

UTK ARTICULATION AGREEMENT MARKETING (GA34)

This program leads to an Associate of Arts 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	Accounting 2110-2120	3	3
⁵ Mathematics 1630-1830 or 1910-1920	3-4	4	Economics 2010	-	4
¹ Lab Science Sequence	4	4	⁴ Sophomore Literature	3	-
² Intermediate Foreign Language	3	3	Business Administration 2010	-	4
Speech 2100 or 2400	-	3	History 1010-1020 or 1110-1120	3	3
³ Humanities/Arts Elective	3	-	Mathematics 2050	-	3
Business Administration 1010	1	-	English 2950	3	-
			Philosophy 2420	3	-
			Physical Education Activities	1	1
TOTAL	17-18	17	TOTAL	16	18

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 2003-2004 is 2.75 in the following pre-core business classes: Accounting 2110-2120, 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	4
Business Administration 341-342	4	⁷ Collateral	6
Finance 301	3	⁸ Marketing Electives	6
Business Administration 351-352	3	Management 401	3
Business Administration 361	3	Marketing 460	2
⁶ Social Science	6	Electives	7-8
Marketing 340	3		
Business Law 301	3	TOTAL	28-29
⁷ Collateral	3		
TOTAL	32		

¹Must be a sequence chosen from: BIOL 1110-1120; BOT 1010-1020; CHEM 1110-1120; GEOL 1040-1050, 1040-1300.

²Students lacking two years of study in the same foreign language at high school level will take the prerequisite to this sequence: one year beginning foreign language.

³Select from: ART 1720, 1730; ENGL 2630; MUS 1020, 1030; THEA 1030.

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

⁵Students 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 math score of at least 26.

⁶Social Science—Select two courses from: Anthropology 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 360; Sociology 110, 117, 120, 127, 232, 250, 370.

⁷Collateral—Select nine hours from one area: Logistics & Transportation – LT 310; LT 411; LT 421; LT 441: Resource Management - ACC 321; FIN 435; FIN 455: Decision Analysis - IM 341; IM 342; STAT 365: Information Management - IM 341; IM 342; IM 351: International Business - BA 371; MGT 471; ECON 321 or 323: General Management - MGT 321; MGT 421; MGT 431 or MGT 411: Human Resource Development – HRD 340; HRD 440; HRD 455: Data Mining – STAT 320; STAT 471; STAT 474: Process Thinking – STAT 320; STAT 365; STAT 471: Forecasting – STAT 320; STAT 471; STAT 475.

⁸Marketing Electives—Choose two courses from: MKT 452, 454, 456, 458.

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

UTK ARTICULATION AGREEMENT MARKETING (CONTINUED)

UNIVERSITY OF TENNESSEE

Marketing/Logistics & Transportation Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	4
Business Administration 341-342	4	⁷ Marketing Electives	4
Finance 301	3	Logistics and Transportation 411	2
Business Administration 351-352	3	Logistics and Transportation 421	2
Business Administration 361	3	Logistics and Transportation 441	2
⁶ Social Science	6	Management 401	3
Marketing 340	3	Marketing 460	2
Business Law 301	3	Marketing 460	2
Logistics and Transportation 310	3	Logistics and Transportation 460	3
		Electives	4
TOTAL:	32	TOTAL:	28

⁶Social Science—Two courses from: Anthropology 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 360; Sociology 110, 117, 120, 127, 232, 250, 370.

⁷Marketing Electives—Choose two courses from: MKT 452, 454, 456, 458.

Marketing/International Business Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	4
Business Administration 341-342	4	⁷ Business Administration 400	3
Finance 301	3	⁷ Management 471	3
Business Administration 351-352	3	⁷ Business Administration 371	3
Business Administration 361	3	⁸ Marketing Electives	4
⁶ Social Science	6	Management 401	3
Marketing 340	3	Marketing 460	2
Business Law 301	3	Electives	6
⁷ Economics 321 or 323	3		
TOTAL:	32	TOTAL:	28

⁶Social Science—Choose two courses from: Anthropology 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 360; Sociology 110, 117, 120, 127, 232, 250, 370.

⁷Course work for the International Business Concentration may be substituted for a program of study as approved by a faculty advisor.

⁸Marketing Electives—Choose two courses from: MKT 452, 454, 456, 458.

Marketing/Statistics Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332	4	Marketing 350	4
Business Administration 341-342	4	⁸ Marketing Electives	4
Finance 301	3	⁷ Statistics Dual Concentration	9
Business Administration 351-352	3	Management 401	3
Business Administration 361	3	Marketing 460	2
⁶ Social Science	6	Electives	6
Marketing 340	3		
Business Law 301	3		
⁷ Statistics Dual Concentration	3		
TOTAL:	32	TOTAL:	28

⁶Social Science—Two courses from: Anthropology 120, 130, 320; Geography 101, 102, 320, 323; Political Science 101, 102, 107; Psychology 110, 117, 220, 360; Sociology 110, 117, 120, 127, 232, 250, 370.

⁷Statistics Dual Concentration courses—Choose one of the two groups: a) STAT 320, 330, 471, f74, or 475; b) STAT 320, 471, 474, or 475.

⁸Marketing Electives—Choose two courses from: MKT 452, 454, 456, or 458.