A CLOSER LOOK
BAS Regional Commerce

The BAS in Regional Commerce is for those wishing to enter or advance in the local or regional business world. Regional Commerce will prepare students for careers with government entities, private business, the import-export/broker industry, local merchants, or as a small business owner. The Regional Commerce courses are theory based with an application component to them. This approach allows the student to gain the knowledge, skills, and abilities of a small business professional and the opportunity to apply those competencies as they work with local economic development professionals, local economists, or local business leaders in the form of internships, research projects, or business plan projects.

Regional Commerce is offered in the following locations: Sierra Vista, Pima County, Douglas, Santa Cruz County, and Online

Eric Mapp, Ph. D
Assistant Professor | Program Director
BS Commerce; BAS Regional Commerce
mapp@email.arizona.edu

Dr. Eric Mapp holds a doctorate in Management with a specialty in Leadership and Organizational Change; his MBA in International Business; and his Bachelor’s in Personnel Administration. Dr. Mapp’s current academic research interests include Leadership, Leadership Competencies, and Leadership Development.

Dr. Mapp worked for Cochise College as a Department Chair for Business and Economics. He also served as Director of Economic Development for the City of Douglas, Arizona; and has owned a small business -- a Sports Grill.

What are the Requirements to Enter the Program?

The Regional Commerce program requires a supplemental program application in addition to admission to The University of Arizona. The entrance requirements include:

- Minimum 2.5 GPA in your college coursework
- Resume
- Goal Statement
- AAS degree in Business or related field

Please contact us if you have any questions about the transferability of your credits, your admissibility to the program, or the application process. For full application instructions, please visit http://uas.arizona.edu/admissions.

Sample courses in the program

RNCV 419: Strategic Initiative and Tactical Planning - This course reviews the development of strategic initiatives in the competitive environment of commerce and the development of tactical for competing effectively.

RNCV 315: Entrepreneurship and Small Business Growth - An introduction for those who are interested in the process of creating and developing new products or services or who plan to start their own business. Entrepreneurship is not limited to creating new businesses. Many business ideas stem from new product development within an existing business organization.
A CLOSER LOOK
BAS Regional Commerce

Average Job Salary Range
As more students pursue their degree in Regional Commerce, there is a growing need to illuminate the best career paths in the field:

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Salary Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auditor</td>
<td>$39,600 - $62,900</td>
</tr>
<tr>
<td>Management Analyst</td>
<td>$43,900 - $78,500</td>
</tr>
<tr>
<td>Banking Center Manager and Branch Manager</td>
<td>$58,100 - $107,200</td>
</tr>
<tr>
<td>Operations Research Analyst</td>
<td>$40,600 - $71,900</td>
</tr>
<tr>
<td>Loan Officer</td>
<td>$32,100 - $58,000</td>
</tr>
<tr>
<td>Personal Financial Advisor</td>
<td>$32,800 - $66,600</td>
</tr>
<tr>
<td>Budget Analyst</td>
<td>$45,400 - $69,100</td>
</tr>
<tr>
<td>Labor Union Business Agent</td>
<td>$50,000 - $65,000</td>
</tr>
</tbody>
</table>


“My experience at the University of Arizona South has been a remarkable one. Every class, professor, and classmate made a contribution to my rich education. The communication from my professors was incredible and I felt that I was part of a small community. Without a doubt, going to UA has been one of the best decisions I have made in my life.”

-Laura Hurtado

Questions?
For more information, reach out to a UAS representative.
You can find one in your area by visiting our website at:
http://www.uas.arizona.edu

Contact Us
Talk to an Enrollment Counselor today at: 520-626-1702
Schedule an appointment with an Academic Advisor: https://uas.arizona.edu/academic-advisors
Financial Aid Information: https://uas.arizona.edu/financial-aid

Career Outlook
Sample Employers
- Trading Companies
- Supply Chain Management Companies
- Marketing Companies
- Transportation and Logistics Companies
- Insurance and Credit Companies

Potential Career Areas
- Electronic Commerce
- Administration
- Logistics
- Sales and Management
- Marketing and Public Relations