

TRANSFER AGREEMENT FOR BACCALAUREATE DEGREE



Southern Maine Community College
and
University of Southern Maine



Statement of Purpose

The purpose of this agreement is to facilitate student academic transfer and provide a smooth transition from Southern Maine Community College (SMCC) to University of Southern Maine (USM). It is recognized that this agreement shall describe the required program of study at SMCC for admission eligibility to USM and the degree program indicated.

Terms & Conditions of Academic Credit Transfer

To: Bachelor of Science in Business Administration

From: Associate in Science in Business Administration

The evaluation and transfer of earned college credits shall be in compliance with state and federal education policies and institutional and academic program accreditation standards pertaining to undergraduate academic transfer. Current students and graduates who have earned degrees from Southern Maine Community College shall be eligible for credit evaluation under the terms of this agreement.

Transfer students will be accorded the same standards and criteria for admission to a major degree sequence as USM students. All applicants accepted to USM's Baccalaureate programs must fulfill the graduation requirements of the granting institution as identified in Appendices A, B, and C.

- **Appendix A** Contains Admission & Graduation Requirements of the Receiving Institution
- **Appendix B** Contains Side By Side Course Equivalency Tables for the academic program listed above
- **Appendix C** Contains a four-semester map of remaining courses to be taken at USM

Information contained in Appendices A, B, and C is accurate for Catalog Year 2017-2018 and the current transfer equivalency listing. For current information please check the [UMS Transfer Guide](#) or [MaineStreet](#) for equivalencies, and go to <http://usm.maine.edu/catalogs> for the current course catalog year.

TRANSFER AGREEMENT FOR BACCALAUREATE DEGREE

Articulation Agreement between Southern Maine Community College & University of Southern Maine

APPENDIX A

Admission & Graduation Requirements of the Receiving Institution

This agreement includes specific requirements for admission into a program, outlines requirements, and indicates which degree or diploma can be used to meet program prerequisites as well as general education, major or program, and graduation requirements.

Admissions Requirements

Successful completion of the SMCC Associate of Science in Business Administration, submission of a completed admission application (if necessary), transcripts and other supporting materials. For coursework to transfer to USM, a student must earn a grade of C- or better. For a list of application instructions and checklist: <http://usm.maine.edu/admit/application-instructions>.

Requirements for the Bachelor of Science in Business Administration

Remaining required coursework is listed in Appendix C. Student must maintain a 2.33 GPA in courses applied to the major, and a cumulative GPA of 2.0 to graduate. In addition to meeting all University requirements, students must earn a minimum grade of C- in 100-200 level courses, and a C in 300-400 level courses in all Business Core courses applied toward the degree.

Residency Requirement

At minimum, thirty (30) of the last forty-five (45) credits of a student's baccalaureate course load must be completed at USM.

APPENDIX B

Side by Side Course Equivalency Tables

*Courses represented in italics are required. If subjects in italics in Appendix B are **not** taken at SMCC as part of the AS Cardiovascular Technology program, the sequence represented in Appendix C cannot be observed. Credit totals*

SMCC AS in Business Administration General Education Requirements			USM BS in Business Administration Equivalency		
Course	Title	Credits	Course	Title	Credits
ENGL 100	English Composition	3	ENG 100	College Writing	3
ENGL 115	Introduction to Literature	3	ENG 140	Reading Literature (Cultural Interpretation Core Requirement)	3
FIGS 102	Freshman Interest Group – Health Sciences	1	GEL 1XX	General Elective	1
MATH 140	College Algebra	3	MAT 108	College Algebra	3
ECON 120	Microeconomics	3	ECO 102	Introduction to Microeconomics (Socio-Cultural Analysis Core Requirement)	3
ECON 125	Macroeconomics	3	ECO 101	Introduction to Macroeconomics	3
	Science Elective with Lab: <i>any course that fulfills USM Science Exploration Core Requirement; see list</i>	4	Varies	Direct equivalent or elective credit (Science Exploration Core)	4
	Fine Arts or Humanities Elective	3	Varies	Direct equivalent or elective credit	3
Total credits		23	Total credits accepted		23

