ARTICULATION/TRANSFER AGREEMENT

EAST TENNESSEE STATE UNIVERSITY

Bachelor of Business Administration//*Business (General Management)*

WALTERS STATE COMMUNITY COLLEGE

TN Transfer Pathway- Associate of Science/*Business Administration*

Possible Dual Enrollment Classes*: ENGL 1010, ENGL 1020, HIST 2010, HIST 2020, PSYC 1030, MUS 1030, COMM 2025, MATH 1530

Walters State Community College

FALL	HOURS	SPRING	HOURS	SOPHOMORE	FALL	SPRING	HOURS
ENGL 1010	3	ENGL 1020	3	Natural Science/Lab[1]	3/1	Natural science/Lab[1]	3/1
MATH 1630	3	MATH 1830	3	ACCT 1010	3	ACCT 1020	3
ECON 2100	3	ECON 2200	3	MATH 1530	3	ECON 2210	3
INFS 1010	3	HIST 2020	3	Fine Arts **Select one from:** ART 2000, 2020; HUM 1010,1020;MUS 1030; THEA 1030	3	Lit: **Select one from:** ENGL 2110, 2120, 2210, 2220, 2410, OR 2420	3
HIST 2010	3	Humanities: Select one from: PHIL 1030, 1040 2020, 2200, OR 2640	3	COMM 2025	3	Guided Business Electives	1
TOTAL	**15**		**15**		**16**		**14**

TOTAL HOURS: 60

[1] Select from: ASTR 1030/1031; BIOL 1010/1011, 1020/1021, 1080/1081, 1110/1111, 1120/1121, 2010/2011, 2020/2021; CHEM 1010/1011, 1050/1051, 1110/1111, or 1120/1121; GEOL 1030/1031; PHYS 2010/2011, PHYS 2020/2021, 2110/2111, 2120/2121; PSCI 1020/1021

****Only coursework for which a grade of C (2.0) or higher was earned will be accepted for transfer credit to ETSU for courses in *English, Math, Science, and Technology*. ***Computer Competency is required, either by passing a proficiency exam or INFS 1010 completion. See the website** www.ws.edu/academics/technical-ed/computer-competency/ **for info on proficiency exam or call (423) 585-2644 for additional information to register.**

East Tennessee State University

Junior	Hours	Spring	Hours	Fall	Hours	Spring	Hours
MGMT 3000	3	MGMT 3100	3	MGMT 4020	3	MGMT 4910	3
MKTG 3200	3	MGMT 4357	3	MGMT 4510	3	MGMT 3650	3
FNCE 3220	3	MKTG 3210	3	MGMT 4800	3	MGMT 4530 OR MGMT 4570	3
MGMT 3050	3	MGMT 4030	3	Online Electives	6	ONLINE ELECTIVES	6
MGMT 3310	3	MKTG 4710	3				
TOTAL	**15**		**15**		**15**		**15**

TOTAL HOURS: 60

TOTAL DEGREE CREDITS: 60+60=120

The student must meet the following requirements to be accepted into a B.B.A business major:

1) The student must have attained a minimum overall grade point average of 2.5.

2) The following English composition and mathematics courses of the General Education Core Requirements must have been successfully Completed: ENGL 1010, ENGL 1020, and MATH 1530.

3) The student must have completed and earned a grade of C (2.0) or better.

In each of the following business courses: ACCT 2010, ACCT 2020, ECON 2100, ECON 2200, ECON 2210, and MATH 1830

Students who have questions regarding the ETSU BBA in Management or Marketing may contact, Jennifer Douglas Academic Advisor,
DouglasJ@etsu.edu, 423-439-5275

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Management Major, B.B.A. (General Management Concentration)

Department of Management and Marketing

P.O. Box 70625
Phone: (423) 439-4422
225 Sam Wilson Hall
Web address: www.etsu.edu/cbat/mgmtmkt/

The Department of Management and Marketing includes a Management program and a Marketing program. The Management program offers study leading to the Bachelor of Business Administration (B.B.A.) degree with a major in Management. Management majors must select one of four concentrations: General Management, Human Resources Management, Legal Studies or Logistics/Supply Chain Management. The Marketing program offers study leading to the Bachelor of Business Administration (B.B.A.) degree with a major in Marketing. Marketing majors must select one of three concentrations: Integrated Marketing Communications, Marketing Management or Merchandising. Programs are designed to equip students with conceptual foundations and practical skills necessary for entry-level positions in both private and public-sector organizations.

