

College of Business

B.B.A. Marketing with a Concentration in Professional Selling

2016-2017 Texas Common Course Numbering System Transfer Guide



This four-year plan provides a model for on-time completion of this UNT program using as many TCCNS courses as possible. The four-year plan also shows the first point when no TCCNS options are available for this program. See the current [Undergraduate Catalog](#) for course prerequisites. Course availability at UNT is subject to change, and the plan shown below may change based on updates to UNT's course offerings.

UNT Courses noted (#) do not have TCCNS equivalents, but have approved transferable substitutions.

YEAR	FALL SEMESTER		SPRING SEMESTER	
	UNT Requirement	TCCNS Option	UNT Requirement	TCCNS Option
FRESHMAN	ENGL 1310	ENGL 1301	TECM 2700 or ENGL 1320	ENGL 2311 or ENGL 1302
	Mathematics (Prerequisite to MATH 1190 or 1710, if required); or free elective	Mathematics (Prerequisite to MATH 1325/1425 or 2313/2413/2513, if required); or free elective (consult UNT advisor)	MATH 1190 or 1710	MATH 1325 or 1425; or MATH 2313 or 2413 or 2513
	UNT Core: Life & Physical Sciences	See list of approved courses	UNT Core: Government/Political Science	See list of approved courses
	UNT Core: Government/Political Science	See list of approved courses	ECON 1100	ECON 2302
	UNT Core: CAO Category I	See list of approved courses	BCIS 2610	BCIS 1305 or 1405

YEAR	FALL SEMESTER		SPRING SEMESTER	
	UNT Requirement	TCCNS Option	UNT Requirement	TCCNS Option
SOPHOMORE	UNT Core: Language, Philosophy & Culture	See list of approved courses	UNT Core: Life & Physical Sciences	See list of approved courses
	UNT Core: American History	See list of approved courses	COMM 1010 or 2040 or TECM 2700	SPCH 1311 or 1315 or 1321# or ENGL 2311
	ECON 1110	ECON 2301	UNT Core: American History	See list of approved courses
	ACCT 2010	ACCT 2301 or 2401	ACCT 2020	ACCT 2302 or 2402
	UNT Core: Creative Arts	See list of approved courses	DSCI 2710	DSCI 2710 at UNT preferred (will accept MATH 1342, MATH 1442, MATH 2342, or MATH 2442 per Texas Tuning)

YEAR	FALL SEMESTER		SPRING SEMESTER	
	UNT Requirement	TCCNS Option	UNT Requirement	TCCNS Option
JUNIOR	BCIS 3610	None	LSCM 3960	None
	BCIS 3615 or MGMT 3330		DSCI 3710	
	MKTG 3650		MKTG 4470	
	BLAW 3430		FINA 3770	
	MKTG 3010		MKTG 4670	

YEAR	FALL SEMESTER		SPRING SEMESTER		
	UNT Requirement	TCCNS Option	UNT Requirement	TCCNS Option	
SENIOR	MKTG 3700	None	BUSI 4940	None	
	MGMT 3720		MKTG 4280		
	MKTG 4570		MKTG 4805		
	MKTG 3881		Supporting Field course		
	Free elective (2 hours)	Consult UNT advisor	Free elective		Consult UNT advisor
	MKTG 4770	None			

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All students admitted to the College of Business Undergraduate program:

- Enter under a Tiered Progression Program and are placed into one of three tiers: Pre-business, Business Undergraduate, or Declared Business Major. See "Tiered Progression Program" on page two for detailed information.
- Are responsible for integrating University Core and Pre-business courses into their schedule simultaneously for course sequencing and timely graduation purposes. See four-year plan on page three for scheduling suggestions.

Courses Recommended for Transfer

The UNT Core requirements, with the exception of American History and Government/Political Science, and the College & Major requirements are shown with Texas Common Course Numbering System values only when UNT offers equivalent courses. There may be other courses in transfer that apply toward the specific degree requirement, but those listed are known to apply.

UNT Core: Communication

ENGL 1301; and ENGL 1302 or 2311

A grade of 'C' or better is required on courses applied toward this requirement.

UNT Core: Mathematics

This requirement will be met by fulfilling the College of Business pre-business requirements (see next column).

UNT Core: Life & Physical Sciences

For students not majoring in Science, Mathematics, or Engineering, completing two courses from the list below is recommended (see an Academic Advisor for more options).

- ANTH 2401
- ASTR 1403
- ASTR 1404
- BIOL 1408
- BIOL 2406
- GEOL 1401
- GEOL 1403
- PHYS 1403
- PHYS 1404
- PHYS 1410
- PHYS 1415

UNT Core: American History

Two courses chosen from: HIST 1301, 1302, 2301

UNT Core: Government/Political Science

GOVT 2305 and 2306

UNT Core: Creative Arts

One course chosen from: ARTS 1301 or 1304; DRAM 1310; MUSI 1306 or 1307; SPCH 2341

UNT Core: Language, Philosophy and Culture

One course chosen from: ENGL 2332 or 2333; HIST 2321 or 2322; PHIL 1301, 1304, 2303, 2306, or 2316

UNT Core: Social & Behavioral Sciences

This requirement will be met by fulfilling the College of Business pre-business requirements (see below).

UNT Core: Component Area Option Category I

One course chosen from: ARTS 1301; BIOL/HECO 1322; COMM 1307; MATH 2305 or 2405; SPCH 1311 or 1315; TECA 1303

UNT Core: Component Area Option Category II

This requirement will be met by fulfilling the College of Business Pre-Business program requirements (see column below).

