



# Management Development

## Management Development: General Management Specialization

Management Development programs incorporate education and training to prepare individuals for career paths with businesses, non-profit organizations, governmental agencies, and academic institutions. Prepare for a management career in human resources, operations, retail, health services, or sales. The Associate in Applied Sciences - General Management Specialization is designed to provide the skills and knowledge needed to enter the job market or advance in management positions.

The Certificate in Leadership Development provides targeted training for individuals desiring to strengthen their leadership skills. This certificate may be credited toward an Associate in Applied Science degree with specializations in either General Management, Production and Logistics Management, or Marketing.

The Certificate in Small Business Management focuses on preparing the marketing and finance elements of a business plan.

Formal articulation and transfer agreements have been established, allowing students to pursue a Bachelor of Arts in Applied Arts and Sciences degree the University of the Incarnate Word and Texas A&M University-Kingsville.

### Practicum

An important component of the Management Development program is an external learning experience established in collaboration with community organizations and businesses. The practicum provides general training and experiences in the workplace. As a student in the program, you will attend a weekly seminar on the Del Mar College campus and concurrently work on management development assignments at a worksite under supervision of the employer.

### For More Information

Department of Business Administration  
 Del Mar College  
 101 Baldwin Blvd.  
 Corpus Christi, TX 78404-3897  
 (361) 698-1372  
 www.delmar.edu

## ASSOCIATE IN APPLIED SCIENCE DEGREE: MANAGEMENT DEVELOPMENT General Management Specialization (Suggested Occupational Plan)

FIRST SEMESTER		SEMESTER HOURS
<b>ENGL 1301.</b>	<b>Composition I</b>	<b>3</b>
BMGT 1303.	Principles of Management	3
MRKG 1311.	Principles of Marketing	3
ACNT 1303.	Introduction to Accounting I	3
ITSC 1309.	Integrated Software Applications I	3

SECOND SEMESTER		
<b>ENGL 1302.</b>	<b>Composition II</b>	<b>3</b>
<b>SPCH 1315.</b>	<b>Fundamentals of Public Speaking OR</b>	
<b>SPCH 1321.</b>	<b>Business and Professional Communication</b>	<b>3</b>
HRPO 2301.	Human Resources Management	3
HRPO 1311.	Human Relations	3

THIRD SEMESTER		
<b>Humanities/Visual or Performing Arts Elective</b>		<b>3</b>
<b>Mathematics/Natural Science Elective</b>		<b>3-4</b>

FOURTH SEMESTER		
<b>ECON 2301.</b>	<b>Principles of Macroeconomics</b>	<b>3</b>
BMGT 1301.	Supervision	3
POFT 1321.	Business Math	3
BMGT 1264.	Practicum-Operations Management and Supervision	2
BMGT 1174.	Seminar	1
Business Elective (Select from ACNT, BMGT, BUSA, BUSG, BUSI, BNKG, or MRKG courses)		3

FIFTH SEMESTER		
Business Elective (Select from ACNT, BMGT, BUSA, BUSG, BUSI, BNKG, or MRKG courses)		3
BUSI 2302.	Legal Environment of Business	3
BMGT 2303.	Problem Solving and Decision Making (Capstone)	3
BMGT 1309.	Information and Project Management	3
BMGT 2309.	Leadership	3
BMGT 2268.	Practicum-Business Administration and Management, General	2

**Total Semester Hours for Associate Degree 65-66**

Courses in **bold type** meet General Education requirements for Del Mar College Associate in Applied Science degrees.

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## Admissions

Del Mar College maintains an “open door” admissions policy. In order to gain admission to the College and prior to registration, students must complete an Admissions File to include:

- Application for Admission
- Official high school transcript or GED test scores and/or official college transcript(s)
- Placement test scores
- Proof of Texas residency for the previous 12 months to qualify for in-state tuition

Contact the Admission Office in the Harvin Student Center (East Campus) or the Administration Building (West Campus) for information related to admission to the College.

## Financial Aid/Scholarships

Financial Aid Services assists students who need financial resources to help pay their College costs. Financial Aid Services provides information on grants, loans, or employment for students with a demonstrated financial need. Many scholarships are also available for students and are awarded based on academic achievement and/or financial need.

More than 5,000 Del Mar students are eligible to receive financial aid each year. Full- or part-time students may apply for need-based financial aid programs or scholarships. The only way for students to determine their eligibility is to apply for financial aid. The best, easiest, and quickest way to apply for aid is by completing the Free Application for Federal Student Aid (FAFSA), which is available online at [www.fafsa.ed.gov](http://www.fafsa.ed.gov). Results may be available in 7-10 days. The FAFSA application itself may be mailed; however, this process may take anywhere from 4-6 weeks. The Title IV school code for Del Mar College is 003563. Please note that you must provide the previous year’s income tax information regardless of the application process you choose to employ. (Dependent students **must** provide their parents’ tax information as well.)

Contact Financial Aid Services in the Harvin Student Center (East Campus) or the Coleman Center (West Campus) for further information related to need-based financial assistance or academic achievement-based scholarships.

## Success Initiative

Del Mar College actively supports the Texas “Success Initiative.” Assessment is required to identify the readiness of entering students to enroll in academic coursework. For students needing skill improvement, the College provides developmental courses at a variety of levels to accommodate students’ individual needs. All students may take advantage of New Student Orientation, Freshman Seminar, learning labs, tutoring services, counseling, advising, and PLATO software to supplement their coursework and to meet their education goals.

## Student Services

Del Mar College is dedicated to making education as accessible as possible. For that reason, a comprehensive network of student services is available to all students. More information about each of these services is available through the College Catalog or in the Harvin Student Center on the East Campus or the Coleman Center on the West Campus.

Student Services	Phone Number
Admission/Records/Registration/Graduation .....	698-1255
Financial Aid Services .....	698-1293
Counseling/Career Exploration .....	698-1290
Career Job Placement.....	698-1970
Special Services/students with disabilities .....	698-1298
Student Activities/orientation/clubs.....	698-1279
Testing .....	698-1645
Tutoring .....	698-2347