SMCC AS in Business Administration Requirements			USM Equivalencies		
Course	Title	Credits	Course	Title	Credits
ACCT 105	Financial Accounting	3	ACC 110	Financial Accounting Information for Decision-Making	3
ACCT 155	Managerial Accounting	3	ACC 211	Management Accounting Information for Decision-Making	3
BUSN 100	Introduction to Business	3	BUS 200	Introduction to Business (Cluster Core Requirement 1 of 3)	3
BUSN 260	Business Law	3	BUS 280	Legal Environment of Business	3
CMPT 151	Spreadsheet Applications	3	BUS 195	Spreadsheet & Problem Solving	3
MATH 155	Statistics	3	MAT 120	Introduction to Statistics (Quantitative Reasoning Core)	3
	Business Capstone: ACCT 205, BUSN 255 Human Resource Management, OR BUSN 265 Business Problem Solving	3	COR 2XX	Cluster: Professional Practices (Cluster Core Requirement 2 of 3)	3
	English Communication Elective: <i>ENGL 110 Oral Communication</i>	3	THE 170	Public Speaking (Creative Expression Core Requirement)	3
	Mathematics elective	3	Varies	Direct equivalent or elective credit	3
	Business Electives (2)	6	Varies	Direct equivalent or elective credit	6
	Social Science or Humanities Electives (2): <i>one of these electives must fulfill USM Diversity Core Requirement; see list</i>	6	Varies	Direct equivalent or elective credit (Diversity Core Requirement)	6
Total Major Credits		39			
Total SMCC Credits		62	Total Credits accepted		62

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, Accounting Major

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	FIN 320 Basic Financial Management	3
BUS 340 Managing Organizational Behavior	3	ACC 329 Accounting Information Systems	3
ACC 301 Financial Reporting I	3	ACC Elective	3
ACC 413 Concepts and Strategies of Taxation (Fall ONLY offering)	3	BUS 260 Marketing	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
ACC 302 Financial Reporting II (FIN 320 is pre-req)	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
ACC 410 Auditing and Assurance	3	ACC Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, Finance Major

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	FIN 327 Investment Management	3
BUS 260 Marketing	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 301 Business Analytics	3	BUS 375 Production/Operations Management	3
BUS 340 Managing Organizational Behavior	3	Finance Elective	3
FIN 320 Basic Financial Management	3	Elective	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
Finance Elective	3	Finance Elective	3
Finance Elective	3	Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15

Total USM credits: 60

Total SMCC and USM credits: 122

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, General Management Major with Entrepreneurship & Small Business Track

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 362 Market Opportunity Analysis OR BUS 369 Marketing Research	3
BUS 260 Marketing	3	BUS 385 Entrepreneurship and Venture Creation	3
BUS 301 Business Analytics	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 340 Managing Organizational Behavior	3	BUS 375 Production/Operations Management	3
FIN 320 Basic Financial Management	3	Elective	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
300+ level ACC, BUS, FIN or RMI course	3	BUS 485 Managing the Growing Entrepreneurial Venture	3
Elective	3	BUS 386 Creative Strategies for Entrepreneurs (Spring ONLY)	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, General Management Major with General Management Track

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	BUS Elective Discipline 1	3
FIN 320 Basic Financial Management	3	BUS Elective Discipline 2	3
BUS 340 Managing Organizational Behavior	3	Elective	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy	3
BUS Elective Discipline 3	3	300+ level ACC, BUS, FIN or RMI course	3
300+ level ACC, BUS, FIN or RMI course	3	Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration General Management Major with International Business Track

