

## 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	<sup>3</sup> Humanities/Arts Elective .....	3	-
<sup>1</sup> Mathematics 1630-1830 or 1910-1920 .....	3-4	4	Philosophy 2420 .....	-	3
<sup>2</sup> Lab Science Sequence .....	4	4	Accounting 2000 .....	3	-
Speech 2100 .....	-	3	Economics 2010 .....	4	-
History 1010-1020 or 1110-1120 ....	3	3	<sup>4</sup> Sophomore Literature .....	3	-
			Business Administration 2010 .....	-	4
			Mathematics 2050 .....	-	3
TOTAL	13-14	17	English 2950 .....	-	3
			<sup>5</sup> Social Science Elective .....	3	-
			<sup>6</sup> Approved Elective .....	-	1
			TOTAL	16	14

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 2006-2007 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

#### *Collateral Option*

Junior	Hours	Senior	Hours
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	<sup>7</sup> Collateral .....	6
Business Administration 353 .....	3	<sup>8</sup> Marketing Electives .....	4
Business Administration 361 .....	3	Marketing 460 .....	3
Intermediate Foreign Language .....	6	Electives .....	7
Marketing 340-345 .....	5	Management 401 .....	3
<sup>7</sup> Collateral .....	3		
		TOTAL	29
TOTAL	31		

<sup>1</sup>Students who choose MATH 1630-1830 must take MATH 1130 before MATH 1830 if they do not have an ACT Math score of at least 23. 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.

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

<sup>3</sup>Select one course from: ART 1720, 1730; MUS 1030; PHIL 1030; THEA 1030.

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

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

<sup>6</sup>A minimum of 60 hours is required for PSTCC graduation. Students who already have 60 or more hours do not need this elective.

<sup>7</sup>Select 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.

<sup>8</sup>Select two courses from: MKT 452, 456, 458.

**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

<b>Junior</b>	<b>Hours</b>	<b>Senior</b>	<b>Hours</b>
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	<sup>7</sup> Marketing Electives .....	4
Business Administration 353 .....	3	Logistics 411 .....	3
Business Administration 361 .....	3	Marketing 460 .....	3
Intermediate Foreign Language .....	6	Logistics 421 or 413; 460 .....	6
Marketing 340 .....	3	Electives .....	6
Logistics 310 .....	3	Management 401 .....	3
		TOTAL:	31
TOTAL:	29		

<sup>7</sup>Select two courses from: MKT 452, 456, 458.

#### International Business Dual Concentration

<b>Junior</b>	<b>Hours</b>	<b>Senior</b>	<b>Hours</b>
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	<sup>7</sup> Management 481 .....	3
Business Administration 353 .....	3	<sup>7</sup> Management 471 .....	3
Business Administration 361 .....	3	<sup>7</sup> Business Administration 371 .....	3
Intermediate Foreign Language .....	6	<sup>8</sup> Marketing Electives .....	4
Marketing 340 .....	3	Marketing 460 .....	3
<sup>7</sup> Economics 329 .....	3	Electives .....	6
		Management 401 .....	3
TOTAL:	29	TOTAL:	31

<sup>7</sup>Course work for the International Business Concentration may be substituted with a study abroad program.

<sup>8</sup>Select two courses from: MKT 452, 456, 458.

#### Statistics Dual Concentration (Option 1)

<b>Junior</b>	<b>Hours</b>	<b>Senior</b>	<b>Hours</b>
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	<sup>7</sup> Marketing Electives .....	4
Business Administration 353 .....	3	Statistics 330, 471; 474, or 475 .....	9
Business Administration 361 .....	3	Marketing 460 .....	3
Intermediate Foreign Language .....	6	Electives .....	6
Marketing 340 .....	3	Management 401 .....	3
Statistics 320 .....	3		—
TOTAL:	29	TOTAL:	31

<sup>7</sup>Select two courses from: MKT 452, 456, or 458.

## UTK ARTICULATION AGREEMENT MARKETING (CONTINUED)

### UNIVERSITY OF TENNESSEE

#### *Statistics Dual Concentration (Option 2)*

<b>Junior</b>	<b>Hours</b>	<b>Senior</b>	<b>Hours</b>
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	<sup>7</sup> Marketing Electives .....	4
Business Administration 353 .....	3	Statistics 471, 474, and 475 .....	9
Business Administration 361 .....	3	Marketing 460 .....	3
Intermediate Foreign Language .....	6	Electives .....	6
Marketing 340 .....	3	Management 401 .....	3
Statistics 320 .....	3		
TOTAL:	<u>29</u>	TOTAL:	<u>31</u>

<sup>7</sup>Select two courses from: MKT 452, 456, 458.

#### *Information Management Dual Concentration*

<b>Junior</b>	<b>Hours</b>	<b>Senior</b>	<b>Hours</b>
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	Information Management 342 .....	3
Business Administration 353 .....	3	Information Management 442 .....	3
Business Administration 361 .....	3	Information Management 443 .....	3
Intermediate Foreign Language .....	6	<sup>7</sup> Marketing Electives .....	4
Marketing 340 .....	3	Marketing 460 .....	3
Information Management 341 .....	3	Electives .....	6
		Management 401 .....	3
TOTAL:	<u>29</u>	TOTAL:	<u>31</u>

<sup>7</sup>Select two courses from: MKT 452, 456, 458.

#### *Internal Auditing Dual Concentration*

<b>Junior</b>	<b>Hours</b>	<b>Senior</b>	<b>Hours</b>
Business Administration 331-332 .....	4	Business Law 301 .....	3
Business Administration 341-342 .....	4	Marketing 350 .....	3
Finance 301 .....	3	Accounting 311 .....	3
Accounting 301 .....	3	Accounting 411 .....	3
Information Management 341 .....	3	<sup>7</sup> Marketing Electives .....	4
Business Administration 353 .....	3	Marketing 460 .....	3
Business Administration 361 .....	3	Electives .....	6
Intermediate Foreign Language .....	6	Management 401 .....	3
Marketing 340 .....	3		
TOTAL:	<u>32</u>	TOTAL:	<u>28</u>

<sup>7</sup>Select two courses from: MKT 452, 456, 458.