

**BLUEFIELD STATE COLLEGE**  
**The W. Paul Cole, Jr. School of Business**

**Articulation Agreement**  
**for**  
**Virginia Western Community College**

**Associate of Applied Science in Management: Marketing Specialization**

Virginia Western Community College	Bluefield State College				
Course Number	Course Name	Credits	Course Number	Course Name	Credits
<b>First Semester Coursework</b>					
ACC 211	Principles of Accounting I	4	ACCT 201	Principles of Accounting I	3
				Elective	1
BUS 100	Introduction to Business	3		Elective	3
ENG 111	College Composition I	3	ENGL 101	Composition I	3
	HLT/PED	1		Elective	1
ITE 115	Intro Computer Applications & Concepts	3	BUSN 130	Microsoft Word & Presentations	3
MTH 163	Pre-Calculus I*	3	MATH 109	Algebra	3
SDV 100	College Success Skills	1		Elective	1
	<b>Total</b>	<b>18</b>			<b>18</b>
<b>Second Semester Coursework</b>					
ACC 212	Principles of Accounting II	4	ACCT 212	Principles of Accounting II	3
				Elective	1
AST 205	Business Communications	3	BUSN 232	Business Communications	3
MTH 271	Applied Calculus I**	3	BUSN 250	Quantitative Tech in Business	3
BUS 165	Small Business Management	3	MGMT 344	Small Business Management	3
	HLT/PED	1		Elective	1
MKT 100	Principles of Marketing	3	MRKT 210	Principles of Marketing	3
	<b>Total</b>	<b>17</b>		<b>Total</b>	<b>17</b>
<b>Third Semester Coursework</b>					

<b>MKT 216</b> <b>OR</b> <b>BUS 200</b>	<b>Retail Org &amp; Management</b> <b>OR</b> <b>Principles of Management</b>	<b>3</b>	<b>Elective</b> <b>OR</b> <b>MGMT 210</b>	<b>Elective</b> <b>OR</b> <b>Principles of Management</b>	<b>3</b>
<b>BUS 225</b>	<b>Applied Business Statistics</b>	<b>3</b>	<b>BUSN 310</b>	<b>Applied Business Statistics</b>	<b>3</b>
<b>BUS 241</b>	<b>Business Law I</b>	<b>3</b>	<b>BUSN 301</b>	<b>Business Law &amp; the Legal Environment</b>	<b>3</b>
<b>CST 100</b>	<b>Principles of Public Speaking</b> <b>***</b>	<b>3</b>	<b>SPCH 208</b>	<b>Speech</b>	<b>3</b>
<b>MKT 110</b>	<b>Principles of Selling</b>	<b>3</b>	<b>MRKT 372</b>	<b>Selling/Sales Management</b>	<b>3</b>
	<b>Total</b>	<b>15</b>		<b>Total</b>	<b>15</b>

<b>Fourth Semester Coursework</b>					
BUS 202	Applied Management Prin.	3		Elective	3
ECO 201 or ECO 202	Prin of Macroeconomics OR Prin of Microeconomics ****	3	ECON 211 Or ECON 212	Principles of Economics I OR Principles of Economics II	3
FIN 215	Financial Management	3	BUSN 350	Financial Management	3
MKT 220	Principles of Advertising	3	MRKT 352	Integrated Marketing Communications	3
	Humanities/Fine Arts	3		Humanities/Fine Arts	3
	Total	15		Total	15

\*MTH 120, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.

\*\*BUS 125, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.

\*\*\*CST105, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.

\*\*\*\*ECO 120, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.