

College of Southern Maryland/Old Dominion University  
**2020-2021 Catalog**  
**ASSOCIATES DEGREE TRANSFER PROGRAM PATHWAY**  
 Associate of Science in Business Administration to  
 Bachelor of Science in Business Administration, Marketing Major

CSM A.S. degree in Business Administration				ODU B.S. in Business Administration			
<b>*Major courses-all require a grade of C or better</b>				<b>Major</b>			
ENG	1010	Composition and Rhetoric*	3	ENGL	110C	English Comp. I	3
FYS	1010	First Year Seminar	3	GNRL	ELE	Elective	3
ECN/ BAD	1015	Introduction to Business in a Market Economy (BAD starting 2021-2022)	3	BUSN	110	Introduction to Contemporary Business *	1
Science with Lab 1			4	Nature of Science Way of Knowing I			4
MTH	1200	Calculus I & Analytic Geometry*	4	MATH	211	Calculus I	4
MTH	1015	Introduction to Statistics*	3	BNAL	206	Business Analytics	3
ACC	2010	Principles of Accounting I*	3	ACCT	201	Principles of Financial Accounting	3
BAD	1335	Applied Business Communications	3	COMM	ELE	Elective	3
ENG	1020	Composition & Literature*	3	ENGL	211C	English Composition	3
PHL	1410	Intro to Contemporary Ethics	3	PHIL	2ELE	Elective	3
ACC	2020	Principles of Accounting II*	3	ACCT	202	Principles of Managerial Accounting	3
ECN	2020	Principles of Microeconomics*	3	ECON	202S	Principles of Microeconomics	3
BAD	2070	Business Law*	3	FIN	331	Legal Environment of Business	3
Biological/Physical Sciences with Lab 2			4	Nature of Science Way of Knowing 2			4
ENG	2010	English Literature I	3	LITP	1REQ	Literature Way of Knowing	3
ECN	2025	Principles of Macroeconomics*	3	ECON	201S	Principles of Macroeconomics	3
COM	1010 or 1650	Basic Principles of Speech Communication* or Introduction to Public Speaking*	3	COMM	101R	Public Speaking	3
Social/Behavioral Sciences with Cultural and Global Awareness			3	Human Behavior Way of Knowing			3
ART	1010	History of Western Art I	3	HC	1REQ	Human Creativity Way of Knowing	3

PHL	1010	Introduction to Philosophy	3	PHIL	110P	Introduction to Philosophy	3
<b>Total Credits for Associates Degree</b>			<b>63</b>	<b>Transfer Credits to ODU</b>			<b>61</b>
<b>Total Credits at CSM</b>			<b>63</b>	<b>Total Transfer Credits</b>			<b>61</b>

**\*A grade of C or better is required for credits to transfer to ODU (departmental requirement not automatically satisfied by the articulated transfer pathway)**

**Program Transfer Pathway Notes:**

Applicants for admission to the undergraduate degree program in business administration (the Bachelor of Science in Business Administration) should apply initially to the Office of Admissions of Old Dominion University. Students cannot be accepted into business administration without first being admitted to the University. Admission to the University does not guarantee admission to the Bachelor of Science in Business Administration (BSBA) program. Candidates for admission to the BSBA program should indicate on the application to the University their intention to enter the undergraduate business administration degree program.

After admission to the University, students should meet with their advisor to start the application process for the BSBA program. Students will have one semester to successfully be admitted before restrictions are placed preventing registration for 300-400 level business coursework in subsequent semesters.

**To participate in this articulated transfer pathway, please visit Old Dominion University's website to complete the electronic Letter of Intent:**

<https://itsapps.odu.edu/gaat/>

**Students may complete the Letter of Intent after 15 credits at CSM with a 2.5 GPA.**

**Completion of this articulated transfer pathway alone does not guarantee admission to Old Dominion University. All students must meet the requirements set by the Office of Admissions and the MOU established for guaranteed admission with the College of Southern Maryland. Please review this document for more information.**

<b>Additional Requirements - ODU</b>			
PHIL	230E	Business Ethics	3
BNAL	306	Business Analytics II	3
ECON	301	Managerial Economics	3
FIN	323	Introductory Financial Management	3
IT	360T	Principles of Information Technology	3
MGMT	325	Contemporary Organization and Management	3
MGMT	485W	Business Policy and Strategy (C or better)	3
MKTG	311	Marketing Principles and Problems	3
OPMT	303	Operations Management	3
Upper Division	3/400	General Education	6
MKTG	402	Consumer Behavior	3
MKTG	407	Marketing Research	3
MKTG	411	Multi-national Marketing	3
MKTG	450	Marketing on the Internet	3
MKTG	455	Social Media Marketing	3
MKTG	460	Web Analytics	3
MKTG	490	Marketing Policy and Strategy	3
MKTG	3/400	Marketing Elective (see catalog for choices)	3
Elective		Free Elective 100-400 level	3
Elective	2/3/400	Free Elective 200-400 level	3
<b>Total Credits to be Taken at ODU</b>			<b>63</b>
<b>Total Credits from CSM</b>			<b>61</b>
<b>Credits to be Taken at ODU</b>			<b>63</b>
<b>Total Credits for B.S. Degree at ODU</b>			<b>124</b>

*Rodney Redmond*

Rodney Redmond (Jun 27, 2021 21:12 EDT)

Jun 27, 2021

Signature

Date

Dr. Rodney Redmond  
Provost & Vice President of Learning  
College of Southern Maryland

*Brian Payne*

6/25/2021

Signature

Date

Dr. Brian Payne  
Vice Provost, Academic Affairs  
Old Dominion University