

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 2021-2022 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 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 courses applied toward the degree.

Residency Requirement

For all baccalaureate degrees at the University, a minimum of 30 credit hours, including at least 9 credit hours in the major field at the 200-level or above, must be completed at the University of Southern Maine.

Additional Institutional Contact Information:

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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 Business Administration program, the sequence represented in Appendix C cannot be observed.*

| 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 (Writing, Reading, and Inquiry 1 (WRI 1) Core Requirement) | 3 |
| ENGL 115 | Introduction to Literature | 3 | ENG 140 | Reading Literature (Cultural Interpretation Core Requirement) | 3 |
| FIGS 100 | Student Success | 1 | GEL 1XX | General Elective | 1 |
| MATH 112 | Quantitative Reasoning | 3 | MAT 105 | Math for Quantitative Decision-Making | 3 |
| MATH 155 | Statistics | 3 | MAT 120 | Introduction to Statistics (Quantitative Reasoning Core Requirement) | 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 |
| | Diversity/Ethical Reasoning Elective | 3 | Varies | Direct equivalent or elective credit | 3 |
| | Fine Arts Elective | 3 | Varies | Direct equivalent or elective credit | 3 |
| | 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 credits | | 29 | Total credits accepted | | 29 |

| 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 | 3 |
| BUSN 260 | Business Law | 3 | BUS 280 | Legal Environment of Business | 3 |
| BUSN 151 | Spreadsheet Applications | 3 | BUS 1XX | Business Elective | 3 |
| | Business Capstone: ACCT 205, BUSN 255 Human Resource Management, OR BUSN 265 Business Problem Solving | 3 | COR 2XX | Core Elective | 3 |
| | English Communication Elective: <i>ENGL 110 Oral Communication</i> | 3 | THE 170 | Public Speaking (Creative Expression Core Requirement) | 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 |
| | Business Elective: <i>BUSN 200 Marketing</i> | 3 | BUS 260 | Marketing | 3 |
| | Business Elective | 3 | Varies | Direct equivalent or elective credit | 3 |
| Total Major Credits | | 33 | | | 33 |
| 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 |
| BUS 241 Applied Business Modeling or Excel Associate Certification | 0-3 | BUS 301 Business Analytics | 3 |
| BUS 300 Entrepreneurial Thinking | 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 | BUS 347 Triple Bottom Line Business (Ethical Inquiry Core Requirement; also 300-level Business Elective) | 3 |
| BUS 345 Technology Management | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 1 of 3, can be part of minor) | 3 |
| MAT 108 College Algebra | 3 | | |
| Semester Credits | 15-18 | Semester Credits | 15 |

| Year Four Fall | | Year Four Spring | |
|---|-----------|---|-----------|
| Course | Credit | Course | Credit |
| Global Business Requirement - BUS 335 International Business OR BUS 361 International Marketing (International Core Requirement) | 3 | BUS 450 Strategic Management of Tech & Innovation (Capstone & Engaged Learning) | 3 |
| ACC 302 Financial Reporting II | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 2 of 3, can be part of minor) | 3 |
| Writing, Reading, and Inquiry 2 (WRI 2) Core Requirement | 3 | ACC 410 Auditing and Assurance | 3 |
| BUS 375 Production/Operations Management | 3 | Writing, Reading, and Inquiry 3 (WRI 3) Core Requirement | 3 |
| ACC 413 Concepts and Strategies of Taxation | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 3 of 3, can be part of minor) | |
| | | | |
| Semester Credits | 15 | Semester Credits | 15 |

Total USM credits: 60-63

Total SMCC and USM credits: 122-125

APPENDIX C

Remaining USM Degree Requirements

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

| Year Three Fall | | Year Three Spring | |
|--|--------------|--|-----------|
| Course | Credit | Course | Credit |
| BUS 241 Applied Business Modeling or Excel Associate Certification | 0-3 | BUS 301 Business Analytics | 3 |
| BUS 300 Entrepreneurial Thinking | 3 | FIN 320 Basic Financial Management | 3 |
| BUS 340 Managing Organizational Behavior | 3 | BAN 340 Data Mining for Business Analysts | 3 |
| BAN 300 Foundations of Data Management | 3 | BUS 347 Triple Bottom Line Business (Ethical Inquiry Core Requirement; also 300-level Business Elective) | 3 |
| Writing, Reading, and Inquiry 2 (WRI 2) Core Requirement | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 1 of 3, can be part of minor) | 3 |
| MAT 108 College Algebra | 3 | | |
| Semester Credits | 15-18 | Semester Credits | 15 |

