



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

Articulation Agreement
2022 - 2023 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 dated June 20, 2022.

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. Baccalaureate students at Oregon Tech must complete 45 credits from 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. In order to utilize this agreement students must be attending KCC during the above catalog year. Students must enroll at Oregon Tech within three years of this approval.

Klamath Community College

DocuSigned by:

Jamie Jennings 2/10/2023
 Jamie Jennings, CAO/Vice President
 Academic Affairs

Oregon Institute of Technology

DocuSigned by:

Carleen Drago Starr 1/30/2023
 Carleen Drago Starr, Director
 Educational Outreach and Partnerships

DocuSigned by:

Hallie Newport 1/30/2023
 Hallie Newport, Department Chair
 Business Management

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Tom Keyser 2/9/2023
 Tom Keyser, Dean
 College of Engineering, Technology, and Management

DocuSigned by:

Wendy Ivie 2/9/2023
 Wendy Ivie
 University Registrar

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 211 - Principles of Accounting I	4	ACC 201 - Principles of Accounting I	4
BUS 213 - Managerial Accounting	4	ACC 203 - 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 226 - Business Law I	3	BUS 226 - Business Law	3
BUS 233 - Social Media Marketing	3	Elective	3
BUS 238 - Sales and Sales Management	3	Elective ¹	--
BUS 249 - Retailing	3	Elective ¹	--
BUS 261 - Consumer Behavior	3	Elective	3
BUS 285 - Human Relations in Organizations ³	3	Social Science Elective (Applied toward Elective credit)	3
CAS 133 - Introduction to Computing Skills	4	MIS 101 - Word Processing Software Lab ¹	--
CAS 133L - Introduction to Computing Skills Lab		MIS 102 - Spreadsheet Lab	1
		MIS 103 - Presentation Graphics Software Lab ¹	--
CAS 170 - Spreadsheets	3	MIS 102 - Spreadsheet Lab ¹ (Credit transfers from CAS 133/113L)	--
CGS 100 - College Survival and Success	3	Elective ¹	--
Electives ³ BUS 224 - Human Resource Management ECO 201 - Principles of Economics: Microeconomics ECO 202 - Principles of Economics: Macroeconomics	3 3 3	BUS 349 - Human Resource Management I ² ECO 201 - Principles of Microeconomics ECO 202 - Principles of Macroeconomics	3 3 3
MTH 111 College Algebra ³	5	MATH 111 - College Algebra	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
SPE 111 - Fundamentals of Speech	3	SPE 111 - Public Speaking	4
SPE 215 - Small Group Communication: Process and Theory ³	3	SPE 321 - Small Group & Team Communication ²	3
CIS 243 – E-Commerce	4	Elective ¹	--
WRI 121 - English Composition I	4	WRI 121 - English Composition	4
WRI 227 - Technical Communication ³	4	WRI 227 - Technical Report Writing	4

BUS 214 - Business Communication or SPE 214 - Interpersonal Communication	3	Satisfies Communication Elective: WRI 214 - Business Correspondence or COM 225 - Interpersonal Communication	3
Humanities (Arts & Letters) Electives ⁵	6	Humanities Electives ⁵	6
Total KCC Degree Credits ¹	98	Total Oregon Tech Degree Credits	74

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
MTH 243 - Statistics I MTH 244 - Statistics II	8	MATH 361 - Statistical Methods I ²	4
Additional KCC Degree Credits ¹	8	Additional Oregon Tech Degree Credits	4
Total KCC Degree Credits ¹	106	Total Oregon Tech Degree Credits	78

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 - Business Communications	3
BUS 307 - Seminar	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 414 - Marketing Research or BUS 457 - Business Research Methods II	3
BUS 435 - Marketing III	3
BUS 441 - Leadership I	3
BUS 456 - Business Research Methods	3

BUS 467 - Service Management	3
BUS 473 - Marketing Plan Development	3
BUS 478 - Strategic Management	3
BUS 495 - Senior Project Proposal	3
BUS 496 - Senior Project	3
BUS 497 - Senior Project	3
GIS 207 - Seminar	1
MATH 371 - Finite Mathematics and Calculus I	4
MGT 321 - Operations Management I	3
MGT 335 - Project Management	3
MIS 113 – Intro to Database Systems Or MIS 275 – Intro to Relational Databases	3 Or 4
MIS 225 - Business on the Internet	4
MIS 375 - Decision Support Systems	3
Program Elective	15
PHIL 331 - Ethics in the Professions or PHIL 342 - Business Ethics	3
PSY 201 - Psychology ⁶	3
PSY 347 - Organizational Behavior	3
Additional Oregon Tech Credits ⁷	104- 105
Total Oregon Tech Degree Credits ⁸	182- 183

1. Excess credits will transfer to Oregon Tech as general elective credit with the exception of 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, GSC, or PH. Currently, ENV does **not** count as Lab Science.
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, PHIL, THR, or Languages (second year/200-level only).

6. Must take PSY 201A, 202A, and PSY 203A to receive credit for Oregon Tech's PSY 201, 202, 203 *or* PSY 201A and PSY 202A for Oregon Tech's PSY 201 and 202. PSY 203A will transfer to PSY 203.
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. Oregon Tech's BMKT requires 182-183 credits.