

Transfer Agreement

Oklahoma State University-IT: A.S. Business
and
University of Central Oklahoma: B.B.A. Marketing-Professional Selling
Major Code: 2144

OSU Institute of Technology	University of Central Oklahoma
ENGL 1113 Freshman Comp I	ENG 1113 English Composition
ENGL 1213 Freshman Comp II	ENGL 1213 English Composition and Research
SPCH 1113 Introduction to Speech	MCOM 1113 Fundamentals of Speech
MATH 1513 College Algebra	MATH 1513 College Algebra
STAT 2013 Statistics I	ECON 2173 Principles of Business Statistics (sub)
One course must be a lab science course	
BIOL 1014 General Biology	BIO 1114 General Biology & BIO 1211 Gen Bio Lab
PHYS1204 General Physical Science (or other options as listed in the OSU-IT catalog)	PHY 1014 University Physical Science
HUM 1013 Humanities I	HUM 2113 General Humanities Can-Med
HUM 1033 Humanities II (or other options as listed in the OSU-IT catalog)	HUM 2223 General Humanities Ren-Mod
POLS 1113 US Government	POL 1113 American National Government
HIST 1483 US History to 1865 or	HIST 1483 History of US to 1877 or
HIST 1493 US History since 1865	HIST 1493 History of US since 1877
CS 1013 Computer Literacy and Applications	CMSC 1053 Pro Computer Apps & Prob Solv
HHP 1113 Personal Health or	HLTH 1112 Healthy Life Skills or
NSCI 1113 Introduction to Nutrition	NTRN 1513 Introduction to Nutrition
ORIE 1011 College Strategies	<i>Elective</i>
	OSU-IT A.S. completes the UCO University Core requirements.
ACCT 2103 Financial Accounting	ACCT 2113 Accounting I
ACCT 2203 Managerial Accounting	ACCT 2133 Accounting II
ECON 2103 Microeconomics	ECON 2103 Principles of Microeconomics
ECON 2203 Macroeconomics	ECON 2203 Principles of Macroeconomics
MATH 2713 Calculus	MATH 2053 Math Analysis for Business

To include additional course work required for the A.S. as presented in the OSUIT Catalog.

60-64 hours

Total at UCO.....60-64

Marketing-Professional Selling.....57

Business core courses 27

Required courses:

- ECON 2173 Principles of Business Statistics
- ^MRKT 3013 Principles of Marketing
- ^MGMT 3103 Principles of Management
- ^LS 3113 Legal Environment of Business
- ^BCOM 3143 Business Communication
- ^ISOM 3263 Management Information Systems
- ^ISOM 3313 Operations Management
- ^ISOM 3323 Business Analytics
- ^FIN 3563 Fundamentals of Business Finance

Capstone 3

MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. Admission requirements can be found in the UCO Undergraduate Catalog or at <http://www.uco.edu/academic-affairs/files/ug-catalog/admission-to-cb.pdf>.

All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

Marketing - Professional Selling..... 27

Required courses:.....18

- MRKT 3123 Professional Selling
- MRKT 4133 Advanced Professional Selling
- MRKT 4143 Sales Force Management
- BCOM 4333 Negotiations
- MRKT 4353 Marketing Ethics
- MRKT 4813 Marketing Management

Elective Marketing Courses.....9

Select from the following courses:

- MRKT 3313 Business Logistics
- MRKT 3443 Business to Business Marketing
- MRKT 4433 Purchasing and Materials Management
- MRKT 4900 Practicum in Professional Selling
- MRKT 4950 Internship (Sales)

Electives to bring total to.....124

Minimum Grade Requirements

1. Average in (a) all college course work and (b) course work at UCO.....2.25
2. In all Business Support Courses and Business Core Courses minimum grade of "C"

Program-to-Program Transfer policies are available in the Introduction for Program-to-Program Agreements on the UCO website at the top of the list of agreements. Links to the agreements can be found on the Academic Affairs or Transfer Student Support web pages.