

## ACQUISITION AND CONTRACT MANAGEMENT (ACM)

Students will gain knowledge of the acquisition and contracting processes to include the purchasing of goods and services, pricing, negotiating of contracts, administration of contracts, contract law, and responsibilities from contract award to termination of the contract. An emphasis will be placed upon federal contracting; however, commercial contracting will also be included. This program will include a study of the Federal Acquisition Regulations.

### Bachelor of Science - Acquisition and Contract Management

MAJOR CODE: 52.0202

Program components for the Bachelor of Science degree with a major in Acquisition and Contract Management include:

#### 1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

***EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.***

#### 2. GEN. ED. REQUIREMENTS:

<b>Area I.</b>	<b>Written Composition</b> .....	<b>6 semester hours</b>	___	___
<b>Area II.</b>	<b>Humanities/Fine Arts</b> .....	<b>12 semester hours</b>	___	___
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	Micro Economics (ECO 231) .....	3 semester hours	___	
	Macro Economics (ECO 232) .....	3 semester hours	___	
	Other History/Behavioral or Social Science Courses .....	6 semester hours	___	___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>			

**TOTAL GEN. ED. REQUIREMENTS: ..... 41 SEMESTER HOURS**

#### 3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242 or BUS 210 and BUS 248) .....	6 semester hours	___	___
Business Statistics I (BUS 271) .....	3 semester hours	___	
Business Statistics II (BUS 272) .....	3 semester hours	___	
Legal Environment of Business (BUS 263) .....	3 semester hours	___	
Windows Computer Applications (CIS 146) .....	3 semester hours	___	
Elective .....	3 semester hours	___	
<b>TOTAL MAJOR PREREQUISITE HOURS: .....</b>	<b>21 SEMESTER HOURS</b>		

**TOTAL GEN. ED. REQ. & MAJOR PREREQUISITE HOURS: ..... 62 SEMESTER HOURS**

**4. PROFESSIONAL COURSES:**

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note(\*) below and “Assessment” on the first page of this section].

<b>A. Acquisition &amp; Contract Management .....</b>	<b>28 semester hours</b>	
ACM 353 Project Management .....	3 semester hours	___
ACM 394 Introduction to Acquisition and Contract Management .....	3 semester hours	___
ACM 395 Acquisition and Contract Management Pricing .....	3 semester hours	___
ACM 396 Acquisition and Contract Management Administration .....	3 semester hours	___
ACM 397 Acquisition and Contract Management Negotiations .....	3 semester hours	___
ACM 398 Government Contract Law .....	3 semester hours	___
ACM 400 Advanced ACM Research/Project .....	3 semester hours	___
Electives (Selected from ESM, ISM, LSM courses) .....	7 semester hours	___
<b>B. Business/Management: .....</b>	<b>34 semester hours</b>	
MG 302 Management Information Systems .....	3 semester hours	___
MG 303 Management Decision Support Systems .....	3 semester hours	___
* MG 320 Organizational Communication .....	3 semester hours	___
MG 346 Principles of Management and Leadership .....	3 semester hours	___
MG 350 Financial Management .....	3 semester hours	___
MG 352 International Business <b>OR</b> EC320 International Commerce .....	3 semester hours	___
MG 390 Operations Management .....	3 semester hours	___
MG 415 Technical Risk Management .....	3 semester hours	___
MG 417 Management of Change .....	3 semester hours	___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
** MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester</i> ) .....	1 semester hour	___
MK 331 Marketing Principles .....	3 semester hours	___

**TOTAL PROFESSIONAL HOURS: ..... 62 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.*

**5.\*\*Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

**TOTAL MINIMUM HOURS FOR GRADUATION: ..... 124 SEMESTER HOURS**