College of Business: Pre-Business Courses

- ACCT 2301 or 2401; and 2302 or 2402
- BCIS 1305 or 1405
- ECON 2301 and 2302 (fulfills Social and Behavioral Sciences core, CAO Category II and program requirements)
- MATH 1325 or 1425; or MATH 2313 or 2413 or 2513 (fulfills both Mathematics core and program requirements)
- ENGL 1301, ENGL 1302, and ENGL 2311, **or** ENGL 1301, ENGL 1302 or 2311, and SPCH 1311, 1315, or 1321
- DSCI 2710 at UNT preferred (will accept MATH 1342, MATH 1442, MATH 2342, or MATH 2442 per Texas Tuning)

With the exception of SPCH 1311, 1315, or 1321, a grade of 'C' or better is required in all pre-business requirements.

College of Business: Foundation Courses (Grades of C or better required)

No TCCNS option available.

Marketing (Professional Selling): Professional Field & Supporting Courses (Grades of C or better required)

No TCCNS option available.

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College of Business: Tiered Progression Program

All students new to UNT's College of Business are placed into one of three tiers:

- **Tier One**—Pre-business (PBUS) includes all new freshmen and all new transfer students with a transfer GPA between 2.0 and 2.69. PBUS students must be advised each semester and must attend two approved university or college workshops/seminars. PBUS students are restricted to 1000/2000 level business courses. In order to progress and be accepted into Tier Two (BUND), students must attain a 2.7 UNT cumulative GPA and have completed three of the following designated pre-business prerequisite courses with a grade of C or higher: college-level MATH, ACCT 2301 or 2401, ACCT 2302 or 2402, ECON 2301, ECON 2302, DSCI 2710 at UNT preferred (will accept MATH 1342, MATH 1442, MATH 2342, or MATH 2442 per Texas Tuning).
- **Tier Two**—Business Undergraduate (BUND) students include any student with a 2.7 or higher UNT cumulative GPA (or any new transfer student with a 2.7 cumulative transfer GPA at time of transfer) who has completed at least three of the designated pre-business courses. BUND students are restricted to 1000/2000 level business courses. In order to progress to Tier Three—Declared Business major— students must have a 2.7 UNT cumulative GPA and have completed all of the nine pre-business prerequisite courses with a grade of C or higher: ENGL 1301, ENGL 1302 or 2311, MATH 1325 or 1425, BCIS 1305 or 1405, ECON 2301, ECON 2302, ACCT 2301 or 2401, ACCT 2302 or 2402, DSCI 2710 at UNT preferred (will accept MATH 1342, MATH 1442, MATH 2342, or MATH 2442 per Texas Tuning).
- **Tier Three**—Declared Business students are students who have successfully completed all nine pre-business prerequisites with a grade of C or higher and have a 2.7 UNT cumulative GPA. Upon meeting these requirements, students will meet with an Academic Advisor in BLB 110 to request an official degree plan and acceptance into their choice of one of the professional field/majors offered by the College of Business. Declared Business students are permitted to enroll in 3000/4000 level business courses.

College of Business: Degree Progress/Major Dismissal

Students who have been accepted to a business degree program must maintain satisfactory progress. Declared business majors are subject to dismissal from a business degree program and may not be permitted to enroll for additional courses in that major if they receive any combination of grades of D or F in two attempts of the same course in the professional field and supporting field courses in their degree plan.

Special Notes

Hours Required and General/College Requirements:

- Grade point average requirements for graduation with a BBA or BS from the College of Business:
 - a minimum of 2.7 grade point average in the professional and supporting field
 - a minimum of 2.0 grade point average in all courses completed at UNT
 - a minimum 2.0 overall grade point average in all courses (UNT and transfer)
- A minimum of 120 semester hours, of which 42 must be advanced, and fulfillment of degree requirements for the Bachelor of Business Administration or Bachelor of Science degree as specified in the [general university requirements](#) section of the UNT catalog and the College of Business requirements.
- A candidate for the degree must complete 33 hours of business administration courses in residence, of which 15 hours must be in the professional field of study.
- The College of Business will not grant upper-division (3000–4000 level) degree credit for any transfer course taken at the lower division. Upper-division course work transferred from a regionally accredited four-year institution will be evaluated on an individual course basis to determine applicable degree credit.

UNT Core Curriculum/Transfer of Core Curriculum:

UNT complies with the [mandates of the 1997 Texas Legislature](#) regarding requirements for state-assisted institutions. Students who successfully complete the common core curriculum (in whole or in part) at a Texas state-assisted institution of higher education are eligible to transfer as "core complete" for those categories in the UNT University Core Curriculum.

Individual academic programs may require courses contained in parts of the University Core Curriculum. Students who wish to take courses that will fulfill both core and major/program requirements simultaneously should check with academic advisors for assistance in selecting core courses.

Choice of Catalog: Any student transferring directly from a Texas public community college to UNT shall have the same choice of catalog designating degree requirements as the student would have had if the dates of attendance at the university had been the same as the dates of attendance at the community college.

The College of Business is accredited by the AACSB International—The Association to Advance Collegiate Schools of Business.

The College of Business required curriculum and policies are located in the [undergraduate catalog](#) under the corresponding catalog year.

For additional program and contact information, visit the College of Business Student Advising website at www.cob.unt.edu/programs/undergrad.