

Articulation Agreement

**Associate of Arts (AA): Pre-Business Administration
at UC Clermont College**

to

**Bachelor of Science in Business Administration (BSBA)
at the Haile/US Bank College of Business, Northern Kentucky University**

(Updated for Academic Year 2018-19)

General Information

Purpose

This Agreement establishes a partnership between Northern Kentucky University and UC Clermont College for the purpose of providing students a well-defined and fully integrated pathway from initial postsecondary enrollment to the Associate of Arts: Pre-Business Administration degree to the Bachelor of Science in Business Administration degree.

NKU Degrees/Programs Covered in this Agreement

All academic progression plans in this Agreement apply only to students who successfully complete all requirements and are awarded the Associate of Arts degree at UC Clermont College, and thus satisfy all General Education requirements at Northern Kentucky University. Students who do not complete the AA degree before transferring must satisfy General Education requirements at NKU on a course-by-course equivalency basis.

Bachelor of Science in Business Administration major tracks included in this Agreement are:

- Accounting
- Entrepreneurship
- Finance
- General Business
- Global Supply Chain Management
- Human Resource Management
- International Business
- Management
- Marketing
- Sports Business and Event Management

Provisions for Review, Revision and Catalog of Record Designation

Both parties agree to review this Agreement on an annual basis on or about the release of their respective academic catalogs for the forthcoming academic year, and to make any necessary updates required by curricular changes.

To avoid disadvantaging students at UC Clermont College who have formally begun the four year progression outlined in this document, students enrolling at Northern Kentucky University with an earned AA degree from UC Clermont College will be permitted to designate their catalog of record up to two years before the year of NKU enrollment, if such designation is to their advantage.

Benefits for Students Provided by Northern Kentucky University

The Haile/US Bank College of Business and Northern Kentucky University will make the benefits listed below available to students of UC Clermont College who have formally declared their intent to earn the AA degree and subsequently pursue the BSBA degree at Northern Kentucky University.

- Access to online or on-campus advising from a Haile/US Bank College of Business professional advisor while enrolled at UC Clermont College before entering NKU.
- Guidance from Haile/US Bank College of Business faculty and advisors in selection of BSBA major and related career opportunities while enrolled at UC Clermont College before entering NKU.
- [*Pending: partner will be notified when available*] Access to transfer student-only merit scholarships awarded by both the College and the University. (Award of scholarships is competitive and cannot be guaranteed.)
- First semester transfer student-only orientation program presented by the Haile/US Bank College of Business (in addition to and does not replace NKU general transfer orientation requirements).
- Priority access to the Haile/US Bank College of Business *Executive Mentor Program* (not available to Online majors).
- Priority access to the Haile/US Bank College of Business *Hired! Haile Growth Partnership Program* (not available to Online majors).

Benefits for Students Provided by UC Clermont College

The University of Cincinnati's Clermont College will make the benefits listed below available to students at UC Clermont College who have formally declared their intent to earn the Associate of Arts degree at Clermont College.

- Access to an orientation program and academic advising from the Advising Center at Clermont College during the completion of the associate's degree
- Guidance from Clermont College faculty and advisors regarding course selection, professional development, career opportunities and transfer expectations
- Access to scholarships while enrolled at Clermont College (Award of scholarships is competitive and cannot be guaranteed).

Additional Partnership Commitments

All parties to this Agreement commit to the following in order to enhance the success of our students:

- Frequent communication at all levels.
- Collaboration in instructional rigor and content to ensure that students are well-prepared for upper division coursework.
- Sharing aggregated student data and analytics concerning relevant student experiences and outcomes.

Cancellation and Expiration

This Agreement may be cancelled by the chief academic officer of either institution by providing written notice to the other at least one academic semester prior to the effective date of termination.

This Agreement will be considered continuous for five (5) years from the date of signing unless revision or cancellation is requested by either party. The Agreement will expire after five (5) years unless renewed by agreement of both parties.

Curriculum (AY 2018-19 Academic Catalog)

Completion of the following curriculum will satisfy the requirements under the AY 2018-19 academic catalog for the AA degree at UC Clermont College and leads to the BSBA degree in the Haile/US Bank College of Business at Northern Kentucky University.

Northern Kentucky University recognizes the completion of General Education certification requirements at any U.S. regionally accredited institution of higher education as fulfilling NKU General Education certification requirements. Table 1 (following) makes specific course stipulations in the General Education block where those specified courses will also fulfill Haile/US Bank College of Business BSBA requirements.

