

**Klamath Community College**  
**Associate of Applied Science in Business Administration, Marketing**  
**Emphasis**  
**to**  
**Oregon Institute of Technology**  
**Bachelor of Science Degree in Business – Marketing Option**

**Articulation Agreement**  
**2017 – 2018 Catalog**

It is agreed that students transferring from Klamath Community College's (KCC) Associate of Applied Science in Business Management - Marketing Emphasis program to Oregon Institute of Technology's (Oregon Tech) Bachelor of Science in Business, Marketing Option program (BMKT) will be given full credit for all selected courses listed below. This agreement is based on the evaluation of the rigor and content of the general education and technical courses at both KCC and Oregon Tech, and is subject to a yearly reevaluation by both schools for continuance. This agreement is dated November 2, 2017.

Baccalaureate students must complete a minimum of 60 credits of upper-division work before a degree will be awarded. Upper-division is defined as 300-and 400-level classes at a bachelor's degree granting institution. Baccalaureate students at Oregon Tech must complete 45 credits from Oregon Tech before a degree will be awarded.

Students are responsible for notifying the Oregon Tech Admissions and Registrar's Office when operating under an articulation agreement to ensure their credits transfer as outlined in this agreement. Dual enrollment is possible according to an existing Memorandum of Understanding. In order to utilize this agreement, students must be attending KCC during the above catalog year. Students must enroll at Oregon Tech within three years of this approval.

### KCC Degree Required Courses & Oregon Tech Equivalent Credits

Klamath Community College Course Number & Title	Qtr. Units	Oregon Institute of Technology Course Number & Title	Qtr. Units
<u>Arts and Letters:</u> <sup>1,2</sup> PHL 209 Business Ethics	3	Humanities elective <sup>1</sup>	3
<u>Communications:</u> SPE 111 Fundamentals of Speech WRI 121 English Composition I WRI 122 English Composition II WRI 227 Technical Writing (recommended) <sup>2</sup> <b>Or</b> BUS 214 Business Communications	3 4 4 4 3	SPE 111 Public Speaking WRI 121 English Composition WRI 122 Argumentative Writing WRI 227 Technical Report Writing	3 3 3 3
CAS 133/L Introduction to Computing Skills w/Lab	4	General elective	4
<u>Computation:</u> MTH 111 College Algebra <sup>2</sup>	5	MATH 111 College Algebra	4
<u>Health and Wellness:</u> HPE 295 Health and Fitness for Life	3	General elective	3
<u>Science/Math/Computer Science:</u> Choose a lab science from: BIO, CHE, GEL, GSC or PHY <sup>2,3</sup> CAS 140 Beginning Database - Access <sup>2</sup>	4 4	Lab Science elective <sup>3</sup> MIS 113 Introduction to Database Systems General elective	4 3 1
<u>Social Sciences:</u> PSY 201 General Psychology I <sup>2</sup>	3	PSY 201 Psychology	3
<u>Student Success:</u> CGS 100 College Survival and Success	3	General elective	3
<u>Technical Core:</u> BUS 111 Intro to Accounting BUS 206 Management Fundamentals BUS 211 Principles of Accounting I BUS 213 Managerial Accounting  BUS 218 Personal Finance BUS 226 Business Law I CAS 170 Spreadsheets	4 3 4 4  3 3 3	General elective BUS 215 Principles of Management ACC 201 Principles of Accounting I ACC 203 Principles of Managerial Accounting General Elective BUS 226 Business Law MIS 102 Spreadsheet Software Lab	4 3 4 4  4 3 3 1
<u>Emphasis – Marketing:</u> BUS 223 Principles of Marketing BUS 233 Social Media Marketing BUS 238 Sales <sup>4</sup> BUS 249 Retailing BUS 261 Consumer Behavior	3 3 3 3 3	BUS 223 Marketing I General elective (does not count toward MKT degree) General elective (does not count toward MKT degree) General elective (does not count toward MKT degree)	3 -- -- --
<u>Electives:</u> BUS 101 Introduction to Business BUS 224 Human Resource Management <sup>4</sup>	4 3	BUS 101 Introduction to Business BUS 349 Human Resource <sup>4</sup>	3 3

ECO 201 Principles of Economics: Microeconomics	4	ECO 201 Principles of Microeconomics	3
BUS 280 Cooperative Work Experience: Seminar	2	General elective (does not count toward MKT degree)	--
TEX 280 Cooperative Work Experience: Seminar	1	General elective (does not count toward MKT degree)	--
<b>Total KCC Degree Credits <sup>5</sup></b>	<b>97-98</b>	<b>Total Oregon Tech Degree Credits</b>	<b>74</b>

