

**2+2 Agreement: AS in Business Administration at NHTI, Concord's Community College and
BS in Marketing, Professional Sales Option at Plymouth State University**

Years 1 and 2 at NHTI, Concord's Community College

Course ID	Course Title	Credits
<u>Year One</u> at NHTI, Concord's Community College		
AC 101	Accounting I	3
AC 102	Accounting II	3
BU 101	Introduction to Business	3
BU 170	Principles of Marketing	3
BU	Business Elective	3 BU 245
EN 101	English Composition	4
EN 120	Communications	3 or English Elective
IT 102	PC Applications	3
MT 124	College Algebra	4
MT 125	Finite Mathematics	4 or MT 241 Statistics
	Sub-total Credits for Year One at NHTI	33
<u>Year Two</u> at NHTI, Concord's Community College		
AC 110	Managerial Accounting	3
BU 225	Business Law I	3
BU 270	Principles of Management	4
BU 293	Managerial Decision Making	3
BU	Business Elective	3-4 BU 261
BU	Business Elective	3-4 BU 262
EO 101	Macroeconomics	3 or EO 102 Microeconomics
	Humanities/Fine Arts/Foreign Language Elective	3
	Lab Science Elective	4 [not BI 100, CH 100, or PH 100]
SO	Social Science Elective	3
	Sub-total Credits for Year Two at NHTI	32-34
	Total Credits for AS Business Administration	65-67

Years 3 and 4 at PSU

Course ID	Course Title	Credits
<u>Year Three</u> at PSU		
BU 2290	Organizational Communications (WRCO)	3
BU 3210	Financial Management	3
BU 3280	Professional Selling Skills I	3
BU 3290	Professional Selling Skills II	3
BU 3300	Operations Management	3
BU 3360	Marketing Research	3
EC 2550	Macroeconomics	3 or EC 2560 Microeconomics
CTDI	Creative Thought Direction	3
PPDI	Past and Present Direction	3
SSDI	Self and Society Direction	3
	Sub-total Credits for Year Three at PSU	30
<u>Year Four</u> at PSU		
BU 3240	Information Technology	3
BU 4220	Strategic Management (INCO)	3
BU 4260	Interpersonal Relations	3
BU 4330	Sales Management	3
SIDI	Scientific Inquiry Direction	3-4
WECO	Wellness Connection	3
	Electives	7-4
	Sub-total Credits for Year Four at PSU	25-23
	Total Credits taken at PSU	55-53

BS MARKETING, PROFESSIONAL SALES OPTION 2014-2015
2+2 Program with NHTI, Concord's Community College for AS Business Administration 2014-2015

NHTI Requirements (2014-15 Catalog)	Credits	Satisfies PSU Requirement (2014-15 Catalog)	Credits
AC 101 Accounting I	3}		
AC 102 Accounting II	3}	BU 1152 Financial Accounting	6
AC 110 Managerial Accounting	3	BU 2262 Management Accounting	3
BU 101 Introduction to Business	3	credits toward BS degree	3
BU 170 Principles of Marketing	3	BU 2450 Principles of Marketing	3
BU 225 Business Law I	3	BU 2480 Business Law	3
BU 270 Principles of Management	4	credits toward BS degree	4
BU 293 Managerial Decision Making	3	credits toward BS degree	3
Business Elective [BU 245 Organizational Behavior]	3	BU 3420 Organizational Behavior (DICO)	3
Business Elective [BU 262 Consumer Behavior]	3-4	BU 3340 Consumer Behavior	3-4
Business Elective [BU 261 Advertising]	3-4	BU 3370 Branding and Marketing Communication	3-4
IT 102 PC Applications	3	BU 1100 Business Computer Applications (TECO) (sub)	3
EO 101 Macroeconomics	<i>or</i>	EC 2550 Macroeconomics (GACO)	<i>or</i>
EO 102 Microeconomics	3	EC 2560 Microeconomics	3
EN 101 English Composition	4	EN 1200 Composition	4
EN 120 Communications	<i>or</i>	CTDI Creative Thought Direction (substitute)	<i>or</i>
EN English Elective	3	CTDI Creative Thought Direction	3
MT 124 College Algebra	4	MA 2200 Finite Mathematics (MATH) (substitute)	4
MT 125 Finite Mathematics	<i>or</i>		<i>or</i>
MT 251 Statistics	4	MA 2300 Statistics I (ORCO)	4
Humanities/Fine Arts/Foreign Language Elective	3	PPDI Past and Present Direction	3
Lab Science Elective [not BI 100, CH 100, PH 100]	4	SIDI Scientific Inquiry Direction	4
SO Social Science Elective	3	SSDI Self and Society Direction	3

Total required for AS Business Administration	65-67	Sub-total	65-67
---	-------	-----------	-------

Business Elective is BU, AC, IT, or RE course that is not a required course, as well as HS 101 or HS 104.