Additional Admission Requirements for BSBA Majors:

The BSBA is a selective admission program. All BSBA students enter as pre-majors (e.g., Accounting Pre-Major) prior to earning full admission to the major (e.g., Accounting Major).

BSBA pre-majors must complete each of the six designated selective admission courses (ACC 200, ACC 201, BUS 230, ECO 200, ECO 201, and MKT 205, or approved equivalents) in the BSBA Business Core with a grade of C- or better and earn an overall NKU GPA of 2.500 or better to be admitted into any BSBA major. All transfer students must complete a minimum of 12 credit hours at NKU (in any combination of courses) in order to establish an NKU GPA before applying for admission to the BSBA major.

Students transferring to NKU from UC Clermont College must earn a minimum grade of C- in each of the following transferred UC Clermont College courses in order to meet selective admission requirements without having to repeat equivalent courses at NKU: ACCT 2081, ACCT 2082, BLAW 2080, MKTG 2080, ECON 1001, ECON 1002.

Students transferring credit for ACC 200 Principles of Accounting I-Financial are not required to complete ACC 200L Financial Accounting Lab (1 credit).

**Table 1: First and Second Year Progression at
UC Clermont College**

AA: Pre-Business Administration	UC-CC Course	NKU Course	Credit Hours
Ohio Transfer Module (General Education) Requirements			
English Composition [English Composition]	ENGL 1001	ENG 101	3
English Composition [Intermediate Composition]	ENGL 2089	ENG 102	3
Oral Communication [Business Communication]	COMM 2081	CMST 101	3
Mathematics [College Algebra]	MATH 1021	MAT 109	3
Social/Behavioral Sciences 1 [Intro to Microeconomics]	ECON 1001 ¹	ECO 201 ¹	3
Social/Behavioral Sciences 2 [Intro to Macroeconomics]	ECON 1002 ¹	ECO 200 ¹	3
Arts/Humanities 1	select	tbd	3
Arts/Humanities 2	select	tbd	3
Natural Science (with lab – for transfer)	select	tbd	4
Natural Science (lab optional)	select	tbd	3
Transfer Module Elective [Finite Math]	MATH1029	MAT 114	3
Transfer Module Elective 2 [Business Analytics I]	BANA 2081 ²	STA 205 ²	3
Subtotal			37
AA: Pre-Business Administration Requirements			
First Year Experience Elective [Introduction to Business]	MGMT 1050 ³	BUS 101	3
Financial Accounting	ACCT 2081 ¹	ACC 200 ¹	3
Managerial Accounting	ACCT 2082 ¹	ACC 201 ¹	3
Legal Environment of Business	BLAW 2080 ¹	BUS 230 ¹	3
Digital Technologies for Business	IS 2080C	BIS 101	3
Introduction to Marketing	MKTG 2080 ¹	MKT 205 ¹	3
Introduction to Psychology	PSYC 1001	PSY 100	3
Introduction to Sociology	SOC 1001	SOC 100	3
Total AA: Pre-Business Administration			61
Notes:			
¹ BSBA selective admission course.			
² Business Core course.			
³ If MGMT 1050 Introduction to Business is selected for one FYE course, it will transfer to NKU as BUS 101 Introduction to Business			

Third and Fourth Year Progression at Northern Kentucky University

The following tables outline the requirements for each major program within the BSBA and are based on transfer to NKU with an AA degree with course credits as specified in *Table 1: First and Second Year Progression* above. Note that AA transfers are not required to complete ACC 200L Financial Accounting Lab (1 credit).

BSBA – Accounting (2018-19 NKU Academic Catalog)

Transferred AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements (Choose one track)		
ACC 202	Accounting Laboratory	1
ACC 300	Intermediate Accounting I	3
ACC 301	Intermediate Accounting II	3
ACC 310	Accounting Information Systems	3
ACC 350	Management Cost Accounting I	3
ACC 396	Internship: Accounting	1-3
ACC 400	Auditing	3
<i>Accounting Track</i>		
ACC 320	Tax Planning	3
<i>Select one course from the following group:</i>		
ACC 330	Fraud Examination	3
ACC 420	Advanced Tax Planning	
ACC 450	Management Cost Accounting II	
<i>Select one course from the following group:</i>		
ENG 340	Business Writing	3
ENG 371	Traditional Grammar	
<i>Select one course from the following group:</i>		
ECO 340	International Economics	3
FIN 415	International Finance	
MGT 360	Comparative International Management	
PSC 410	International Political Economy	
<i>Accounting Information Systems Track</i>		
INF 110	Introduction to Application Development	3
INF 282	Introduction to Databases	3
BIS 310	Information Systems Analysis	3
Credit Hours in Major		26-31
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		3-8
Credit Hours in Free Electives		3-8
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – Entrepreneurship
(2018-19 NKU Academic Catalog)

