

Plan of Study

Business Programs

Foundations of Insurance Certificate

**BUSINESS AND ENGINEERING
TECHNOLOGIES DIVISION**
Effective Autumn Semester 2016

Name _____
Student # _____
Date Entered _____
Advisor _____

FIRST SEMESTER		G/T/B	CR	
BMGT 1101	Principles of Business	T	3	
BMGT 1102	Interpersonal Skills	T	2	
CSCI 1101	Computer Concepts and Applications	B	3	
ENGL 1100	Composition I	G	3	
TOTAL			11	

SECOND SEMESTER		G/T/B	CR	
BMGT 2253	Conflict Management <i>OR</i>			
BMGT 2254	Negotiation	T	3	
FMGT 2232	Principles of Insurance	T	3	
MKTG 1230	Customer Service and Sales	T	3	
TOTAL			9	

THIRD SEMESTER		G/T/B	CR	

FOURTH SEMESTER		G/T/B	CR	

CERTIFICATE REQUIREMENTS	
G = General Education	
B = Basic Education	
T = Technical Education	
Total General Ed.	3
Total Basic Ed.	3
Total Non-Technical	6
Total Tech. Ed.	14
TOTAL CERTIFICATE CREDIT HOURS	20