Pre-Business Requirements for B.B.A. Majors

Special Admission Requirements for Management and Marketing Majors
GPA Requirements: The student must have attained a minimum overall grade point average of 2.5 to be admitted to the major.
Successful completion of the following:

- ENGL 1010 Critical Reading and Expository Writing
- ENGL 1020 Critical Thinking and Argumentation
- MATH 1530 Probability and Statistics - Noncalculus

Grade Requirements: A grade of "C" (2.0) or better in each of the following courses

- ACCT 2010 Principles of Accounting I
- ACCT 2020 Principles of Accounting II
- ECON 2070 Quantitative Methods for Business I
- ECON 2080 Quantitative Methods for Business II
- ECON 2210 Principles of Macroeconomics
- ECON 2220 Principles of Microeconomics

Suggested Four-Year Program of Study: B.B.A. Majors
Degree Requirements: 120 credits

Residency policy: At least 50 percent of the B.B.A major program requirements for the B.B.A. degree must be earned at ETSU.

General Education Requirements

These requirements include earning 41-42 credits in Communication, Humanities and Fine Arts, Social and

B.B.A. Core Requirements: 36 credits

- ACCT 2010 - Principles of Accounting I (3 credits)
- ACCT 2020 - Principles of Accounting II (3 credits)
- ECON 2070 - Quantitative Methods for Business I (3 credits)
- ECON 2080 - Quantitative Methods for Business II (3 credits)

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- MGMT 3000 - Organizational Behavior and Management (3 credits)
- MGMT 3050 - Decision Science (3 credits)
- MGMT 3310 - Legal Environment of Business (3 credits)
- MKTG 3200 - Principles of Marketing (3 credits)
- FNCE 3220 - Business Finance (3 credits)
- MGMT 3100 - Production/Operations Management (3 credits)
- MGMT 4910 - Strategic Management (3 credits)
- CSCI 3700 - Management Information Systems (3 credits)
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- **Note:** Seniors must successfully complete the Senior Business Exam (SBE) prior to beginning the capstone course MGMT 4910 Strategic Management. The SBE is administered at the end of the fall and spring semesters. Failure to successfully complete the SBE will result in the student being blocked from enrolling in MGMT 4910 for one semester until the SBE is offered again.
  General Management Concentration: 24 credits

- MGMT 4020 - Organizational Theory and Development (3 credits)
- MGMT 4030 - Current Management Issues (3 credits)
- MGMT 4510 - Human Resources Management (3 credits)
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- Choose two of the following:
- MGMT 4317 - Materials Management (3 credits)
- MGMT 4330 - Data Management (3 credits)
- ACCT 4310 - Accounting Information Systems (3 credits)
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- MKTG 3310 - Business Logistics (3 credits)
- or
- MKTG 3210 - Fundamentals of Distribution (3 credits)
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- MGMT 3650 - Supply Chain Management (3 credits)
- MGMT 4357 - CIM Applications (3 credits)
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- Choose one of the following:
- MGMT 4347 - Labor Relations/Collective Bargaining (3 credits)
- MGMT 4530 - Compensation Management (3 credits)
- MGMT 4540 - Personnel Research and Measurement (3 credits)
- MGMT 4560 - Planning and Staffing (3 credits)
- MGMT 4570 - Training and Development (3 credits)
- MGMT 4600 - Employment Law for Managers (3 credits)
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- Choose 6 credits from the following:
- Upper Division Business Courses (6 credits) or
- Upper Division College of Business and Technology electives (6 credits)
- **Note:** These electives must be approved by the chair of the Department of Management and Marketing prior to enrollment.
  No Minor Required

Free Electives: 19 credits

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