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	FIN 320 Basic Financial Management	3
BUS 340 Managing Organizational Behavior	3	BUS International Elective 1	3
BUS 335 International Business (International Core Requirement)	3	Elective	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
BUS Core International Requirement – Choose One: BUS 361, BUS 382, FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
BUS International Elective 2	3	300+ level ACC, BUS, FIN, OR RMI course	3
300+ level ACC, BUS, FIN, OR RMI course	3	Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration General Management Major with Risk Management and Insurance Track

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	FIN 320 Basic Financial Management	3
BUS 340 Managing Organizational Behavior	3	RMI 330 Health, Life, and Disability Insurance	3
RMI 320 Introduction to Risk Management and Insurance	3	Elective	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
RMI 350 Managing Risk with Property and Liability Insurance	3	300+ level ACC, BUS, FIN, or RMI elective	3
300+ level ACC, BUS, FIN, or RMI elective	3	Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration General Management Major with Sustainable Business Track

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	BUS 347 Triple-Bottom-Line Business	3
BUS 340 Managing Organizational Behavior	3	Elective	3
FIN 320 Basic Financial Management	3	Sustainability Business Track Elective 1 – Choose One: BUS 348, BUS 384, OR BUS 391	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy	3
Sustainable Business Track Elective 2 – Choose One: BUS 362 or BUS 385	3	300+ level ACC, BUS, FIN, OR RMI elective	3
Sustainable Business Track Elective 3 – Choose One: ECO 326, ECO 327, ECO 335, ESP 275, ESP 308, FSP 200, FSP 210, RMI 320, SOC 370, TAH 231, TAH 331, OR TAH 341	3	Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15

Total USM credits: 60

Total SMCC and USM credits: 122

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, Marketing Major

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	BUS 360 Marketing Strategy	3
BUS 340 Managing Organizational Behavior	3	FIN 320 Basic Financial Management	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
Experiential Marketing Course	3	300+ level Marketing elective	3
BUS 365 Consumer Behavior OR BUS 322 Sport Consumer Behavior	3	BUS 369 Marketing Research	3
Elective	3	Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, Sport Management Major (Internship Track)

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	FIN 320 Basic Financial Management	3
BUS 340 Managing Organizational Behavior	3	BUS 311 Sport Marketing	3
BUS 210 Introduction to Sport Management	3	BUS 312 Sport Law	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
BUS 315 Financial Aspects of Sport	3	BUS 415 Sport Management Seminar	3
Sport Management Elective	3	BUS 397 Internship/Advanced Field Experience in Sport Management	6
Sport Management Elective	3	Elective	3
Elective	3		
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			

APPENDIX C

Remaining USM Degree Requirements

For Students from SMCC AS Business Administration transferring to USM BS Business Administration, Sport Management Major (General Track)

Year Three Fall		Year Three Spring	
Course	Credit	Course	Credit
Ethical Inquiry Core Requirement	3	BUS 345 Information Technology/Management Information Systems (Cluster Core Requirement 3 of 3)	3
BUS 260 Marketing	3	BUS 375 Production/Operations Management	3
BUS 301 Business Analytics	3	FIN 320 Basic Financial Management	3
BUS 340 Managing Organizational Behavior	3	BUS 311 Sport Marketing	3
BUS 210 Introduction to Sport Management	3	BUS 312 Sport Law	3
Semester Credits	15	Semester Credits	15

Year Four Fall		Year Four Spring	
Course	Credit	Course	Credit
International Core Requirement – Choose One BUS 335, BUS 361, BUS 382, OR FIN 330	3	BUS 450 Business Policy and Strategy (Capstone)	3
BUS 315 Financial Aspects of Sport	3	BUS 415 Sport Management Seminar	3
Sport Management Elective	3	Sport Management Elective	3
Sport Management Elective	3	Sport Management Elective	3
Elective	3	Elective	3
Semester Credits	15	Semester Credits	15
Total USM credits: 60			
Total SMCC and USM credits: 122			