

**BLUEFIELD STATE COLLEGE**  
**The W. Paul Cole, Jr. School of Business**  
**2018-2019**  
**Articulation Agreement**

**For**

**Central Virginia Community College**  
**Associate of Applied Science in Management**  
**Marketing Specialization**

Central Virginia Community College			Bluefield State College		
Course Number	Course Name	Credits	Course Number	Course Name	Credits
SDV 100	College Success Skills	1		Elective	1
HLT/PED	Health or Physical Education	1		Health/PE Elective	1
BUS 100	Introduction to Business	3		Elective	3
ENGL 111	College Composition I	3	ENGL 101	Composition I	3
AST 205	Business Communications	3	BUSN 232	Business & Electronic Comm	3
BUS 226, ITE 115 or ITE 119	Computer Elective	3	BUSN 130	Microsoft Word/Presentations	3
MKT 100	Principles of Marketing	3	MRKT 210	Principles of Marketing	3
MTH 130	Fundamentals of Reasoning	3	MATH 101	General Math	3
BUS 121	Business Mathematics	3		Elective	3
BUS 200	Principles of Management	3	MGMT 210	Principles of Management	3
MKT 110	Principles of Selling	3	MRKT 372	Selling/Sales Management	3
	Social Sciences Elective	3		Social Science Elective	3
ACC 211	Principles of Accounting I	4	ACCT 201	Principles of Accounting I	3
				Elective	1
BUS 241	Business Law	3	BUSN 301	Business Law & Legal Envir	3
ECO 120	Survey of Economics	3		Elective	3
MKT 275	International Marketing	3		Elective	3
MKT 228	Promotion	3	MRKT 352	Integrated Marketing Communication	3
ACC 212	Principles of Accounting II	4	ACCT 202	Principles of Accounting II	3
				Elective	1
	Humanities Elective	3		Humanities Elective	3
BUS 205	Human Resources Mgmt	3	MGMT 326	Human Resources	3
FIN 215	Financial Management	3	BUSN 350	Financial Management	3
MKT 282	Principles of E-Commerce	3	ENTR 312	E-Commerce for Entrepreneurs	3
	Total	64		Total	64