| Year Four Fall | | Year Four Spring | |
|---|-----------|---|-----------|
| Course | Credit | Course | Credit |
| Global Business Requirement - BUS 335 International Business OR BUS 361 International Marketing (International Core Requirement) | 3 | BUS 450 Strategic Management of Tech & Innovation (Capstone & Engaged Learning) | 3 |
| BAN 350 Data Visualization | 3 | Business Analytics Elective (1 of 2) | 3 |
| Writing, Reading, and Inquiry 3 (WRI 3) Core Requirement | 3 | Business Analytics Elective (2 of 2) | 3 |
| BUS 375 Production/Operations Management | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 2 of 3, can be part of minor) | 3 |
| BUS 345 Technology Management | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 3 of 3, can be part of minor) | 3 |
| | | | |
| Semester Credits | 15 | Semester Credits | 15 |
| Total USM credits: 60-63 | | | |
| Total SMCC and USM credits: 122-125 | | | |

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 |
| BUS 241 Applied Business Modeling or Excel Associate Certification | 0-3 | FIN 327 Investment Management | 3 |
| MAT 108 College Algebra | 3 | BUS 301 Business Analytics | 3 |
| BUS 300 Entrepreneurial Thinking | 3 | Finance Elective (1 of 4) | 3 |
| BUS 340 Managing Organizational Behavior | 3 | Writing, Reading, & Inquiry 2 (WRI 2) Core Requirement | 3 |
| FIN 320 Basic Financial Management | 3 | BUS 347 Triple Bottom Line Business (Ethical Inquiry Core Requirement; also 300-level Business Elective) | 3 |
| ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 1 of 3, can be part of minor) | 3 | | |
| Semester Credits | 15-18 | Semester Credits | 15 |

| Year Four Fall | | Year Four Spring | |
|---|-----------|---|-----------|
| Course | Credit | Course | Credit |
| Global Business Requirement - BUS 335 International Business OR BUS 361 International Marketing (International Core Requirement) | 3 | BUS 450 Strategic Management of Tech & Innovation (Capstone & Engaged Learning) | 3 |
| Finance Elective 2 of 4) | 3 | Finance Elective (4 of 4) | 3 |
| BUS 345 Technology Management | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 2 of 3, can be part of minor) | 3 |
| BUS 375 Production/Operations Management | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 3 of 3, can be part of minor) | 3 |
| Finance Elective (3 of 4) | 3 | Writing, Reading, & Inquiry 3 (WRI 3) Core Requirement | 3 |
| | | | |
| Semester Credits | 15 | Semester Credits | 15 |
| Total USM credits: 60-63 | | | |
| Total SMCC and USM credits: 122-125 | | | |

APPENDIX C

Remaining USM Degree Requirements

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

| Year Three Fall | | Year Three Spring | |
|--|--------------|--|-----------|
| Course | Credit | Course | Credit |
| BUS 241 Applied Business Modeling or Excel Associate Certification | 0-3 | BUS 345 Technology Management | 3 |
| MAT 108 College Algebra | 3 | BUS 301 Business Analytics | 3 |
| BUS 300 Entrepreneurial Thinking | 3 | BUS 343 Management Skills | 3 |
| FIN 320 Basic Financial Management | 3 | Management Elective (1 of 2) | 3 |
| BUS 340 Managing Organizational Behavior | 3 | BUS 347 Triple Bottom Line Business (Ethical Inquiry Core Requirement; also 300-level Business Elective) | 3 |
| ACC/BAN/BUS/FIN/RMI Elective (300-level or above), 1 of 3, can be part of minor) | 3 | | |
| Semester Credits | 15-18 | Semester Credits | 15 |

| Year Four Fall | | Year Four Spring | |
|---|-----------|--|-----------|
| Course | Credit | Course | Credit |
| Global Business Requirement - BUS 335 International Business OR BUS 361 International Marketing (International Core Requirement) | 3 | BUS 450 Strategic Management of Tech & Innovation (Capstone & Engaged Learning) | 3 |
| BUS 375 Production/Operations Management | 3 | Writing, Reading, & Inquiry 3 (WRI 3) Core Requirement | 3 |
| BUS 346 Strategic Human Resource Management | 3 | Management Elective (2 of 2) | 3 |
| BUS 376 Advanced Topics in Strategy | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above), 2 of 3, can be part of minor) | 3 |
| Writing, Reading, & Inquiry 2 (WRI 2) Core Requirement | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above), 3 of 3, can be part of minor) | 3 |
| | | | |
| Semester Credits | 15 | Semester Credits | 15 |
| Total USM credits: 60-63 | | | |
| Total SMCC and USM credits: 122-125 | | | |

