

**Transfer Agreement Checklist**  
**Associate of Science in Business**  
**BBA Marketing – Professional Sales**

**University of Arkansas Pulaski Technical College**  
**Associate of Science in Business <sup>1,2,3</sup>**

**2019-2020**

<b>English / Communications (9 credit hours)</b>			<b>UA Little Rock</b>	<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
ENGL	1311	English Composition I	RHET 1311		3	
ENGL	1312	English Composition II	RHET 1312		3	
SPCH	1300	Speech Communications	ACOM 1300		3	
<b>Mathematics (6 credit hours)</b>			<b>UA Little Rock</b>	<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
MATH	1302	College Algebra	MATH 1302		3	
MATH	1308	Business Calculus	MATH 1342		3	
<b>Lab Sciences (8 credit hours)</b>			<b>UA Little Rock</b>	<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
BIOL	1400	Biology for Non-Majors	BIOL 1400		4	
PHYS	1401	Physical Science	CORE SCIN		4	
<b>Fine Arts and Humanities (6 credit hours)</b>			<b>UA Little Rock</b>	<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
ARTS	2300	Introduction to Visual Arts or	ARHA 2305		3	
MUS	2300	Introduction to Music or	MUHL 2305			
THEA	2300	Introduction to Theatre	THEA 2305			
ENG	2337	World Literature from the Beginning to 1650 or	ENGL 2337		3	
ENG	2338	World Literature from 1650 to the Present	CORE HUMA			
<b>Social Science (9 credit hours)</b>			<b>UA Little Rock</b>	<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
HIST	2311	U.S. History to 1877 or	HIST 2311		3	
HIST	2312	US History since 1877 or	HIST 2312			
POLS	1310	American National Government	POLS 1310			
HIST	1311	History of Civilization I or	HIST 1311		3	
HIST	1312	History of Civilization II	HIST 1312			
SOCI	2300	Introduction to Sociology	SOCI 2300		3	
<b>Business Core (24 credit hours)</b>			<b>UA Little Rock</b>	<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
ACCT	2310	Principles of Accounting I	ACCT 2310		3	
ACCT	2330	Principles of Accounting II	ACCT 2330		3	
BUS	2603	Introduction to Business <sup>7</sup>	MGMT 1300		3	
BUS	2633	Legal Environment of Business	MKTG 2380		3	
MATH	2320	Introduction to Statistics & Probability	STAT 2350		3	
BUS	1403	Microcomputer Applications I <sup>8</sup>	MGMT 1310		3	
ECON	2322	Principles of Microeconomics	ECON 2322		3	
ECON	2323	Principles of Macroeconomics	ECON 2323		3	

**UA-PTC Total Hours: 62**

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**University of Arkansas at Little Rock**  
**2019-2020 Bachelor of Business Administration – Marketing – Professional Sales<sup>4</sup>**

<b>Professional Business Courses (28 credit hours)</b>			<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
BSAD	2010/4010	Career Catalyst <sup>6</sup>		0	
BSAD	3100	Business Professionalism		1	
BINS	3305	Management Information Systems		3	
BINS	3352	Data Analysis and Visualization		3	
BINS	3380	Business Communication		3	
ECON	3355	Quantitative Business Analysis		3	
FINC	3310	Business Finance		3	
MGMT	3300	Principles of Management		3	
MGMT	3304	Operations Management		3	
MGMT	4380	Business Strategy (Capstone Course)		3	
MKTG	3350	Principles of Marketing		3	

<b>Marketing Major Requirements (15 credit hours)</b>			<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
ADVT	3300	Advertising: An IMC Approach		3	
MKTG	3353	Professional Selling		3	
MKTG	3385	Consumer Analysis and Behavior		3	
MKTG	4310	Marketing Research		3	
MKTG	4385	Marketing Management (Capstone Course)		3	

<b>Marketing Electives (3 credit hours)</b>			<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
ARST	2318	Computer Applications in Art or		3	
ENGL	2336	Introduction to Creative Writing or			
RHET	4305	Document Design or			
RHET	4371	Writing on the Web or			
MGMT	4365	Business Consulting or			
IBUS	4316	Field Study in International Business or			
SPCH	3300	Interpersonal Communication or			
SPCH	3320	Advanced Public Speaking			

<b>Professional Sales Emphasis (12 credit hours)</b>			<b>Semester</b>	<b>Hours</b>	<b>Grade</b>
MKTG	4351	Sales Management		3	
MKTG	4355	Advanced Professional Selling		3	
		Professional Sales Elective (Discuss with advisor)		3	
MKTG	3361	Physical Distribution or		3	
MKTG	4370	Business to Business Marketing			

**UA Little Rock Total Hours: 58**  
**Total Hours: 120<sup>5</sup>**

<sup>1</sup> See your advisor at University of Arkansas Pulaski Technical College for degree and graduation information.

<sup>2</sup> UA Little Rock transfer course designations are either guaranteed by ACTS (acts.adhe.edu) or have been approved as a substitution by UA Little Rock. Unless otherwise noted, courses for which no UA Little Rock equivalent course is listed would transfer in as elective credit.

<sup>3</sup> Students completing the Associate of Science in Business degree requirements, as shown above, with minimum 2.25 cumulative GPA and a grade of C or greater in Composition II and College Algebra, will have satisfied the UA Little Rock Lower Level Core requirements and will be admitted to the College of Business and the Bachelor of Business Administration degree program as a junior.

<sup>4</sup> For more specific information about degree requirements within the junior and senior years at UA Little Rock, please review the UA Little Rock Undergraduate Catalog (<http://ualr.edu/catalogs/undergraduate-catalog>) and consult your UA Little Rock academic advisor.

<sup>5</sup> This degree program requires a total of 120 semester credit hours, including at least 45 upper level credit hours completed at UA Little Rock.

<sup>6</sup> The Career Catalyst program is a co-curricular degree requirement of College of Business majors. All students take BSAD 2010, Introduction to Career Catalyst upon declaring a major in the College. Over the period of their College of Business coursework, students must complete at least one activity in each of five career development areas. In the semester a student applies for graduation, he or she also registers for BSAD 4010, Career Catalyst Completion to have their activities certified.

<sup>7</sup> For completing your degree and ease of transfer, UA Little Rock prefers BUS 1013, Introduction to Business for your elective.

<sup>8</sup> The UA Little Rock business core requires students to demonstrate proficiency with use of information technology through testing.