

**Articulation Agreement  
Between the  
Department of Business at Seward County Community College  
And the  
Kelce College of Business at  
Pittsburg State University**

**July 11, 2006**

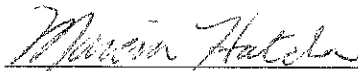
The Department of Business at Seward County Community College and College of Business Administration at Pittsburg State University agree to provide the courses listed on the attached curriculum guide as a joint two-plus-two program that will enable students to meet the requirements for the Associate in Science Degree in General Business at SCCC and the Bachelor of Science Degree in Business Administration PSU

Both colleges agree to provide student support services including admissions, academic advising, library access, technical support and others services as needed and appropriate. The staffs at both colleges and their institutions will coordinate their student services to assure a smooth transition from one institution to the other.

Both colleges will continue to review the course offerings on the attached curriculum guide and will collaboratively make any revisions. Any revisions or changes will continue to apply toward degree completion for the programs in this agreement.

Both colleges agree that all students who successfully complete the requirements for the courses listed in the attached curriculum guide, and who have met other institutional requirements for the degrees, will be granted the specified degrees.

PSU and SCCC will mutually promote and market the program. This agreement is subject to annual review by the departments and their institutions.

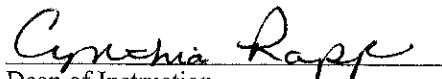


Business Division Chairperson

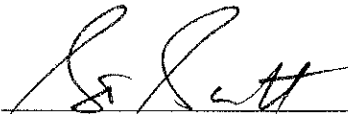
Seward County Community College



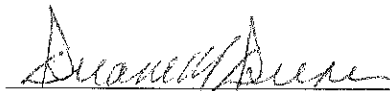
Russell Hardin, Dean  
Kelce College of Business  
Pittsburg State University



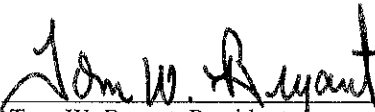
Dean of Instruction  
Seward County Community College



Steve Scott, Academic Vice President  
Pittsburg State University



President, Seward County Community College



Tom W. Bryant, President  
Pittsburg State University

**Transfer Articulation Program**  
**Pittsburg State University/Seward County Community College- Associate of**  
**Science(General Business) to Bachelor of Business Administration**  
**Majors in Management and Marketing**

**Pittsburg State University**

**Seward County Community College**

*General Education Degree Requirements*

*Equivalent Courses or Approved Substitutions*

First year Seminar

**Basic Skills (15 hours)**

COMM 207 Speech Communication  
 ENGL 101 English Composition  
 ENGL 190 Honors English Composition *or*  
 ENGL 299 Introduction to Research Writing  
*Mathematics (9 hrs Required :also see common  
 body of knowledge )*  
 MATH 113 College Algebra  
 MATH 143 Elementary Statistics

SP 1203 Public Speaking  
 EG1102 English Composition I  
  
 EG1103 English Composition II  
  
 MA 1173 College Algebra  
 MA 2103 Elementary Statistics

**General Education Electives (38-45 hours)**

Science: 8 Hrs

*Natural Sciences (Select one)*

BIOL 111 General Biology/BIOL 112 General  
 Biology Laboratory

BI 1305 Principles of Biology

*Physical Sciences (Select one):*

CHEM 105 and 106 Introductory Chemistry and  
 Laboratory *or*  
 PHYS 171 and 172 Physical Science and  
 Laboratory  
 PHYS 175 and 176 Descriptive Astronomy and  
 Laboratory

CH 1205 Introduction to Chemistry *or*  
 PH 1113 & 1121 Physical Science + Lab

Social Studies (select one)

SOC 100 Introduction to Sociology

BH 1403 Principles of Sociology

Political Studies (select one)

POLS 101 US Politics

SS 1403 American National Government

Producing and Consuming (9 hours)

*Economy*

ECON 200 Introduction to Microeconomics  
 ECON 201 Introduction to Macroeconomics

EC 2223 Principles of Microeconomics  
 EC 2213 Principles of Macroeconomics

*Business*

CSIS 130 Computer Information Systems

CS 1203 Intro Computer Concepts and Applications

Fine Art and Aesthetic Studies (2-3 hrs, select one)

ART 178 Introduction to the Visual Arts  
 ART 288 Western Art History I  
 ART 289 Western Art History II  
 MUSIC 120 Music Appreciation

AR 1323 Art Appreciation  
 AR 1703 Survey of Art History I  
 AR 1713 Survey of Art History II  
 MU 1203 Intro to Music  
 MU 1803 Intro to Jazz/Rock

Health and Well Being (4-6 hrs)

*Psychological*

PSYCH 155 General Psychology

BH 1303 General Psychology  
PE Activity Course (Does not meet a PSU degree requirement)

Human Heritage (selects one from two of the following categories, 6 hrs.)