**Courses not required for KCC's Associate of Applied Science Business Administration-  
 Marketing Emphasis degree, but are required for Oregon Tech's Bachelor of Science in  
 Business, Marketing Option  
 and can be taken at KCC or Oregon Tech.**

<b>Klamath Community College Course Number &amp; Title</b>	<b>Qtr. Units</b>	<b>Oregon Institute of Technology Course Number &amp; Title</b>	<b>Qtr. Units</b>
BUS 203 Introduction to International Business	3	BUS 308 Principles of International Business <sup>4</sup>	3
CIS 206 Introduction to Information Technology w/Lab	3 1	MIS 206 Introduction to Management Information Systems	3
Communication elective: (choose one) SPE 140 Intro to Intercultural Communication SPE 214 Interpersonal Communication WRI 123 English Composition	3	Communication elective: (choose one) COM 205 Intercultural Communication COM 225 Interpersonal Communication WRI 123 Research Writing	3
ECO 202 Principles of Economics: Macroeconomics	3	ECO 202 Principles of Macroeconomics	3
Humanities elective (Arts & Letters) Choose from: ART, ENG, MUS, or PHL <sup>1</sup>	3	Humanities elective <sup>1</sup>	3
SPE 215 Small Group Communication: Process & Theory	3	SPE 321 Small Group & Team Communication <sup>4</sup>	3
<b>Additional KCC Credits <sup>5</sup></b>	<b>19</b>	<b>Additional Oregon Tech Credits</b>	<b>18</b>
<b>Total KCC Credits <sup>5</sup></b>	<b>116- 117</b>	<b>Total Oregon Tech Degree Credits</b>	<b>92</b>

**In addition to the above courses, the courses listed below are also required for  
 the Bachelor of Science in Business, Marketing Option and should be completed  
 at Oregon Tech.**

<b>Oregon Institute of Technology Course Number &amp; Title</b>	<b>Qtr. Units</b>
ACC 325 Finance	4
ANTH 452 Globalization	3
BUS 256 Business Communication	3
BUS 318 Marketing II	3
BUS 319 Integrated Marketing Communication	3
BUS 326 Sales and Sales Management	3

BUS 356 Business Presentations	4
BUS 397 Human Relations Management II	3
BUS 434 Global Marketing	3
BUS 435 Marketing III	3
BUS 441 Leadership I	3
BUS 442 Leadership II	3
BUS 447 Controversial Issues in Management	3
BUS 456 Business Research Methods	3
BUS 467 Service Management	3
BUS 473 Marketing Plan Development	3
BUS 478 Cases in Strategy and Policy	3
BUS 495 Senior Project Proposal	3
BUS 496 Senior Project	3
BUS 497 Senior Project	3
MATH 361 Statistical Methods I	4
MATH 371 Finite Mathematics and Calculus I	4
MGT 321 Operations Management I	3
MGT 335 Project Management	3
MIS 225 Business on the Internet	4
MIS 375 Decision Support Systems	3
PHIL 331 Ethics in the Professions or PHIL 342 Business Ethics	3
PSY 347 Organizational Behavior	3
<b>Additional Oregon Tech Credits <sup>6</sup></b>	<b>89</b>
<b>Total Oregon Tech Degree Credits <sup>7</sup></b>	<b>181</b>

1. Students can transfer up to 6 credit hours of humanities (Arts & Letters) electives into the BMKT program; these courses should be designated as humanities electives by Oregon Tech. However, only 3 humanities credits can be studio/performance based. Choose from the following KCC prefixes: ART, ENG, MUS, PHL, or Second-year Foreign Languages.

2. To maximize useable credits toward the Bachelor of Science in Business – Marketing Option Management degree, the listed courses are recommended.
3. The BMKT program requires one 4 credit biological or physical science with lab. Choose from following KCC prefixes: BIO, CHE, GEL, GSC, or PHY.
4. Does not count toward 60 credit upper-division requirement.
5. Excess college-level credits will transfer to Oregon Tech as general electives; these credits will **not** be used toward the Bachelor of Science in Business – Marketing Option degree.
6. Baccalaureate students must complete a minimum of 60 credits of upper-division work before a degree will be awarded. Upper-division is defined as 300- and 400- level classes at a bachelor's degree granting institution and 45 credits must be from Oregon Tech.
7. Oregon Tech's Bachelor of Science in Business – Marketing Option requires 181 total credits.