

Entrepreneurship/ Management/Marketing 2010-2011 Planning Guide

Course Number	Course Title	Fall 2010	Winter 2011	Spring 2011	Summer 2011
ENT 105	Introduction to Entrepreneurship	Deactivated (Substitute with MAN 105)			
ENT 240	Small Business Finance	D		D	
ENT 260	Business Plan Development	D		D	
MAN 105	Introduction to Business	D E I	D E I	D E I	D E I
MAN 106	Introduction to RFID		D		
MAN 110	Introduction to International Business	D E I	D E I	D E I	D I
MAN 157	Management Applications of RFID Technology			D	
MAN 201	Introduction to Supervision	D E I	D E I	D E I	I
MAN 205	Principles of Management	D E I B	D E I	D E I B	Deactivated (Substitute with MAN 250 – Fall 2011)
MAN 207	Total Quality Management	I	I	I	Deactivated (Substitute with MAN/MRK elective)
MAN 210	Introduction to Project Management	D	E	E	D
MAN 225	Human Relations & Organizational Behavior	D E I	D E I	D E I	D I (Substitute with MAN 250 – Fall 2011)
MAN 237	Human Resource Management	Deactivated (Substitute with MAN 240)			
MAN 238	Human Resource Management Applications	Deactivated (Substitute with MAN 240)			
MAN 240	Human Resource Management	I	D I	I	I
MAN 241	Introduction to Supply Chain Management	E I	I B	E I	
MAN 242	Advanced Supply Chain Management	I		D	I
MAN 244	Negotiation Techniques	E	D	B	
MAN 247	DoD Systems Acquisition Management		B		
MAN 248	DoD Acquisition Logistics Fundamentals	E		E	
MAN 255	Management Information Systems I	D I	I	I	I
MAN 270	Management Internship	I	I	I	I
MAN 279	Business Capstone	E I	I	I	I
MRK 201	Marketing I	D E I	D E I	D E I	D E I
MRK 202	Marketing II	D E I	D E I	D E I	D E I
MRK 208	Sports Marketing		D		Deactivated (Substitute with MAN/MRK elective)
MRK 215	Advertising	E	D		
MRK 220	Small Business Marketing	E		D	
MRK 225	Sales Fundamentals	E	D	D	
MRK 230	International Marketing	D		Deactivated (Substitute with MAN 110)	
MRK 235	Marketing Research	D		Deactivated (Substitute with MAN/MRK elective)	
MRK 236	Consumer Behavior	D I	I	I	I (Substitute with MAN/MRK Elective - Fall 2011)
MRK 245	Principles of Retailing		E	E	
MRK 270	Marketing Internship	Deactivated (Substitute with MAN 270)			
MRK 295	Marketing Seminar	Deactivated (Substitute with MRK 220)			
MRK 297	Special Topics			E	

Tips for Academic Success:

- ✓ Go to my.sinclair web advisor for your degree audit
- ✓ Use the planning guide to assist in completing the remaining course work
- ✓ Discuss your questions with an ENT/MAN/MRK faculty member, Department Chair, or Academic Advisor. When seeking advice, don't rely on your friends
- ✓ Use the scheduling tips checklist on the **Returning Students** page at: www.sinclair.edu/academics/bps

Key: D = Day; E = Evening; I = Internet; B = WPAFB
The planning guide is not a guarantee. Subject to change when necessary