

UTK ARTICULATION AGREEMENT MARKETING (IMKT)

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 Elective	3	-
¹ Mathematics 1630-1830 or 1910-1920	3-4	4	Philosophy 2420	-	3
² Lab Science	4	4	Accounting 2000	3	-
Speech 2100	-	3	Economics 2010	4	-
History 1010-1020 or 1110-1120	3	3	⁴ Sophomore Literature	3	-
TOTAL	13-14	17	Business Administration 2010	-	4
			Mathematics 2050	-	3
			English 2950	-	3
			⁵ Social Science	3	-
			⁶ 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 2009-2010 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, Speech 2100, and English 2950.

UNIVERSITY OF TENNESSEE

Marketing—Collateral Option

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Business Law 301	3
Business Administration 341-342	4	Marketing 360	3
Finance 301	3	⁷ Collateral	6
Business Administration 353	3	⁸ Marketing Elective	3
Business Administration 361	3	Marketing 460	3
Intermediate Foreign Language	6	Electives	7
Marketing 340, 350	6	Management 402	3
⁷ Collateral	3	TOTAL	28
TOTAL	32		

¹Enrollment in MATH 1630 requires completion of MATH 1130 or an ACT math score of at least 21 and completion of precalculus. Enrollment in MATH 1830 requires completion of MATH 1130 or an ACT math score of at least 23 and completion of precalculus. (Note: MATH 1630 does not prepare a student for MATH 1830.) Enrollment in MATH 1910-1920 requires completion of MATH 1730 or an ACT math score of 26 and completion of precalculus, geometry, and trigonometry.

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

³Select 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.

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

⁷Select nine hours from one area: Logistics – LOG 310, 411, 421; Resource Management – ACC 301, FIN 425, 455; Information Management – IM 341, 342, 442 or 443; International Business – Three courses from IB 409, 419, 429, 439, 449, 459, 469 or BA 400; and IB 489*.

⁸Select one course from: MKT 462, 466, 468.

*Students pursuing the international business collateral will be required to complete a study abroad experience approved by the College of Business Administration Undergraduate Programs Office and represented by enrollment in International Business 489.

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 (IMKT) (CONT'D)

UNIVERSITY OF TENNESSEE			
<i>Marketing - Logistics Dual Concentration</i>			
Junior	Hours	Senior	Hours
Business Administration 331-332	4	Business Law 301	3
Business Administration 341-342	4	Marketing 360	3
Finance 301	3	Logistics 411	3
Business Administration 353	3	Marketing 460	3
Business Administration 361	3	Logistics 421 or 413 and 460	6
Intermediate Foreign Language	6	Electives	7
Marketing 340	3	Management 402	3
Logistics 310	3	TOTAL	28
Marketing 350	3		
TOTAL	32		

<i>Marketing - International Business Dual Concentration</i>			
Junior	Hours	Senior	Hours
Business Administration 331-332	4	Business Law 301	3
Business Administration 341-342	4	Marketing 360	3
Finance 301	3	⁸ International Business	12
Business Administration 353	3	Marketing 460	3
Business Administration 361	3	Electives	7
Intermediate Foreign Language	6	Management 402	3
Marketing 340	3	TOTAL	32
Marketing 350	3		
⁷ International Business 489	0		
TOTAL	29		

⁷Students will be required to complete a study abroad experience approved by the College of Business Administration Undergraduate Programs Office and represented by enrollment in International Business 489.

⁸Any four courses chosen from IB 409, 419, 429, 439, 449, 459, 469 or BA 400.

<i>Marketing - Statistics Dual Concentration</i>			
Junior	Hours	Senior	Hours
Business Administration 331-332	4	Business Law 301	3
Business Administration 341-342	4	⁷ Statistics Dual Concentration	9
Finance 301	3	Marketing 360	3
Business Administration 353	3	Marketing 460	3
Business Administration 361	3	Electives	7
Intermediate Foreign Language	6	Management 402	3
Marketing 340	3	TOTAL	28
Marketing 350	3		
Statistics 320	3		
TOTAL	32		

⁷Select one option from: Option 1 – STAT 330, 471 and either 474 or 475; Option 2 – STAT 471, 474, 475.

UTK ARTICULATION AGREEMENT MARKETING (IMKT) (CONT'D)

UNIVERSITY OF TENNESSEE			
<i>Marketing - Information Management Dual Concentration</i>			
Junior	Hours	Senior	Hours
Business Administration 331-332	4	Business Law 301	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	Marketing 360	3
Intermediate Foreign Language	6	Marketing 460	3
Marketing 340	3	Electives	7
Marketing 350	3	Management 402	3
Information Management 341	3	TOTAL	28
TOTAL	32		

<i>Marketing - Internal Auditing Dual Concentration</i>			
Junior	Hours	Senior	Hours
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	Marketing 360	3
Business Administration 353	3	Marketing 460	3
Business Administration 361	3	⁷ Electives	7
Intermediate Foreign Language	6	Management 402	3
Marketing 340	3	TOTAL	28
TOTAL	32		

⁷Students are encouraged to take ACC 321.