

# AUTOMOTIVE MANAGEMENT, B.B.A.

## Major Code: 1656

The Bachelor of Business Administration Degree in Automotive Management will prepare students for entry level into the industry at the supervisory or management level with technical knowledge of automotive construction and operation. Courses combine an emphasis in automotive and business management in the first two years. In the junior and senior years, students will continue with business management with a heavy concentration of automotive management. These courses will consist of: automotive shop management, automotive fleet management and automotive parts management and merchandising. The spring semester will culminate with an internship in an automotive or transportation-related business.

Students in this degree program will be able to take advantage of SUNY Morrisville's Automotive Technology Building. The building is set up like a dealership, it provides students with a technologically sophisticated environment with nine state-of-the-art laboratories. There is a showroom where students can hone their sales and management skills, three classrooms and a chassis dynamometer room. The bays in each laboratory are connected to the college's computer network in order to utilize the computerized manual and management system. This gives students quick access to automotive-related information.

The Automotive Management program prepares students for supervisory or management-level positions in the automotive industry.

## Graduation Requirements

All BT and BBA programs require a minimum of 120 credit hours including 30 credit hours from SUNY general education courses with courses in seven of the ten SUNY general education categories. SUNY requires that all Bachelor degree programs must have at least 45 credit hours of upper-division courses with 24 credit hours of upper-division courses in the major. To fulfill these requirements along with the required courses for this program, 121 credits are required for this program. Students must maintain a GPA of 2.0 or greater in all Automotive classes. An overall GPA of 2.0 or higher is required for graduation.

## Program Requirement

Students are required to have a tool set and roll around tool box.

## Student Learning Outcomes

Upon successful completion of this program, students will be able to:

- Communicate effectively both in writing and in presentations in areas of the Automotive Industry
- Evaluate strategies for solving automotive business-related problems
- Assess and evaluate the impact of developing technologies
- Identify technology and workforce strategies to enhance overall productivity and effectiveness in automotive business operations
- Demonstrate computer competency for accessing data and documenting automotive repair records

## Curriculum Requirements

A minimum of 121 credits is required for degree completion.

Code	Title	Credits
<b>Requirements</b>		
AUTO 102	Metals	3
AUTO 103	Internal Combustion Engines I	3
AUTO 104	Basic Auto Electrical Systems	3
AUTO 109	Chassis Analysis I	4
AUTO 138	Automobile Industry Awareness	1
AUTO 202	Autobody Fundamentals	3
AUTO 204	Automotive Electronic Systems	3
AUTO 205	Electronic Fuel Systems	3
AUTO 209	Chassis Analysis II	4
AUTO 359	Collision Business & Mgt	3
AUTO 360	Auto Shop Mgt & Supervision	3
AUTO 380	Auto Parts Management	3
AUTO 400	Automotive Fleet Management	3
AUTO 420	Auto Industry Internship Orien	1
AUTO 421	Automotive Industry Internship	12
ACCT 101	Principles of Accounting I	3
ACCT 102	Principles of Accounting II	3
BSAD 108	Business Law 1	3
BSAD 112	Marketing	3
BSAD 116	Business Organization & Mgmt	3
BSAD 221	Business Statistics	3
BSAD 300	Management Communications	3
BSAD 310	Human Resource Management	3
BSAD 325	Marketing Management	3
BSAD 350	Principles Corporate Finance	3
BSAD 449	Management Policy and Issues	3
CITA 101	Principles Computer Apps	3
CITA 405	Project Management	3
SUNY General Education Communication Written and Oral as Advised		3-6
ECON 100	Introduction to Macroeconomics	3
	or ECON 140 Introduction to Microeconomics	
SUNY General Education Mathematics (and Quantitative Reasoning) as Advised		3
SUNY General Education Natural Sciences (and Scientific Reasoning) as Advised		3
PSYC 101	Introduction to Psychology	3
PSYC 304	Industrial/Org Psychology	3
SUNY General Education Diversity, Equity, Inclusion and Social Justice as Advised		3
SUNY General Education courses in US History & Civic Engagement, Humanities, World History & Global Awareness, The Arts, or Global Languages as Advised		6
SUNY General Education Electives to Complete 30 Credits		0-3
<b>Total Credits</b>		<b>118-124</b>

## Suggested Course Sequence

Course	Title	Credits
<b>Year 1</b>		
<b>Fall</b>		
AUTO 102	Metals	3
or AUTO 103	or Internal Combustion Engines I	
AUTO 104	Basic Auto Electrical Systems	3

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AUTO 109	Chassis Analysis I (Fall Only)	4
AUTO 138	Automobile Industry Awareness	1
MATH - SUNY General Education Mathematics (and Quantitative Reasoning) as Advised		3
<b>Credits</b>		<b>14</b>
<b>Spring</b>		
AUTO 102 or AUTO 103	Metals or Internal Combustion Engines I	3
AUTO 209	Chassis Analysis II (Spring Only)	4
CITA 101	Principles Computer Apps	3
SUNY General Education Communication Written and Oral as Advised		3
SUNY General Education Natural Sciences (and Scientific Reasoning) as Advised		3
<b>Credits</b>		<b>16</b>
<b>Year 2</b>		
<b>Fall</b>		
ACCT 101	Principles of Accounting I	3
AUTO 202	Autobody Fundamentals (Fall Only)	3
AUTO 204	Automotive Electronic Systems (Fall Only)	3
AUTO 205	Electronic Fuel Systems (Fall Only)	3
SUNY General Education Diversity, Equity, Inclusion and Social Justice as Advised		3
PSYC 101	Introduction to Psychology	3
<b>Credits</b>		<b>18</b>
<b>Spring</b>		
ACCT 102	Principles of Accounting II	3
BSAD 108	Business Law 1	3
BSAD 116	Business Organization & Mgmt	3
ECON 100 or ECON 140	Introduction to Macroeconomics or Introduction to Microeconomics	3
SUNY General Education Communication or Elective as Advised		3
SUNY General Education Elective as Advised		3
<b>Credits</b>		<b>18</b>
<b>Year 3</b>		
<b>Fall</b>		
AUTO 360	Auto Shop Mgt & Supervision	3
BSAD 112	Marketing	3
BSAD 221	Business Statistics	3
BSAD 300	Management Communications	3
SUNY General Education Elective as Advised		3
<b>Credits</b>		<b>15</b>
<b>Spring</b>		
AUTO 359	Collision Business & Mgt	3
BSAD 310	Human Resource Management	3
BSAD 325	Marketing Management	3
BSAD 449	Management Policy and Issues	3
PSYC 304	Industrial/Org Psychology	3
<b>Credits</b>		<b>15</b>
<b>Year 4</b>		
<b>Fall</b>		
AUTO 380	Auto Parts Management	3
AUTO 400	Automotive Fleet Management	3
AUTO 420	Auto Industry Internship Orien	1
BSAD 350	Principles Corporate Finance	3
CITA 405	Project Management	3
<b>Credits</b>		<b>13</b>
<b>Spring</b>		
AUTO 421	Automotive Industry Internship	12
<b>Credits</b>		<b>12</b>
<b>Total Credits</b>		<b>121</b>