102	Principles of Mcreconomics	3
	ENG 101	Composition I	3
	ENG 102	Composition II	3
	MAT160	Statistics	3
	Total Hours in this Section:		
Total Hours:			60-63

## Parkland College AAS in Business MGT- w/ UIS ARTICULATIONS

	Parkland	UIS	Title	Hours
Parkland Required Program Courses (13 Courses)	ACC 101	ACC 211	Financial Accounting	4
	BUS 101	N/A	Introduction to Business	3
	BUS 106	N/A	Business and Organizational Ethics	3
	BUS 117	BUS 354	Introduction to Entrepreneurship	3
	BUS 204	BUS 332	The Legal Environment of Business	3
	BUS 235	N/A	Business Communications	3
	CIS 122 or CIS 134 or CIS 138	N/A	Introduction to Computer Programming or Spreadsheet Applications (MS Excel) or Database Applications (MS Excel)	3-4
	CIS 200 or CSC 105	N/A	Business Computer Systems or Application of Computers in Business &Commerce	3-4
	MGT101	N/A	Principles of Management	3
	MGT112	N/A	Human Resource Management	3
	MGT113	N/A	Human Relations in the Workplace	3
	MKT101 &MKT211	BUS 312	Introduction to Marketing &Marketing Management	6
	Total Hours in this Section:			40-42
	Parkland Electives (≥2 Courses)	ACC 102	ACC 212	Managerial Accounting (Required)
Choose one from the following courses to meet minimum 60-hour degree requirement at Parkland College.				
BUS 131		N/A	Personal Finanace	3
BUS 250		N/A	Business Work Experience I	2
MGT114		N/A	Supply Chain Management	3
MGT115		N/A	Warehouse Operations	3
MGT117		N/A	Customer Service Management	3
Total Hours in this Section:			5-6	
Parkland Required General Education Courses (5 Courses)	ECO 101	ECO 202	Principles of Macroeconomics	3
	ECO 102	ECO 201	Principles of Microeconomics	3
	ENG 101	ENG 101	Composition I	3
	ENG 102	ENG 102	Composition II	3
	MAT160	MAT121	Statistics	3
	Total Hours in this Section:			15
Total Hours:			60-63	
Additional UIS Required General Education Core Curriculum/IAI Requirements  (These can be taken at Parkland or UIS depending on course load availability)	One IAI Oral Communication Course			3
	One IAI Social/Behavioral Science Course (not Economics)			3
	Three (3) IAI Humanities/ Fine Art Courses One course must be Fine Arts &at least one course from a different Humanities subgenre			9
	One IAI Life Science <sup>#</sup>			3-4
	One IAI Physical Science <sup>#</sup>			3-4
	#One IAI Science Fulfillment must be a Laboratory-Based Course			
	Total Hours in this Section:			21-23
Total Hours (including IAI/GECC Requirements):			81-86	

