



AAS Insurance Management - Sales and Agency Track

Guided Pathway

Effective beginning with the 2021-2022 catalog

First Year - Collin College

FIRST SEMESTER	SECOND SEMESTER
BMGT 1344 Negotiations and Conflict Management	ACCT 2301 Principles of Financial Accounting
BUSI 1307 Personal Finance	BCIS 1305 Business Computer Applications
INSR 1345 Commercial Liability Risk Management and Insurance	BMGT 1341 Business Ethics
^c ECON 1301 Introduction to Economics	^c SPCH 1321 Business and Professional Communication
^c ENGL 1301 Composition I	
15 credit hours	12 credit hours

SUMMER SEMESTER
INSR 1375 Insurance Data Analytics
^c MATH 1342 Elementary Statistical Methods
6 credit hours

Second Year - Collin College

FIRST SEMESTER	SECOND SEMESTER
INSR 1353 Insurance Operations	BUSG 2380 Cooperative Education – Business/Commerce, General or INSR 1391 Special Topics in Insurance
INSR 2340 Multiline Insurance Sales and Marketing	INSR 1355 The Legal Environment of Insurance
MRKG 1301 Customer Relationship Management	INSR 1374 Personal Lines Insurance Underwriting
^c Humanities/Fine Arts (see list below)	MRKG 2312 e-Commerce Marketing
	MRKG 2333 Principles of Selling
12 credit hours	15 credit hours

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Contact your advisor at Collin College for information about applying for your associate degree.

^cCore Curriculum transferrable to any public college or university in Texas.

Collin Options:

Humanities/Fine Arts – **ARTS** 1301, 1303, 1304, 1313, **DANC** 2303, **DRAM** 1310, 2361, 2362, 2366, **ENGL** 2322, 2323, 2327, 2328, 2332, 2333, 2341, **HIST** 2311, 2312, 2321, 2322, **HUMA** 1301, **MUSI** 1306, 1307, 1310, **PHIL** 1301, 1304, 2303, 2306, 2307, 2321