

UNIVERSITY OF CENTRAL MISSOURI

SFCC A.A. to UCM MARKETING, B.S.B.A.

YEARS 1 AND 2 AT SFCC

(UCM equivalencies in parentheses)

COMMUNICATIONS – 9 Hours

ENGL 101 English Composition I (ENGL 1020)	3
ENGL 102 English Composition II (ENGL 1030)	3
**COMM 101 Public Speaking (COMM 1000)	3

AMERICAN INSTITUTIONS – 3 Hours

HIST 101 U.S. History Before 1877 (HIST 1350) <i>or</i>	3
HIST 102 U.S. History Since 1877 (HIST 1351) <i>or</i>	3
POLS 101 American/National Gov. (POLS 1510)	3

SOCIAL SCIENCES – 3 Hours

**ECON 101 Princ. of Macroeconomics (ECON 1010)	3
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LITERATURE – 3 Hours

LIT 101, LIT 107 (ENGL 2200 or 2205), LIT 109 (ENGL 2210)	3
LIT 112 (ENGL 2220), <i>or</i> LIT 114.	

FINE ARTS: Pick One Class – 3 Hours

ART 101 (ART 1800), ART 120 (ART 1825), MUS 101 (MUS 1210), MUS 103 (MUS 2311), MUS 104 (MUS 3212), THEA 107 (THEA 2400), THEA 125	3
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HUMANITIES: Pick One Class – 3 Hours

AGRI 106, FREN 101 (FREN 1201), PHIL 101 (PHIL 1000), PHIL 102 (PHIL 2300), PHIL 104, SOC 120 (ECEL 2110), SPAN 101 (SPAN 1601)	3
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MATHEMATICS – 3 Hours

**MATH 114 College Algebra (MATH 1111)	3
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BEHAVIORAL SCIENCES – 3 Hours

PSY 101 (PSY 1100), 102 (PSY 2220), 104 (PSY 1320), BADM 107 (FIN 1820), SOC 100 (SOC 1800), <i>or</i> 102 (SOC 2825)	3
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LIFE AND PHYSICAL SCIENCES – 8 Hours

Choose one course from life sciences and one from physical sciences.

Life sciences: BIO 100 (BIOL 1110), 103 (BIOL 2010), 105 (BIOL 3721), 112 (BIOL gened), 125 (BIOL 1111), 126 (BIOL 1112), 208 (BIOL 3401 & BIOL 3402 if taken w/ BIO 207)	3-5
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Physical sciences: CHEM 101 (CHEM 1104), 123 (CHEM 1131) AGRI 119 (AGRI 2330), EASC 101 (EASC 1004), 106 (EASC 1004), 118 (EASC 3010), 120 (EASC 3112), PHYS 103 (PHYS 1103), 105 (PHYS 1101), <i>or</i> 118 (PHYS 2121)	3-5
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*WELLNESS – 1 Hour Minimum

HLTH 101 (PE 1206), WELL 116, 117, 118, 119, 121 <i>or</i> 122, <i>or</i> EDUC 110	1-2
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GENERAL EDUCATION ELECTIVE – 3 Hours

**MATH 127 Business Statistics (FIN 2801)	3
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ELECTIVES – 18 Hours Minimum

**ACCT 101 Princ. of Financial Accounting (ACCT 2101)	3
**ACCT 102 Managerial Accounting (ACCT 2102)	3
**CAPP 125 Microcomputer Applications (CIS 1600)	3
**ECON 102 Principles of Microeconomics (ECON 1011)	3
**BADM 103 Legal Environment of Business (BLAW 2720)	3

YEARS 3 AND 4 AT UCM

MAJOR REQUIREMENTS – 54 Credit Hours

MKT 3405 Marketing Policy	3
MKT 3430 Professional Sales	3
MKT 3480 Consumer Behavior	3
MKT 4460 International Marketing	3
MKT 4470 Marketing Research	3
MKT 4490 Marketing Management	3
CIS 3630 Management Information Systems	3
FIN 3801 Business Statistics II	3
FIN 3850 Principles of Finance	3
MGT 3315 Management of Organizations	3
MGT 3325 Business Communications	3
MGT 3360 Production/Operations Management	3
MGT 4357 Organizational Policy & Strategy	3
<i>Electives from the following</i>	15
MKT 1400 Orientation to Marketing	1
MKT 3410 Retail Management	3
MKT 3420 Principles of Advertising	3
MKT 3435 Internship in Marketing	1-6
MKT 3450 Digital Marketing	3
MKT 3460 Advanced Professional Sales	3
MKT 3470 Services Marketing	3
MKT 4420 Sales Management	3
MKT 4430 Marketing Distribution	3
MKT 4440 Seminar in Brand Management	3
MKT 4450 Integrated Marketing Communication	3
MKT 4454 Sports Marketing	3
MKT 4480 Special Projects in Marketing	1-3

