

UTK ARTICULATION AGREEMENT MARKETING (GS15)

This program leads to an Associate of Science degree from Pellissippi State and a Bachelor of Science in Business Administration with a major in Marketing from the University of Tennessee.

PELLISSIPPI STATE

Freshman	fall	spring	Sophomore	fall	spring
English 1010-1020	3	3	³ Humanities/Arts Electives	3	3
¹ Mathematics 1630-1830 or 1910-1920	3-4	4	Accounting 2000	3	-
² Lab Science Sequence	4	4	Economics 2010	4	-
Speech 2100	-	3	⁴ Sophomore Literature	3	-
Business Administration 1010	1	-	Business Administration 2010	-	4
History 1010-1020 or 1110-1120	3	3	Mathematics 2050	-	3
			English 2950	-	3
			⁵ Social Science Elective	3	-
TOTAL	14-15	17			
			TOTAL	16	13

Students may progress into a major in the College of Business Administration on the basis of the availability of space in the college. While the minimum cumulative grade point average is subject to change, the minimum required in this prescribed curriculum for 2005-2006 is 2.75 in the following pre-core business classes: Accounting 2000, Business Administration 2010, Economics 2010, Mathematics 1630-1830 or 1910-1920, Mathematics 2050, and English 2950.

UNIVERSITY OF TENNESSEE

Marketing-Collateral Option

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	3
Business Administration 341-342	4	⁶ Collateral	6
Finance 301	3	⁷ Marketing Electives	4
Business Administration 353	3	Management 401	3
Business Administration 361	3	Marketing 460	3
Intermediate Foreign Language	6	Philosophy 243, 244, or 443	3
Marketing 340-345	5	Electives	4
Business Law 301	3		
⁶ Collateral	3	TOTAL	26
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TOTAL	34		

¹Students who choose MATH 1630-1830 must take MATH 1130 before MATH 1630 if they do not have an ACT Math score of at least 21. Students who choose MATH 1910-1920 must take MATH 1730 before MATH 1910 if they do not have an ACT score of at least 26.

²Select two courses from: BIOL 1110-1120; CHEM 1010-1020; 1110-1120; GEOL 1040, 1050, 1300; PHYS 2010-2020, 2110-2120.

³Select two courses from: ART 1720, 1730; MUS 1030; PHIL 1030; THEA 1030.

⁴Select from: ENGL 2110, 2120, 2210, 2220, 2310, 2320, 2331, 2510, 2520.

⁵Select from: ANT 1300; HIST 2040; POL 1020; PSY 1010; SOC 1010, 1020.

⁶Select nine hours from one area: Logistics – LOG 310, 411, 421; Resource Management - ACC 321, FIN 435, 455; Information Management - IM 341, 342, 442 or 443; International Business - BA 371, MGT 471, ECON 329.

⁷Select two courses from: MKT 452, 456, 458.

TRANSFER AGREEMENT OPTION: Students who do NOT wish to graduate from PSTCC but who still want to complete UTK pre-major requirements for business should satisfy the following:

- A. Complete the intermediate foreign language sequence at PSTCC (currently listed in the junior year). Students will take 6 hours of electives at UTK in place of the foreign language to meet the minimum 60 hours required at a 4-year institution.
- B. Complete one course in Western or World Civilization (instead of a sequence).
- C. Complete one humanities/arts elective (instead of two).

NOTE: Only in exceptional cases will an application for transfer students be considered after 75 hours of coursework have been attempted.

UTK ARTICULATION AGREEMENT MARKETING (CONTINUED)

UNIVERSITY OF TENNESSEE

Logistics Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	3
Business Administration 341-342	4	⁶ Marketing Electives	4
Finance 301	3	Logistics 411; 421 or 413	6
Business Administration 353	3	Management 401	3
Business Administration 361	3	Marketing 460	3
Intermediate Foreign Language	6	Logistics 460	3
Marketing 340	3	Philosophy 243, 244, or 443	3
Business Law 301	3	Electives	3
Logistics 310	3		
TOTAL:	<u>32</u>	TOTAL:	<u>28</u>

⁶Select two courses from: MKT 452, 456, 458.

International Business Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	3
Business Administration 341-342	4	⁶ Management 481	3
Finance 301	3	⁶ Management 471	3
Business Administration 353	3	⁶ Business Administration 371	3
Business Administration 361	3	⁷ Marketing Electives	4
Intermediate Foreign Language	6	Management 401	3
Marketing 340	3	Marketing 460	3
Business Law 301	3	Philosophy 243, 244, or 443	3
⁶ Economics 329	3	Electives	3
TOTAL:	<u>32</u>	TOTAL:	<u>28</u>

⁶Course work for the International Business Concentration may be substituted with a study abroad program.

⁷Select two courses from: MKT 452, 456, 458.

Statistics Dual Concentration (Option 1)

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	3
Business Administration 341-342	4	⁶ Marketing Electives	4
Finance 301	3	Statistics 330, 471, 471, or 475	9
Business Administration 353	3	Management 401	3
Business Administration 361	3	Marketing 460	3
Intermediate Foreign Language	6	Philosophy 243, 244, or 443	3
Marketing 340	3	Electives	3
Business Law 301	3		
Statistics 320	3		
TOTAL:	<u>32</u>	TOTAL:	<u>28</u>

⁶Select two courses from: MKT 452, 456, or 458.

UTK ARTICULATION AGREEMENT MARKETING (CONTINUED)

UNIVERSITY OF TENNESSEE

Statistics Dual Concentration (Option 2)

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	3
Business Administration 341-342	4	⁶ Marketing Electives	4
Finance 301	3	Statistics 471, 474, and 475	9
Business Administration 353	3	Management 401	3
Business Administration 361	3	Marketing 460	3
Intermediate Foreign Language	6	Philosophy 243, 244, or 443	3
Marketing 340	3	Electives	3
Business Law 301	3		
Statistics 320	3	TOTAL:	<u>28</u>
TOTAL:	<u>32</u>		

⁶Select two courses from: MKT 452, 456, 458.

International Business Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	3
Business Administration 341-342	4	Information Management 342	3
Finance 301	3	Information Management 442	3
Business Administration 353	3	Information Management 443	3
Business Administration 361	3	⁶ Marketing Electives	4
Intermediate Foreign Language	6	Management 401	3
Marketing 340	3	Marketing 460	3
Business Law 301	3	Philosophy 243, 244, or 443	3
Information Management 341	3	Electives	3
TOTAL:	<u>32</u>	TOTAL:	<u>28</u>

⁶Select two courses from: MKT 452, 456, 458.