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 |
| BUS 241 Applied Business Modeling or Excel Associate Certification | 0-3 | BUS 345 Technology Management | 3 |
| MAT 108 College Algebra | 3 | BUS 301 Business Analytics | 3 |
| BUS 300 Entrepreneurial Thinking | 3 | BUS 360 Marketing Strategy | 3 |
| BUS 340 Managing Organizational Behavior | 3 | FIN 320 Basic Financial Management | 3 |
| Writing, Reading, & Inquiry 2 (WRI 2) Core Requirement | 3 | BUS 347 Triple Bottom Line Business (Ethical Inquiry Core Requirement; also 300-level Business Elective) | 3 |
| ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 1 of 3, can be part of minor) | 3 | | |
| Semester Credits | 15-18 | Semester Credits | 15 |

| Year Four Fall | | Year Four Spring | |
|---|-----------|---|-----------|
| Course | Credit | Course | Credit |
| Global Business Requirement - BUS 335 International Business OR BUS 361 International Marketing (International Core Requirement) | 3 | BUS 450 Strategic Management of Tech & Innovation (Capstone & Engaged Learning) | 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 |
| BUS 375 Production/Operations Management | 3 | Writing, Reading, & Inquiry 3 (WRI 3) Core Requirement | 3 |
| ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 2 of 3, can be part of minor) | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 3 of 3, can be part of minor) | 3 |
| | | | |
| Semester Credits | 15 | Semester Credits | 15 |
| Total USM credits: 60-63 | | | |
| Total SMCC and USM credits: 122-125 | | | |

APPENDIX C

Remaining USM Degree Requirements

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

| Year Three Fall | | Year Three Spring | |
|---|--------------|--|-----------|
| Course | Credit | Course | Credit |
| BUS 241 Applied Business Modeling or Excel Associate Certification | 0-3 | BUS 345 Technology Management | 3 |
| MAT 108 College Algebra | 3 | BUS 301 Business Analytics | 3 |
| BUS 300 Entrepreneurial Thinking | 3 | FIN 320 Basic Financial Management | 3 |
| BUS 340 Managing Organizational Behavior | 3 | BUS 312 Sport Law | 3 |
| BUS 311 Sport Marketing | 3 | Writing, Reading, & Inquiry 2 (WRI 2) Core Requirement | 3 |
| ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 1 of 3, can be part of minor) | 3 | | |
| Semester Credits | 15-18 | Semester Credits | 15 |

| Year Four Fall | | Year Four Spring | |
|---|-----------|--|--------------|
| Course | Credit | Course | Credit |
| Global Business Requirement - BUS 335 International Business OR BUS 361 International Marketing (International Core Requirement) | 3 | BUS 450 Strategic Management of Tech & Innovation (Capstone & Engaged Learning) | 3 |
| BUS 375 Production/Operations Management | 3 | Sport Management Practicum or Internship (BUS 316, 378 or 397) | 3-6 |
| BUS 315 Revenue Generation in Sport | 3 | BUS 314 Sport Media & Communication (Writing, Reading, & Inquiry 3 (WRI 3) Core Requirement) | 3 |
| BUS 347 Triple Bottom Line Business (Ethical Inquiry Core Requirement; also 300-level Business Elective) | 3 | ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 3 of 3, can be part of minor) | 3 |
| ACC/BAN/BUS/FIN/RMI Elective (300-level or above, 2 of 3, can be part of minor) | 3 | Sport Management Elective (BUS 210, BUS 318, BUS 319, or BUS 322) | 3 |
| | | | |
| Semester Credits | 15 | Semester Credits | 15-18 |
| Total USM credits: 60 - 63 | | | |
| Total SMCC and USM credits: 122 - 125 | | | |