BU 2290 Organizational Communications (WRCO)	3
BU 3210 Financial Management	3
BU 3240 Information Technology	3
BU 3280 Professional Selling Skills I	3
BU 3290 Professional Selling Skills II	3
BU 3300 Operations Management	3
BU 3360 Marketing Research	3
BU 4220 Strategic Management (INCO)	3
BU 4260 Interpersonal Relations	3
BU 4330 Sales Management	3
EC 2550 Macroeconomics	<i>or</i>
EC 2560 Microeconomics	3
CTDI Creative Thought Direction	3
PPDI Past and Present Direction	3
SIDI Scientific Inquiry Direction	3-4
SSDI Self and Society Direction	3
WECO Wellness Connection	3
Electives	<i>*7-4</i>
Sub-total	55-53
Total required for the degree	120

*three credits for IS 1111 become electives for transfer students entering with 24 or more credits

The maximum number of transfer credits that can be applied to a PSU bachelor degree is 90.

NHTI students coming to PSU must have grades of C or better in each of their courses and a minimum 2.0 cumulative GPA in order to transfer into the PSU BS in Marketing, Professional Sales under this 2+2 agreement.

NHTI students who have completed the AS degree in Business Administration with one course with a grade of C- or below, may retake that course during the summer preceding entrance to PSU and still be accepted at PSU under this 2+2 agreement, if she/he earns a grade of C or higher.

NHTI students who complete the AS degree in Business Administration will need to take at least five more General Education classes (Creative Thought Direction, Past and Present Direction, Scientific Inquiry Direction, Self and Society Direction, Wellness Connection) and the third and fourth year coursework for the BS Marketing, Professional Sales major.

Advisors at NHTI will work with students to make sure that their English Elective, Humanities/Fine Arts/Foreign Language Elective, Lab Science Elective, and Social Science Elective will transfer in as a Direction course at PSU.

If a NHTI student has not completed the AS degree in Business Administration, then courses will be transferred in on a course-by-course basis. See Transfer Agreement.

NHTI English courses that satisfy Creative Thought Direction

EN 102 Introduction to Literature
EN 125 Communication and the Literature of Science and Technology
EN 150 Introduction to Drama
EN 160 Introduction to Poetry
EN 210 British Literature I
EN 211 British Literature II
EN 214 American Literature Survey I: to 1865
EN 215 American Literature Survey II: 1865-Present
EN 221A Images of Light
EN 221B Films of 1962
EN 221C American Independent Cinema
EN 221D The Modern Classics
EN 221E German Expressionism
EN 221F American Cult Cinema
EN 221G Darkness and Light: Film Noir
EN 221H Alfred Hitchcock
EN 221I Stanley Kubrick
EN 251 Contemporary Drama
EN 285 Literature, Technology and Culture
EN 287 Women in Literature

NHTI courses that satisfy PSU Past and Present Direction

FA 105 Introduction to Music
FA 106 History of Jazz, Blues, and Rock and Roll
HI 120 United States History to 1870
HI 121 United States History, 1870-Present
HI 131 World History I (to 1500)
HI 132 World History II (1500-Present)
HI 221 New Hampshire History

NHTI courses that satisfy PSU Scientific Inquiry Direction

BI 111 General Biology I
BI 112 General Biology II
BI 115 Introduction to Ecology
BI 117 Introduction to Plant Biology
BI 120 Human Biology
BI 125 Human Genetics and Society
BI 180 Tropical Ecology and Conservation
CH 105 Chemistry
CH 110 Introduction to Biochemistry
CH 120 Introduction to Forensic Science
ENV 101 Fundamentals of Environmental Science
GEOL 101 Essential of Geology
MC 205 Material Science
SC 104 Astronomy and Space
SC 107 Introduction to Meteorology
SC 110 Alternative Energy Fundamentals

NHTI courses that satisfy PSU Self and Society Direction

BU 255 Personal Financial Planning
CJ 230 Justice and the Community
EC 242 Child, Family, and Community
HU 221 Social and Professional Issues in Today's Society
SO 205 The Individual and Society
SO 240 Marriage, Family, and Personal Relationships