

# Business Management

## Diploma Program

### MD12

Updated: 6/29/2016  
Effective Term: 201712

[Click here to jump to Program Description, Admissions Requirements, and Financial Aid.](#)

## Curriculum

### Basic Skills – Total of 8 Hours

ENGL 1010 *Fundamentals of English I* (3)

EMPL 1000 *Interpersonal Relations* (2) - OR -  
PSYC 1010 *Basic Psychology* (3)

MATH 1011 *Business Math* (3) - OR -  
MATH 1012 *Foundations of Mathematics* (3)

### Program-Specific Core – Total of 33 Hours

COMP 1000 *Introduction to Computers* (3)

MGMT 1100 *Principles of Management* (3)  
MGMT 1105 *Organizational Behavior* (3)

MGMT 1110 *Employment Rules/Regulations* (3) - OR -  
MKTG 1130 *Business Regs/Compliance* (3)

MGMT 1115 *Leadership* (3)  
MGMT 1120 *Introduction to Business* (3)  
MGMT 1125 *Business Ethics* (3)

MGMT 1135 *Managerial Acct/Finance* (3) - OR -  
ACCT 1100 *Financial Accounting I* (4)

MGMT 2115 *Human Resource Management* (3)  
MGMT 2125 *Performance Management* (3)  
MGMT 2215 *Team Project* (3)

### Specific Occupational-Related Electives – Choose 6 Hours

#### Specific Occupational-Related Electives

MGMT 2120 *Labor Mgmt Relations* (3)  
MGMT 2130 *Employee Training/Devt* (3)  
MGMT 2135 *Mgmt Communications* (3)  
MGMT 2155 *Quality Mgmt Principles* (3)  
MGMT 2210 *Project Management* (3)  
MGMT 2220 *Management OBI* (3)  
MKTG 1100 *Principles of Marketing* (3)  
MKTG 1130 *Business Regulations/Compliance* (3)  
MKTG 1160 *Professional Selling* (3)  
MKTG 2000 *Global Marketing* (3)  
MKTG 2010 *Small Business Management* (3)  
MKTG 2070 *Buying & Merchandising* (3)  
MKTG 2210 *Entrepreneurship* (6)  
MKTG 2300 *Marketing Management* (3)

**Total: 47 Hours**

For more information about our graduation rates, the median debt of students who complete programs, and other important information please visit our website:  
<http://www.laniertech.edu/GE.aspx>

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## Diploma Program

### MD12

#### Program Description

The Business Management program is designed to prepare students for entry into management positions in a variety of businesses and industries. Learning opportunities will introduce, develop, and reinforce academic and occupational knowledge, skills, and attitudes required for job acquisition, retention, and advancement in management.

#### Program Specific Information

Students are accepted every semester based on course and space availability.

#### Program Length & Availability

4 Semesters

Campus Availability: Oakwood, Forsyth, Barrow, Online.

#### Admissions Requirements

- Must be 16 years of age.
- High school diploma or GED is required prior to admission.  
*(Official transcripts or GED scores must be submitted from all colleges and/or high schools attended for credit.)*
- ACCUPLACER Testing, or submit SAT, ACT, CPE, COMPASS, or ASSET test scores.

#### Financial Aid

This program is eligible for the Pell Grant and may be eligible for Institutional and State Financial Aid.

Contact a Financial Aid Counselor for eligibility requirements and application materials.

[Click here to jump back to Curriculum](#)

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