Klamath Community College
Associate of Applied Science in Business Administration - Marketing
to
Oregon Institute of Technology
Bachelor of Science in Business - Marketing

Articulation Agreement
2025 - 2026 Catalog

It is agreed that students transferring with Klamath Community College's (KCC) Associate of Applied Science in Business Administration - Marketing to Oregon Institute of Technology's (Oregon Tech) Bachelor of Science in Business - Marketing will be given full credit for all selected courses listed below. This agreement is based on the evaluation of the rigor and content of the general education and technical courses at both KCC and Oregon Tech, and is subject to a yearly reevaluation by both schools for continuance. This agreement is October 16th, 2025.

Bachelor degree-seeking students must complete a minimum of 60 credits of upper-division work before a degree will be awarded. Upper-division is defined as 300-and 400-level classes at a bachelor's degree granting institution. Bachelor degree-seeking students that transfer to Oregon Tech with 300-400 level transferable courses must complete at least 45 additional credits with Oregon Tech before a degree will be awarded.

Admission to Oregon Tech is not guaranteed. Students must apply for admission to Oregon Tech in accordance with the then-existing rules, policies and procedures of Oregon Tech. Dual Enrollment is possible according to an existing Memorandum of Understanding. Students are responsible for notifying the Oregon Tech Admissions and Registrar's Office when operating under an articulation agreement to ensure their credits transfer as outlined in this agreement. To utilize this agreement students must attend KCC during the above catalog year. Students must enroll at Oregon Tech within three years of this approval.
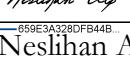
Klamath Community College	Oregon Institute of Technology
Monika Bilka 12/3/2025	*Carleen Drago Starr* 12/1/2025
Monika Bilka, Dean Instruction	Carleen Drago Starr, Director Educational Outreach and Partnerships
Jamie Jennings 12/3/2025	*Neslihan Alp* 12/1/2025
Jamie Jennings, CAO/Vice President Academic Affairs	Neslihan Alp, Interim Department Chair Business Management
	Neslihan Alp 12/1/2025
	Neslihan Alp, Dean College of Engineering, Technology, and Management
	Wendy Ivie 12/1/2025
	Wendy Ivie, University Registrar

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Klamath Community College Degree Courses & Oregon Tech Equivalent Credits

Klamath Community College Course Number & Title	Qtr. Units	Oregon Institute of Technology Course Number & Title	Qtr. Units
BUS 111 - Intro to Accounting	4	ACC 101 - Introduction to Accounting [1]	--
BUS 206 - Management Fundamentals	3	BUS 215 - Principles of Management	3
BUS 211Z - Principles of Accounting	4	BUS 211Z - Principles of Accounting	4
BUS 213Z – Principles of Managerial Accounting	4	BUS 213Z – Principles of Managerial Accounting	4
BUS 218 - Personal Finance	3	BUS 331 - Personal Finance [2] (Applied toward Elective credit)	3
BUS 223 - Principles of Marketing	3	BUS 223 - Marketing I	3
BUS 226Z – Introduction to Business Law	4	BUS 226Z - Business Law	4
BUS 233 - Social Media Marketing	3	Elective	3
BUS 238 - Sales and Sales Management	3	Elective [1]	3
BUS 249 - Retailing	3	Elective [1]	--
BUS 261 - Consumer Behavior	3	Elective	--
PSY 201Z – Introduction to Psychology I	4	PSY 201Z – Introduction to Psychology I	4
CAS 133 - Introduction to Computing Skills CAS 133L - Introduction to Computing Skills Lab	4	MIS 101 - Word Processing Software Lab [1] MIS 102 - Spreadsheet Lab MIS 103 - Presentation Graphics Software Lab [1]	-- 1 --
CIS 243 – E-Commerce	4	Elective	--
BUS 169Z - Data Analysis Using Microsoft Excel And BUS 229/229L Project Management Fundamentals	4 3 1	MIS 102 - Spreadsheet Lab [1] (Credit transfers from CAS 133/113L) MGT 335 – Project Management [2]	1 4
TEX 180 – Cooperative Work Experience Seminar	1	Elective [1]	--
CGS 100 - College Survival and Success	3	Elective [1]	--
Electives [3] BUS 224 - Human Resource Management CAS 140 - Beginning Database - Access ECO 201Z - Principles of Economics: Microeconomics ECO 202Z - Principles of Economics: Macroeconomics BUS 285 – Human Relations and Organizations	 3 3 4 4 3	 BUS 349 - Human Resource Management I [2] MIS 113 - Intro to Database Systems ECO 201Z - Principles of Microeconomics ECO 202Z - Principles of Macroeconomics Social Science Elective	 3 3 4 4 --
MTH 111Z Precalculus I: Functions [3]	4	MATH 111Z - Precalculus I: Functions	4
Science/Math/Computer Science CIS 206 - Intro to Information Technology [3] CIS 206L - Intro to Information Technology Lab [3] Lab Science Elective [4]	 3 1 4	 MIS 206 - Introduction to Management Information Systems Lab Science Elective [4]	 3 4
COM 111Z - Public Speaking	4	COM 111Z - Public Speaking	4
SPE 215 - Small Group Communication: Process and Theory [3]	3	SPE 321 - Small Group & Team Communication [2]	3