FREE ELECTIVES – 8 Credit Hours

MINIMUM HOURS REQUIRED FOR A.A: 64 hours
MINIMUM HOURS REQUIRED FOR B.S.B.A: 120 hours

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REQUIREMENTS FOR THIS MAJOR

- Minimum hours: 120
- Minimum of 30 hours upper level credit (course numbered 300 and above; courses taken at SFCC do not count toward upper-level requirement)
- Minimum of 12 upper level credit hours in major
- Modern language requirement: No
- Graduation requirements: At least 50% of required business courses must be earned at UCM for a B.S.B.A. degree.

RESIDENCY REQUIREMENTS FOR A DEGREE AT UCM

- 30 credit hours must be completed at UCM
- 20 upper level hours must be completed at UCM
- 15 credit hours in the major must be from UCM
- 9 upper level hours in the major must be completed at UCM
- The last 12 semester hours must be earned from UCM
- If pursuing a minor, a minimum of 9 hours in the minor must be completed at UCM

ADMISSION TO B.S.B.A. PROGRAMS

Admission to all B.S.B.A. programs is conditional upon the completion of 41 credit hours and 8 pre-admission classes. A minimum 2.25 GPA is required.

B.S.B.A. Accreditation

UCM B.S.B.A. programs are accredited by The Association to Advance Collegiate Schools of Business (A.A.C.S.B.) International. www.aacsb.edu.

TRANSFER WORK

Arrange for all transfer work to be posted at UCM at the time of application. An official transcript must be received at UCM directly from each school attended. Individual transfer equivalencies can be found online at www.ucmo.edu/corequiv.

DUAL ADMISSION

Students are encouraged to apply for dual admission during their first semester at SFCC to coordinate associate degree completion with degree requirements at UCM.

<http://www.ucmo.edu/undergrad/dualadmissions.cfm>.

GENERAL EDUCATION ASSESSMENT

All UCM students are required to pass a General Education Assessment test. Students transferring in more than 45 credit hours will take the test during their first semester at UCM. Learn more at:

www.ucmo.edu/assessment/documents/gened_policy.pdf.

SFCC CATALOG

Find the current SFCC catalog online at:

<http://www.sfccmo.edu/pages/104.asp>.

UCM CATALOG

Find the current UCM catalog online at:

www.ucmo.edu/catalogs.

UCM DEPARTMENT CONTACT

The Department of Economics, Finance and Marketing, Dockery 102. 660.543.8317 www.ucmo.edu/marketing.

UCM ACADEMIC ADVISING

Harmon College of Business & Professional Studies, Ward Edwards 1600. To learn more about UCM advising, visit

www.ucmo.edu/advising.

SFCC OUTREACH

UCM representatives visit State Fair Community college on a regular basis to provide admissions, advising, financial aid, and other UCM information to future UCM transfer students. See the visit schedule at www.ucmo.edu/sfcc.

VALIDITY OF THIS TRANSFER GUIDE

This guide is based on the UCM 2017 Undergraduate Catalog and is subject to change. This guide is a recommendation only and your actual program may vary. Time to degree completion and course sequencing will depend on any credits transferred to UCM and on planned placement in math, reading, and writing. See the current UCM Undergraduate Catalog (www.catalog.ucmo.edu) and SFCC Course Catalog (<http://www.sfccmo.edu/pages/104.asp>) for a complete listing of academic policies, curriculum, prerequisites, and course descriptions.

CREDIT FOR MILITARY SERVICE

*Veterans, members of the National Guard and active duty military personnel may receive 2 hours of wellness credit by presenting a copy of their DD214 or similar record. See your SFCC navigator for more information.