Transferred AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
ENTP 201	Entrepreneurial Mindset	3
ENTP 202	Opportunity Recognition	3
ENTP 290	Idea Validation	3
ENTP 375	Entrepreneurial Skills and Marketing	3
ENTP 376	New Venture Financing	3
ENTP 485	Entrepreneurship Capstone	3
<i>Select one course from the following group:</i>		
ENTP 3/4xx	Any 300 or 400 level course with the ENTP designator	3
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – Finance
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
ACC 308	Financial Statement Analysis	3
FIN 315	Financial Management	3
FIN 345	Investment and Security Analysis	3
<i>Select four courses from the following group:</i>		
MKT 310	Selling Skills	12
ECO 310	Introduction to Econometrics	
ECO 311	Econometrics II	
FIN 3/4xx	Any 300 or 400 level course with the FIN designator	
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – General Business
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
MGT 205	Business Management Principles	3
<i>Select six courses from the following group:</i>		
Any 300 or 400 level course from AACSB-accredited programs (includes the following designators: ACC, BIS, ENTP, FIN, HRM, MGT, MKT, SPB)		18
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – Global Supply Chain Management
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
MGT 307	Introduction to Supply Chain Management	3
MGT 308	Global Strategic Sourcing	3
MGT 309	Logistics and Distribution	3
MGT 416	Global Supply Chain Analytics	3
<i>Select three courses from the following group:</i>		
MGT 306	Project Management	9
MGT 310	Leading High Performance Teams	
MGT 315	Continuous Quality Improvement in Operations	
MGT 330	Negotiation and Conflict Resolution	
MGT 360	Comparative International Management	
MGT 394	Topics: Management (1-3)	
MGT 396	Internship: Management (1-3)	
BIS 357	Enterprise Resource Planning using SAP	
BIS 430	Workflow Design and Management	
BIS 440	Global Information Technology Mgt.	
MKT 307	Delivering and Communicating Value	9
MKT 310	Selling Skills	
Other courses as approved by the department chair		
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – Human Resource Management
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations; Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
MGT 340	Human Resources Administration	3
HRM 301	Training and Employee Development	3
HRM 302	Recruiting & Selecting Human Resources	3
HRM 304	Compensation and Benefits	3
HRM 480	Strategic Human Resources	3
<i>Select two courses from the following group:</i>		
HRM 300	Introduction to Labor-Management Relations	6
HRM 303	Employment Law	
HRM 396	Internship: Human Resource Management	
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – International Business
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
MGT 360	Comparative International Management	3
MKT 333	Global and Cultural Issues in Marketing	3
MGT 307	Global Supply Chain Management	3
FIN 415	International Finance	3
BUS 360	Business Topics in International Settings ¹	3
IBU 480	International Commerce	3
<i>Select one course from the following group:</i>		
BUS 2/360	Business Topics in International Settings	3
SPB 200	Rivalry and Rituals: International Sport	
IBU 396	Internship: International Business	
PSC 410	International Political Economy	
ECO 340	International Economics	
POP 250	International Pop Culture	
GER 340	Business German	
FRE 340	Business French	
SPI 340	Business Spanish	
JPN 340	Business Japanese	
IBU 499	Intl Business: Independent Study	
Others as approved by Director, International Business		
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120
Additional Non-credit Requirement		
IB majors are required to attain competency in a second language, as measured by the American Council on the Teaching of Foreign Languages (ACTFL). In general, for speaking this means the ability to engage in basic social conversation about personal information. For writing, this means the ability to write short, simple communications. It is not necessary to take language courses if this competency can be demonstrated due to previous instruction and/or life experience.		
Notes		
¹ IB majors are required to complete a credit-bearing international experience of at least 3 credit hours. Many alternatives are acceptable and available, ranging from regular spring semester courses with an international travel component, to multi-week summer experiences, to semester-long exchanges at NKU partner universities around the world. Some scholarship support may be available to partially defray travel expenses.		