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WRI 121Z - Composition I	4	WRI 121Z - Composition I	4
WRI 227Z - Technical Writing	4	WRI 227Z - Technical Writing	4
BUS 214 - Business Communication or COM 218Z - Interpersonal Communication	3 or 4	Satisfies Communication Elective: WRI 214 - Business Correspondence or COM 218Z - Interpersonal Communication	3
Humanities (Arts & Letters) Electives [5]	6	Humanities Electives [5]	6
Total KCC Degree Credits [1]	114-115	**Total Oregon Tech Degree Credits**	86

Courses not required for Klamath Community College's AAS in Business Administration - Marketing but are required for Oregon Tech's BS in Business - Marketing and can be taken at KCC or Oregon Tech.

Klamath Community College Course Number & Title	Qtr. Units	Oregon Institute of Technology Course Number & Title	Qtr. Units
STA 243Z - Elementary Statistics I	4	STAT 243 or MATH 361 – Statistical Methods	4
Additional KCC Degree Credits [1]	8	**Additional Oregon Tech Degree Credits**	4
Total KCC Degree Credits [1]	118-119	**Total Oregon Tech Degree Credits**	90

In addition to the above courses, the courses listed below are also required for the BS in Business - Marketing and should be completed at Oregon Tech.

Oregon Institute of Technology Course Number & Title	Qtr. Units
ACC 325 - Finance	4
ANTH 452 - Globalization	3
BUS 256 – Graphic Design for Business	3
BUS 308 - Principles of International Business	3
BUS 318 - Marketing II	3
BUS 319 - Integrated Marketing Communication	3
BUS 356 - Business Presentations	4
BUS 390 - Applied Management Internship or BUS Elective	3
BUS 457 - Business Research Methods II or BUS 414 – Marketing Research	3
BUS 435 - Marketing III	3
BUS 441 - Leadership I	3
BUS 456 - Business Research Methods	3

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BUS 467 - Service Management	3
BUS 473 - Marketing Plan Development	3
BUS 478 - Strategic Management	3
BUS 480 – Capstone Experience	4
BUS 480 – Capstone Experience	4
GIS 207 - Seminar	2
MATH 371 - Finite Mathematics and Calculus I	4
MGT 321 - Operations Management I	3
MIS 225 - Digital Marketing	4
MIS 375 - Decision Support Systems	3
Program Elective	12
PHIL 331 - Ethics in the Professions or PHIL 342 - Business Ethics	3
PSY 347 - Organizational Behavior	3
Additional Oregon Tech Credits [7]	**93**
Total Oregon Tech Degree Credits [8]	**183**

1. Excess credits will transfer to Oregon Tech as general elective credit except for developmental course work; these credits will not be used toward the BMKT.

2. Does not count toward the 60 upper-division credit requirement.

3. To maximize useable credits toward the BMKT, the listed course is recommended.

4. Students can transfer up to one (1) biological or physical sciences with lab course into the BMKT. Choose from the following KCC prefixes: BIO, CHE, ENV, GSC, or PH.

5. Students can transfer up to six (6) credit hours of Humanities electives into the BMKT; these courses should be designated as Humanities electives by Oregon Tech. However, only three (3) humanities credits can be studio/performance based. Choose from the following KCC prefixes: ART, ENG, MUS, PHL, THR, or Languages (second year/200-level only).

6. Oregon Tech will accept PSY 201M and 202M for PSY 201Z and PSY 202Z.

7. Baccalaureate students must complete a minimum of 60 credits of upper-division work before a degree will be awarded. Upper-division is defined as 300- and 400- level classes at a bachelor's degree granting institution.

8. Military credit for general education courses at KCC, denoted by (M), will count for the equivalent Oregon Tech course.

9. Oregon Tech's BMKT requires 181-185 credits.