

## UTK ARTICULATION AGREEMENT MARKETING

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

### WALTERS STATE

Freshman	fall	spring	Sophomore	fall	spring
English 1010-1020.....	3	3	Accounting 2110 .....	3	-
Mathematics 1630-1830 or 1910-1920.....	3-4	3-4	Economics 2010.....	-	4
<sup>1</sup> Natural Science.....	4	4	<sup>4</sup> Humanities Literature.....	3	-
<sup>2</sup> Social Science .....	3	-	Business 2010 .....	-	4
<sup>3</sup> Humanities .....	-	3	Mathematics 2050 .....	3	-
Management 1100 .....	3	-	History 1110-1120.....	3	3
			Speech 2010 .....	3	-
			Management 2590.....	-	3
Total	16-17	13-14	<sup>3</sup> Humanities.....	-	3
			Total	15	17

*Walters State requires 60 hours to graduate with an Associate of Science degree.* 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 grade point average is subject to change, the minimum required in this prescribed curriculum for **2006-2007** is **3.00** in the following pre-core business classes: Accounting 2110, Business 2010, Economics 2010, Mathematics 2050, Mathematics 1630-1830 or 1910-1920, Management 2590, and Speech 2010.

### UNIVERSITY OF TENNESSEE

Junior	<u>Collateral Option</u>		Senior	Hours
	Hours	Hours		
Business Administration 331-332.....	4	Business Law 301.....	3	
Business Administration 341-342.....	4	Marketing 350.....	3	
Finance 301 .....	3	<sup>6</sup> Marketing Electives .....	4	
Business Administration 353 .....	3	<sup>5</sup> Collateral .....	6	
Business Administration 361.....	3	Management 401.....	3	
Intermediate Foreign Language .....	6	Marketing 460 .....	3	
Marketing 340-345 .....	5	Electives.....	4	
<sup>5</sup> Collateral.....	3	Philosophy 243, 244, or 443 .....	3	
Total	31	Total	29	

<sup>1</sup>Select two courses from: ASTR 1030-1031; BIOL 1010-1011, 1020-1021, 1110-1111, 1120-1121, 2510-2511; CHEM 1010-1011, 1020-1021, 1110-1111, 1120-1121; GEOL 1030-1031; PHYS 2010-2011, 2020-2021, 2110-2111, 2120-2121.

<sup>2</sup>Select from: GEOG 1013, 1014; POLI 2010; PSYC 1310; SOCI 1005, 1010, 1020, 2020.

<sup>3</sup>Select two courses from: ART 2040, 2050; MUS 1030; PHIL 1030; THEA 1030.

<sup>4</sup>Select from: ENGL 2110, 2120, 2410, 2420.

<sup>5</sup>Select 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 - BA 371, MGT 471, ECON 329;

<sup>6</sup>Marketing Electives-Choose two courses from: MKT 452, 456, 458.

## 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	Marketing 350 .....	3
Business Administration 341-342 .....	4	<sup>5</sup> 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		
<b>TOTAL</b>	<b>32</b>	<b>TOTAL:</b>	<b>28</b>

<sup>5</sup>Select four hours 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	Marketing 350 .....	3
Business Administration 341-342 .....	4	<sup>5</sup> Management 471 .....	3
Finance 301 .....	3	<sup>5</sup> Business Administration 371 .....	3
Business Administration 353 .....	3	<sup>5</sup> Management 481 .....	3
Business Administration 361 .....	3	<sup>6</sup> 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
<sup>5</sup> Economics 329 .....	3	Electives .....	3
<b>TOTAL</b>	<b>32</b>	<b>TOTAL</b>	<b>28</b>

<sup>5</sup>Course work for the International Business Concentration may be substituted with a study abroad program.

<sup>6</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	Marketing 350 .....	3
Business Administration 341-342 .....	4	<sup>5</sup> Marketing Electives .....	4
Finance 301 .....	3	Statistics 330, 471; 474, 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		
<b>TOTAL:</b>	<b>32</b>	<b>TOTAL:</b>	<b>28</b>

<sup>5</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	Marketing 350 .....	3
Business Administration 341-342 .....	4	<sup>5</sup> 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		
<b>TOTAL</b>	<b>32</b>	<b>TOTAL</b>	<b>28</b>

<sup>5</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	Marketing 350.....	3
Business Administration 341-342.....	4	<sup>5</sup> Marketing Electives.....	4
Finance 301 .....	3	Information Management 342, 442, 443 .....	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		
Information Management 341.....	3		
<b>Total</b>	<b>32</b>	<b>Total</b>	<b>28</b>

<sup>5</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	<sup>5</sup> Marketing Electives.....	4
Accounting 301 .....	3	Accounting 311, 411 .....	6
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
Information Management 341.....	3		
<b>Total</b>	<b>32</b>	<b>Total</b>	<b>28</b>

<sup>5</sup>Select two courses from: MKT 452, 456, 458.