

LACKAWANNA COLLEGE AS IN BUSINESS STUDIES			
ARTICULATION TO UNIVERSITY OF SCRANTON BS MARKETING			
LACKAWANA COLLEGE		UNIVERSITY OF SCRANTON	
YR 1 - FIRST SEMESTER	CR	YR 1 - FIRST SEMESTER	CR
BUS 105 Introduction to Business	3	FREE ELECT - (MGT 197)	3
COM 125 Effective Speaking	3	BUS 140 - (FYDT,FYOC) Business Info & Oral Proficiency	3
ENG 105 College Writing	3	WRTG 107 - (FYW) Composition	3
MGT 105 Principles of Management	3	FREE ELECT - (MGT 197)	3
TEC 105 Information Tech Management	3	FREE ELECT - (CIL 102/CIL 102L)	3
COL 101 Freshman Experience	1	FREE ELECT - INTD197	1
TOTAL	16	TOTAL	16
YR 1 - SECOND SEMESTER	CR	YR 1 - SECOND SEMESTER	CR
ACC 101 Survey of Accounting	3	ACC 253 - Financial Accounting	3
ENG 110 Introduction to Literature (or other HUMN)	3	HUMN ELECT - ENLT 179 Introduction to Literature (or other)	3
MAT 120 College Algebra	3	FREE ELECT - (MATH 106)	3
MKT 105 Principles of Marketing	3	FREE ELECT - (MKT 197)	3
Science Elective	3	GE Natural Science	3
TOTAL	15	TOTAL	15
YR 2 - FIRST SEMESTER	CR	YR 2 - FIRST SEMESTER	CR
ECO 105 Macroeconomics	3	ECO 154 - (S,) Principles of Macroeconomics	3
HIS 118 American National Government (Can this be a different HUMN elective?)	3	HUMN ELECT - (Cannot be HIST 118)	3
PHL 205 Business Ethics	3	PHIL ELECT- (PHIL 211)	3
FREE (MAT 135 Intro Statistics and Data)	3	STAT 251 - (Q) Statistics for Business I	3
FREE (MGT 240 Business Law)	3	MGT 251 - Legal Environment of Business	3
TOTAL	15	TOTAL	15
YR 2 - SECOND SEMESTER	CR	YR 2 - SECOND SEMESTER	CR
Global Studies Elective (MGT 235 International Business)	3	ECO/IB 351 - (D) Environment of International Business	3
MKT 230 Salesmanship & Sales Mgmt	3	FREE ELECT - (MKT 197)	3
FIN 210 Personal Finance	3	FREE ELECT - (FIN 210)	3
ACC 220 Managerial Accounting	3	ACC 254 - Managerial Accounting	3
XXX Social Science Elective (ECO 110)	3	ECO 153 - (S) Principles of Microeconomics	3
COL 201 Capstone Seminar (1 cr.)	1		
TOTAL	16	TOTAL	15
YR 3 - FIRST SEMESTER	CR	YR 3 - FIRST SEMESTER	CR
		Natural Science Elective	3

		MATH ELECT - MATH 107 or MATH 114	3
		HUMN ELECT - Humanities Electives	3
		OIM 251 - Excel for Business Applications	1
		BUS 150 - Career & Professional Development	1
		STAT 252 - (Q) Statistics for Business II	3
		MKT 351 - Introduction to Marketing	3
TOTAL	0	TOTAL	17
YR 3 - SECOND SEMESTER	CR	YR 3 - SECOND SEMESTER	CR
		MATH ELECT - MATH 108 or MATH 221	3
		T/RS 121 - (P) THEO I: Introduction to the Bible	3
		MKT - Marketing Electives	3
		MGT 351 - MGT I: Managing Organizations	3
		OIM 351 - Introduction to Business Analytics	3
		FIN 251 - Introduction to Finance	3
	0	TOTAL	18
YR 4 - FIRST SEMESTER	CR	YR 4 - FIRST SEMESTER	CR
		PHIL 120 - Introduction to Philosophy	3
		MGT 352 - MGT II: Leading People	3
		MKT 361 - Market Research	3
		MKT 362 - Consumer Behavior	3
		OIM 352 - Introduction to Operations Management	3
		HUMN ELECT - Humanities Elective	3
TOTAL	0	TOTAL	18
YR 4 - SECOND SEMESTER	CR	YR 4 - SECOND SEMESTER	CR
		MKT - Marketing Electives	3
		PHIL 210 - Ethics	3
		T/RS 122 - (P) THEO II: Intro. to Christian Theology	3
		MKT 470 - Marketing Communications	3
		MKT 476 - Marketing Strategy	3
		OIM 471 - Business Information Management	3
TOTAL	0	TOTAL	18
		YR 5- FIRST SEMESTER	CR
		MGT 455 - Business Policy & Strategy	3
	0	TOTAL	3
	62	TOTAL CREDITS FOR DEGREE	135
		TOTAL TRANSFER CREDITS TOWARD DEGREE	61