# Bachelor's in Business Administration (all Concentrations as of Summer 2025)

	Parkland	UIS	Title	Hours	
All BBA Foundation Requirements  Course work equivalent to this section may be accepted upon approval by the student's advisor and the College of Business & Management by a student petition.	ACC 101	ACC 211	Introduction to Financial Accounting	4-6	
	ACC 102	&ACC 212	Introduction to Managerial Accounting		
	N/A	or ACC 311	Administrative Uses of Accounting		
	ECO 102	ECO 201	Introduction to Microeconomics	4-6	
	ECO 101	&ECO 202	Introduction to Macroeconomics		
	N/A	or ECO 315	Economics for Administration		
MAT108	ECO 213	Statistics for Business & Economics	3		
or MAT160	or MAT121	Applied Statistics			
**An overall GPA equal to or above 2.00 is required for Foundation Courses**				Total Hours in this section:	11-15
All College Core Courses  (The college core is required of all undergraduate College of Business and Management students.)	MKT101&211	BUS 312	Principles of Marketing	6	
	BUS 322		Principles of Operations Management	3	
	BUS 331		ECCE: Business, Ethics, and Society	3	
	FIN 302		Principles of Financial Management	3	
	MGT310		Managing Organizational Behavior	3	
	MGT330		Business and Managerial Communication	3	
	MGT488		Strategic Management: The Capstone **	3	
	MIS 352		Principles of Management Information Systems	3	
	MIS 376		Business Analytics	3	
	Total Hours in this section:			30	
Other Requirements	Engaged Citizenship Common Experience (ECCE)			10	
Comprehensive Concentration Requirements* (Online & On Campus)	Upper Division Business (BUS) Course			3	
	Upper Division Management (MGT) Course			3	
	Upper Division Marketing (MKT) Course			3	
	Upper Division College of Business & Management course work***			6	
	Total Hours in this section:			15	
	Parkland	UIS	Title	Hours	
Economics Concentration Requirements * (Online & On Campus)	N/A	ECO 301	Managerial Economics	3	
	N/A	ECO 302	Macroeconomics in a Global Economy	3	
	N/A	ECO 413	Econometrics	3	
	MAT143 or MAT141 or MAT128 or MAT129	MAT113 or MAT114 or MAT115 or MAT116	Business Calculus Finite Mathematics and Its Applications Calculus I Calculus II	4	
	2 Upper Division Economic Courses from UIS (Except ECO 315)				
	Total Hours in this section:			19	
Finance Concentration Requirements * (On Campus only)	ECO 335		Money, Banking, and Financial Markets	3	
	FIN 443		Financial Investment Analysis	3	
	FIN 444		Intermediate Financial Management	3	
	Select two of the following finance-related electives (or other BUS/ECO/FIN/ACC electives approved by the program):				

Finance Concentration Requirements * (On Campus only)	ACC 443	Federal Taxation	3
	ECO 447	International Trade and Finance	3
	ECO 456	Public Finance	3
	FIN 440	Topics in Finance	3
	FIN 445	Financial Institution Management	3
	Total Hours in this section:		15
Human Resource Management Concentration Requirements * (Online & On Campus)	BUS/MGT471	Human Resources Planning and Staffing	3
	BUS/MGT472	Compensation and Benefit Strategies	3
	BUS/MGT473	Employee Appraisal and Development	3
	MGT431	Human Resource Management	3
	MGT475	People Analytics	3
	Total Hours in this section:		15
Management Concentration Requirements * (Online & On Campus)	MGT461	Organization Theory	3
	or MGT485	International Management	3
	Select two of the following:		
	MGT422	Negotiation	3
	MGT431	Human Resource Management	3
	MGT461	Organization Theory	3
	MGT474	Leadership And Motivation	3
	MGT485	International Management	3
	One upper division (300-400) management (MGT) course		3
	Upper Division College of Business & Management course work***		3
	Total Hours in this section:		15
Marketing Concentration Requirements * (On Campus only)	MKT431	Consumer Behavior	3
	MKT432	Research Methods and Analytics in Marketing	3
	MKT441	Marketing Analytics	3
	Select two of the following (or other MKT electives approved by the program):		
	MKT430	Topics in Marketing	3
	MKT434	Brand Management	3
	MKT435	Sales Force Management and Professional Selling	3
	MKT437	Advertising	3
	MKT438	International Marketing	3
	MKT439	Retail Management and Analytics	3
	Total Hours in this section:		15
Sport Management Concentration Requirements * (On Campus only)	SPM431	Foundation of Sports Management	3
	SPM432	Sport Law	3
	SPM433	Facilities and Event Management	3
	One upper division (300-400) Sport Management Elective		3
	Upper Division College of Business & Management course work***		3
	Total Hours in this section:		15

\* Prerequisite: All college core courses, and within 12 hours of graduation or during the student's last semester.

\*\* e.g., ACC (Except ACC 311), BUS, ECO (Except ECO 315), FIN, MGT, MIS, MKT, and SPM

\*\*\* College Core and ECCE courses may not be used to fulfill these requirements