



**Business Administration Major  
Transfer Pathway with Associate's Degree  
(Terra to Bluffton University)**

Please note: This is a suggested program guide. It is not to be interpreted as a contract. Changes may occur. Please see your program advisor before you register for courses. Updated 07/19

YEAR	FALL	SPRING			
First Year AT TERRA	GEN 1000 First-Year Seminar	1	<b>ACC 1200 Managerial Accounting</b>	<b>4</b>	
	<b>ECO 2010 Macroeconomics</b>	<b>3</b>	<b>ECO 2020 Microeconomics</b>	<b>3</b>	
	<b>ACC 1100 Financial Accounting</b>	<b>4</b>	<b>MRT 1010 Marketing</b>	<b>3</b>	
	<b>MGT 1100 Management and Organizational Beh.</b>	<b>3</b>	ENG 1900 Technical Writing for Business and Industry	3	
	English Composition	<u>3</u>	DLS 1090 Digital Literacy and Applications	<u>3</u>	
	Total	14	Total	16	
Second Year AT TERRA	<b>MGT 1250 Leadership Development</b>	<b>3</b>	<b>LAW 2420 Business Law</b>	<b>3</b>	
	<b>MGT 1210 Human Resource Mgt</b>	<b>4</b>	<b>MGT 2580 Management Applications</b>	<b>3</b>	
	<b>MRT 1301 Public Relations</b>	<b>3</b>	<b>MGT 2670 Business Ethics</b>	<b>3</b>	
	SPE 2200 Interpersonal Communication	3	<b>BUS 2900 Business Capstone</b>	<b>3</b>	
	Humanities Elective	<u>3</u>	Mathematics	<u>3</u>	
	(ART 1010 Art History: Prehistory to Gothic OR ART 1030 Art History: Renaissance to 20 <sup>th</sup> Century OR ART 1050 Art Appreciation OR ENG 1850 Intro to Lit OR ENG 2630 Non-Western Lit OR ENG 2640 or 2650 Brit Lit I or II OR ENG 2670 or 2680 Am Lit I or II OR MUS 1010 Music Appreciation)		(MTH 2010 Statistics OR MTH 2411 Applied Calculus OR MTH 2510 Calculus & Analytic Geometry I)		
			Total	15	
	Total	16			
	Third Year AT BLUFFTON	Writing Well Competency	3	BENV300 Cross-cultural Experience	3
		Creative Expression Competency (can be met with ART 1050 or MUS 1010)	3	Reading the Bible Competency	3
<b>BUS 284 General Statistics</b> (can be met with MTH 2010)		<b>3</b>	<b>MAT 115 Business Calculus</b> <b>or MAT 135 Calculus 1</b>	<b>3</b> <b>(5)</b>	
<b>MKT 356 Principles of Marketing</b> <b>or Course in Concentration</b>		<b>3</b> <b>(3)</b>	<b>MKT 356 Principles of Marketing</b> <b>or Course in Concentration</b>	<b>3</b> <b>(3)</b>	
<b>FIN 366 Principles of Finance</b>		<b><u>3</u></b>	<b>MGT 354 Principles of Management</b>	<b><u>3</u></b>	
Total		15	Total	15	
Fourth Year AT BLUFFTON	Exploring the Past Competency (can be met with ART 1010 or ART 1030)	3	Scientific Inquiry Competency	4	
	Elective	2	Religious Understanding Competency	3	
	BENV400 Christian Values in a Global Com	2	Elective	2	
	<b>FIN 353 Money and Banking</b>	<b>3</b>	<b>MGT 380 Corporate Strategy</b>	<b>3</b>	
	<b>Business Elective</b>	<b>3</b>	<b>Course in Concentration</b>	<b><u>3</u></b>	
	Total	16	Total	15	
	<b>Fall Concentration related courses</b>	<b>Spring Concentration related courses</b>			
	ACT 352 Government and Not-for-profit Accounting*	3	ACT 343 Intermediate Managerial Accounting*	3	
	MKT 325 E-Commerce*	3	ECN 371 International Trade and Investment*	3	
	MKT 357 Marketing Research*	3	ECN 382 Economic Dev & the Environment*	3	
	MKT 358 Consumer Behavior*	3	FIN 367 Financial Investments*	3	
	MKT 360 Sales*	3	MGT 355 Production Operations Management*	3	
	TEC 369 Intro to Information Systems*	3	MGT 359 Entrepreneurship*	3	
	FIN 375 Insurance and Risk Management*	3	MGT 364 Human Resource Management	3	
	FIN 376 Property and Casualty Insurance*	3	MKT 362 Advertising*	3	
			MKT 363 Marketing Management	3	

124 total hours to complete graduation requirements (this includes 2 hours of arts and lecture credit)

\*Alternate year courses. **Bold face** print denotes major course requirement Note: If Business majors double major in Accounting, Economics, or Marketing courses required in each major count in both majors. Courses chosen as an elective for one major will not count as an elective in the second major.