

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
English 1010-1020	3	3
Mathematics 1630-1830 or 1910-1920	3-5	3-5
¹ Natural Science	4	4
² Foreign Language (intermediate level)	3	3
Education 1010	1	-
Physical Education.....	-	1
Total	<u>14-16</u>	<u>14-16</u>

Sophomore	fall	spring
Accounting 2210-2220	3	3
Economics 2010	-	4
English 2110 or 2120 or 2410 or 2420	3	-
Management 1110	3	-
Economics 2210 or Mathematics 2050.....	-	3
History 1110-1120.....	3	3
Speech 2010.....	3	-
Managment 2590.....	-	3
Physical Education.....	1	-
Business 2010.....	-	4
Total	<u>16</u>	<u>20</u>

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 2003-2004 is 3.00 in the following pre-core business classes: Accounting 2210-2220, Business 2010, Economics 2010, Mathematics 1630-1830, and Management 2590.

¹Must be a sequence chosen from: BIOL 1010-11, 1020-21; CHEM 1110-11, 1120-21; PHYS 2010-11, 2020-21.

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.

UTK ARTICULATION AGREEMENT MARKETING (CONTINUED)

UNIVERSITY OF TENNESSEE			
<i><u>Collateral Option</u></i>			
Junior	Hours	Senior	Hours
Business Administration 331-332.....	4	Marketing 350.....	4
Business Administration 341-342.....	4	⁵ Marketing Electives	6
Finance 301	3	⁴ Collateral	6
Business Administration 351-352.....	3	Management 401.....	3
Business Administration 361.....	3	Marketing 460	2
³ Ethics.....	3	⁶ Arts.....	3
Marketing 340	3	Electives.....	1-5
Business Law 301.....	3	⁷ Social Science.....	3
⁴ Collateral.....	3		
⁷ Social Science.....	3	Total	28-32
	Total		32

³Ethics-Choose one course from: PHIL 242, 342, or 344.

⁴Collateral-Choose nine hours from one area: Marketing-MKT 340, 460; any two of MKT 452, 454, 456, or 458: Resource Management-ACC 321; FIN 435; FIN 455: Decision Analysis-IM 341, 342; STAT 365: Information Management-IM 341, 342, 352; International Business-BA 371; MGT 471; ECON 321 or 323: Operations Management-MGT 341, 441, 421, or 410; General Management-MGT 321, 421, 431, or 411: Human Resource Development-HRD 340, 440, 455: Statistics-STAT 320, 471, 475.

⁵Marketing Electives-Choose two courses from: MKT 452, 454, 456, 458.

⁶Arts-Choose one course from: Architecture 111; Art 191; Art History 172, 173, 183; Cinema Studies 281; Classics 232, 233; English 263, 281; Music History 110, 115, 120, 125, 330; Music Theory 100; Speech 280; Theatre 100, 220, 221; Women's Studies 330.

⁷Social 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.

Logistics and Transportation Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332.....	4	Marketing 350.....	4
Business Administration 341-342.....	4	Logistics and Transportation 411.....	2
Finance 301	3	Logistics and Transportation 421.....	2
Business Administration 351-352.....	3	Logistics and Transportation 441.....	2
Business Administration 361.....	3	Management 401.....	3
³ Ethics.....	3	Marketing 460	2
Marketing 340	3	Logistics and Transportation 460.....	2
Business Law 301.....	3	⁴ Arts.....	3
Logistics and Transportation 310.....	3	Electives.....	1-5
⁵ Social Science.....	3	⁵ Social Science.....	3
	Total	Total	28-32

³Ethics-Choose one course from: PHIL 242, 342, or 344.

⁴Arts-Choose one course from: Architecture 111; Art 191; Art History 172, 173, 183; Cinema Studies 281; Classics 232, 233; English 263, 281; Music History 110, 115, 120, 125, 330; Music Theory 100; Speech 280; Theatre 100, 220, 221; Women's Studies 330.

⁵Social 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.

UTK ARTICULATION AGREEMENT MARKETING (CONTINUED)

International Business Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332.....	4	Marketing 350.....	4
Business Administration 341-342.....	4	⁵ Marketing Electives.....	4
Finance 301	3	⁴ Business Administration 400.....	3
Business Administration 351-352.....	3	⁴ Management 471.....	3
Business Administration 361.....	3	⁴ Business Administration 371.....	3
³ Ethics.....	3	Management 401.....	3
Marketing 340	3	Marketing 460	2
Business Law 301.....	3	⁶ Arts.....	3
⁴ Economics 321 or 323.....	3	Electives.....	1-5
⁷ Social Science.....	3	⁷ Social Science.....	3
Total	29	Total	25-29

³Ethics-Choose one course from: PHIL 242, 342, or 344.

⁴Course work for the International Business Concentration may be substituted for a program of study as approved by a faculty advisor.

⁵Marketing Electives-Choose two courses from: MKT 452, 454, 456, 458.

⁶Arts-Choose one course from: Architecture 111; Art 191; Art History 172, 173, 183; cinema Studies 281; Classics 232, 233; English 263, 281; Music History 110, 115, 120, 125, 330; Music Theory 100; Speech 280; Theatre 100, 220, 221; Women's Studies 330.

⁷Social 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.

Statistics Dual Concentration

Junior	Hours	Senior	Hours
Business Administration 331-332.....	4	Marketing 350.....	4
Business Administration 341-342.....	4	⁵ Marketing Electives.....	4
Finance 301	3	⁴ Statistics Dual Concentration.....	9
Business Administration 351-352.....	3	Management 401.....	3
Business Administration 361.....	3	Marketing 460	2
³ Ethics.....	3	⁶ Arts.....	3
Marketing 340	3	Electives.....	1-5
Business Law 301.....	3	⁷ Social Science.....	3
⁴ Statistics Dual Concentration.....	3	Total	28-32
⁷ Social Science.....	3	Total	32

³Ethics-Choose one course from: PHIL 242, 342, or 344.

⁴Statistics Dual Concentration courses-Choose either: STAT 320, 330, 471, 474 or 475.

⁵Marketing Electives-Choose two courses from: MKT 452, 454, 456, 458.

⁶Arts-Choose one course from: Architecture 111; Art 191; Art History 172, 173, 183; Cinema Studies 281; Classics 232, 233; English 263, 281; Music History 110, 115, 120, 125, 330; Music Theory 100; Speech 280; Theatre 100, 220, 221; Women's Studies 330.

⁷Social 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.