*History*

HIST 101 World History to 1500  
HIST 102 World History from 150  
HIST 201 American History to 1865  
HIST 202 American History from 1865

HS 1503 Survey of Western Civilization I  
HS 1513 Survey of Western Civilization II  
HS 1303 American History I  
HS 1313 American History II  
HS 1423 Recent History

*Literature*

ENGL 113 General Literature

EG 1303 Introduction to Literature  
EG 2303 English Literature I  
EG 2313 English Literature II  
EG 2403 American Literature I  
EG 2413 American Literature II

ENGL 114 General literature (Genre)  
ENGL 116 General Literature (Theme)  
ENGL 120 Literature and Film  
ENGL 315 Mythology

*Philosophy*

PHIL 103 Introduction to Philosophy  
PHIL 105 Ethics  
PHIL 111 Ethics: Applied Emphasis  
PHIL 208 Logic and Critical Thinking  
PHIL 231 World Religions

PH 2203 Introduction to Philosophy  
PH 2103 Introduction to Ethics

***Common Body of Knowledge***

*(Those courses that may be completed at the Community College Level)*

ACCTG 201 Financial Accounting  
ACCTG 202 Managerial Accounting  
MGMKT 330 Basic Marketing

AC 1213 Financial Accounting  
AC 2103 Managerial Accounting  
BA 1263 Introduction to Marketing \*  
TOTAL.....65 hrs

***Courses to Complete General Education***

Cultural Studies (3-5 hrs, select one)

MLL 124 French Language and Culture I  
MLL 134 German Language and Culture I  
MLL 144 Portuguese Language and Culture I  
MLL 154 Spanish Language and Culture I  
MLL 184 Russian Language and Culture I  
MLL 194 Korean Language and Culture I  
GEOG 106 World Regional Geography  
GEOG 300 Elements of Geography  
GEOG 304 Human Geography  
WOMEN 399 Issues in Women's Studies

\*This course will transfer as an elective but will be validated for credit in MGMKT 330 Basic Marketing by successfully completing one of the following:

MGMKT 430 Consumer Behavior  
MGMKT 435 Retail Management  
MGMKT 481 Advertising Management  
MGMKT 482 Sales Management  
MGMKT 611 International Marketing

***Courses to Complete General Education (cont'd)***

**Health and Well Being**

*Physical* (Select One)

FCS 203 Nutrition and Health

HPER 150 Lifetime Fitness Concepts

BI 1403 Nutrition

PE 2213 Personal and Community Hygiene

PE 2222 Healthy Lifestyles

***Courses to Complete Common Body of Knowledge***

ECON 326 Business Finance

MGMKT 327 Organizational Theory and Behavior

MGMKT 330 Basic Marketing

ECON – Three hours selected from :

ECON 330 Money and Banking

ECON 418 Intermediate Microeconomics

ECON 419 Intermediate Macroeconomics

ECON 640 International Trade

CSIS 420 Management Information Systems

MATH 153 Introduction to Analytic Processes

MGMKT 320 Business Statistics

MGMKT 444 Legal and Social Environment of  
Business

MGMKT 477 Quantitative Decision Making

MGMKT 645 Business Strategy

***Major***

Major selected from Management or Marketing

***Major in Management***

MGMKT 628 Advanced Organizational Behavior

MGMKT 629 Human Resources Management

MGMKT 650 Quality Management

One course selected from:

ECON 640 International Trade

MGMKT 439 International Business

MGMKT 611 International Marketing

Two courses selected from:

COMM 450 Small Group Communication

COMM 629 Theories of Human Communication

COMM 755 Organizational Communication

ECON 465 Collective Bargaining

ECON 468 Labor Economics

EST 593 Introduction to Industrial Safety

HRD 596 Introduction to Human Resource  
Development

PSYCH 575 Industrial and Organizational  
Psychology

One elective 3 hour course selected from Kelce  
upper division courses.

***Major in Marketing***

MGMKT 430 Consumer Behavior

MGMKT 534 Marketing Research

MGMKT 631 Advanced Marketing Management

Two courses selected from:

- MGMKT 435 Retail Management
- MGMKT 481 Advertising Management
- MGMKT 482 Sales Management
- MGMKT 532 Marketing Channel Management
- MGMKT 550 Internet Marketing
- MGMKT 600 Topics in Business (\_\_\_\_\_)

One course selected from:

- ECON 640 International Trade
  - MGMKT 611 International Marketing
  - MGMKT 439 International Business
- One elective 3 hour course selected from Kelce upper division courses.

General Electives (electives either in Kelce College or outside Kelce)

Total minimum hours required for the degree....124