BSBA – Management
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
MGT 205	Business Management Principles	3
MGT 306	Project Management	3
MGT 310	Leading High Performance Teams	3
MGT 340	Human Resources Administration	3
MGT 406	Leadership and Change	3
<i>Select two courses from the following group:</i>		
Any 300 or 400 level course with the following designator: ENTP, HRM, MGT		6
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

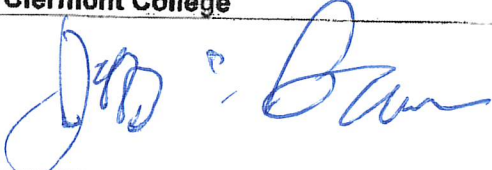
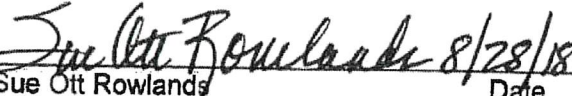

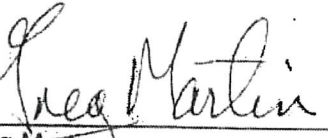
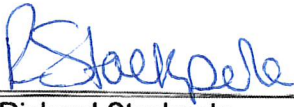
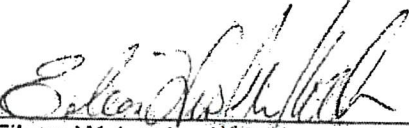
BSBA – Marketing
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
MKT 300	Marketing Tools	3
MKT 308	Marketing in the Digital Age	3
MKT 310	Selling Skills	3
MKT 320	Applied Consumer Behavior	3
MKT 392	Consumer Insights	3
MKT 480	Marketing Planning and Analysis	3
<i>Select two courses from the following group:</i>		
MKT 333	Global & Cultural Issues in Marketing	6
MKT 365	Professional Selling	
MKT 370	Social and Digital Marketing	
MKT 394	Topics: Marketing Issues	
MKT 396	Internship: Marketing	
MKT 492	Advanced Marketing Research	
MKT 499	Independent Study: Marketing (1-3)	
SPB 335	Event Planning and Management	
Credit Hours in Major		24
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		10
Credit Hours in Free Electives		10
Total [Minimum] Credit Hours Required for BSBA Degree		120

BSBA – Sports Business and Event Management
(2018-19 NKU Academic Catalog)

Transferred completed AA credit hours as in Table 1 above		61
Additional Business Core Requirements		
BIS 300	Management Information Systems	3
BIS 380	Quantitative Analysis with Excel	3
BUS 201	Haile Professionals	1
BUS 330	Ethics: Managerial Decision-Making	3
ECO 305	International Context for Business	3
FIN 305	Principles of Finance	3
MGT 300	Behavior in Organizations: Understanding Organizational Life	3
MGT 305	Operations Management in Business	3
MGT 490	Business Policy	3
Additional Credit Hours in Business Core		25
Major Requirements		
SPB 305	Sports Marketing and Events Research	3
SPB 307	Moneyball: The Economics of Sports and Events	3
SPB 335	Event Planning and Management	3
SPB 350	Development and Fundraising Strategies in Sports	3
MKT 310	Selling Skills	3
<i>Select two courses from the following group:</i>		
SPB 200	Rivalry and Rituals: International Sport	6
SPB 309	Sports and Events Public Relations	
SPB 330	Sports and Events Law	
SPB 394	Topics: Sports Business Issues	
SPB 396	Internship: Sports Business	
SPB 496	Sports and Events Practicum (1-3)	
SPB 499	Independent Study: Sports and Events (1-3)	
MKT 480	Marketing Planning and Analysis	
Credit Hours in Major		21
Free Electives		
Free Electives are typically 200/300/400 level course work and not required to be College of Business courses; may be used in fulfillment of a second minor or major; some transfer credits may apply; consult with academic advisor.		13
Credit Hours in Free Electives		13
Total [Minimum] Credit Hours Required for BSBA Degree		120

Intending to be legally bound, by signing below, each party acknowledges its agreement with the terms and conditions of this Agreement and each signatory represent and warrant that he/she is authorized to sign on behalf of and to bind his/her party to all of the terms and conditions of this Agreement as of the Effective Date.

UC Clermont College By: 	Northern Kentucky University By: 
Dr. Jeffrey Bauer Dean & Professor Date	Sue Ott Rowlands Provost & Executive VP for Academic Affairs Date
By: 	By: 
Dr. Karen Lankisch Division Chair and Professor Date	Greg Martin Interim Dean, College of Business Date
By: 	By: 
Richard Stackpole Assistant Dean of Academic Affairs Date	Eileen Weisenbach Keller Assistant Dean, College of Business Advising Center Date