

Exhibit A

Insurance Management
(I=Insurance Industry, SA=Sales and Agency)

Stackable Credentials

Rubric	Course	Course Title	Cert 1		Cert 2		AAS - Tracks	
			I	SA	I	SA	I	SA
INSR	1374	Personal Lines Insurance Underwriting	I		I		I	SA
INSR	1301	Commercial Insurance	I		I		I	
INSR	1305	Personal Insurance	I		I		I	
INSR	1351	Essentials of Risk Management	I		I		I	
INSR	2311	Workers Compensation and Medical Aspects of Claims	I		I		I	
INSR	2319	Liability Insurance Claims Adjusting	I		I		I	
INSR	1345	Commercial Liability Risk Management and Insurance	I	SA	I		I	SA
INSR	1375	Insurance Data Analytics		SA	I		I	SA
INSR	1353	Insurance Operations		SA	I		I	SA
INSR	2340	Multiline Insurance Sales and Marketing		SA	I		I	SA
MRKG	1301	Customer Relationship Management		SA	I ¹		I	SA
MRKG	2312	e-Commerce Marketing		SA			I	SA
MRKG	2333	Principles of Selling		SA			I	SA
INSR	1355	The Legal Environment of Insurance			I		I	SA
BUSG	2380	Cooperative Education - Business/Commerce, General (Capstone) ²			I		I	SA
ACCT	2301	Principles of Financial Accounting					I	SA
BCIS	1305	Business Computer Applications					I	SA
BMGT	1341	Business Ethics					I	SA
BMGT	1344	Negotiations and Conflict Management					I	SA
BUSI	1307	Personal Finance					I	SA
<i>ECON</i>	<i>1301</i>	<i>Introduction to Economics</i>					I	SA
<i>ENGL</i>	<i>1301</i>	<i>Composition I</i>					I	SA
<i>GEN ED</i>		<i>Humanities/Fine Arts</i>					I	SA
<i>MATH</i>	<i>1342</i>	<i>Elementary Statistical Methods</i>					I	SA
<i>SPCH</i>	<i>1321</i>	<i>Business and Professional Communication</i>					I	SA
Total SCH			21	21	39	60	60	

¹May substitute MRKG 2312 or MRKG 2333

²OR INSR 1391 Special topics: Insurance

Italics=Courses for SACSCOC required distribution of general education component.

Exhibit A

AAS - Veterinary Technology

Rubric	Course	Course Title	AAS
VTHT	1105	Veterinary Medical Terminology	X
VTHT	1217	Veterinary Office Management	X
VTHT	1245	Veterinary Radiology	X
VTHT	1249	Veterinary Pharmacology	X
VTHT	1271	ST VTNE Prep Course (Capstone)	X
VTHT	1280	COOP-ED Veterinary/Animal Health Technology	X
VTHT	1301	Introduction to Veterinary Technology	X
VTHT	1313	Veterinary Anatomy and Physiology	X
VTHT	1341	Anesthesia and Surgical Assistance	X
VTHT	2201	Canine and Feline Clinical Management	X
VTHT	2205	Equine Clinical Management	X
VTHT	2213	Lab Animal Clinical Management	X
VTHT	2280	COOP-ED Veterinary/Animal Health Technology	X
VTHT	2321	Veterinary Parasitology	X
VTHT	2323	Veterinary Clinical Pathology I	X
VTHT	2325	Large Animal Assisting Techniques	X
VTHT	2331	Veterinary Clinical Pathology II	X
VTHT	2439	Veterinary Nursing Care	X
<i>BIOL</i>	<i>1406</i>	<i>Biology for Science Majors I</i>	X
<i>ENGL</i>	<i>1301</i>	<i>Composition I</i>	X
<i>GEN ED</i>	<i>X3XX</i>	<i>Any Course from the Social and Behavioral Sciences</i>	X
<i>MATH</i>	<i>1314</i>	<i>College Algebra</i>	X
<i>SPCH</i>	<i>1311</i>	<i>Introduction to Speech Communication</i>	X

TOTAL SCH 60

Italics = courses for SACSCOC required distribution of general education component.