### Management 100, “Introduction to Business Management,” (3 units) Telecourse Mode

<table>
<thead>
<tr>
<th></th>
<th>Fall 2005</th>
<th>Fall 2006</th>
<th>Fall 2007</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td># Sections</td>
<td>Distance</td>
<td>Traditional</td>
<td>Distance</td>
<td>Traditional</td>
</tr>
<tr>
<td></td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td># Enrollments</td>
<td>9</td>
<td>38</td>
<td>12</td>
<td>45</td>
</tr>
<tr>
<td>% Success</td>
<td>44.4</td>
<td>52.6</td>
<td>50</td>
<td>40</td>
</tr>
<tr>
<td>% Retention</td>
<td>77.8</td>
<td>57.9</td>
<td>75</td>
<td>75.6</td>
</tr>
</tbody>
</table>

### Demographic Data:

- **# Sections**: 36 (100)
- **# Enrollments**: 36 (100) / 97 (100) / 13 (21)
- **Total**: 36 (100) / 97 (100) / 13 (21)

### Definitions and Notes:

#### Demographic Data:

Student success data are the sum of Fall semesters when offered.

#### Enrollments/Dup. Headcount:

Sum of end-of-term enrollments.

#### Retention %:

The percentage of enrollments with a grade of A, B, C, D, F, CR, NC, I, at end-of-term. (Only excludes W's.)

#### Success %:

The percentage of enrollments with a grade of A, B, C, CR at end-of-term.

#### Note:

In some cases there may be discrepancies between the totals for "Enrollments/Duplicated Headcount" and the "Successful Course Completion Rates." This discrepancy is not an error. The course-completion rates may reflect the fact that some students dropped before receiving a "W," and, therefore, are not included in the enrollment count.

Prepared by CSM’s Office of Planning, Research, and Institutional Effectiveness, 12/2008