

Academic Affairs
One University Drive
P.O. Box 1510
Pembroke, NC 28372-1510
(910) 521-6224

July 15, 2009

Dr. Barbara Tansey
Vice President for Academic and Student Services
Fayetteville Technical and Community College
2201 Hull Road
Fayetteville, North Carolina 28303

Dear Dr. Tansey:

The School of Business has recommended the establishment/revision of an articulation agreement for transfer of courses in the Associate of in Applied Science Degree in Business Administration Program at Fayetteville Technical and Community College into the Business Administration Program at The University of North Carolina at Pembroke.

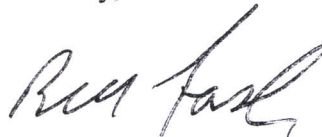
The agreement, which we are establishing with this letter, provides for the transfer of up to 60 semester hours credit, including General Education and courses in the Business Administration Program. Attached is a list of the course equivalencies of Business Administration curriculum courses from Fayetteville Technical and Community College and courses from The University of North Carolina at Pembroke. The articulation agreement and course equivalencies have been reviewed and revised by the faculty at UNCP and administrators/faculty for your consideration.

Please keep in mind that all courses accepted for transfer to The University of North Carolina at Pembroke must be taught by qualified faculty members. Faculty teaching courses for transfer must meet the standards set forth in **Criteria for Accreditation**, section 4.8.2.2 by the Southern Association of Colleges and Schools.

After signing, please forward two copies of this agreement to me. The Business Administration agreement between Fayetteville Technical and Community College and The University of North Carolina at Pembroke will be effective August 1, 2009.

Please call if I can be of further assistance.

Sincerely,

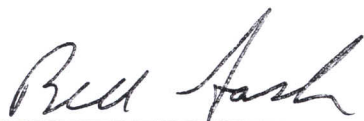


Bill Gash
Associate Provost


Each party has caused this Agreement to be executed by its duly authorized representatives as of August 1, 2009.

The University of North Carolina
At Pembroke

Fayetteville Technical and Community
College



Dr. Bill Gash
Associate Provost



Dr. Larry Keen
President

Articulation Agreement

June 23, 2009

Between the University of North Carolina at Pembroke

and Fayetteville Technical Community College,

Business Administration

This agreement is applicable to students who complete the required hours for the Associate in Applied Science degree in Business Administration from Fayetteville Technical Community College and transfer to the University of North Carolina at Pembroke (UNCP) and major in Business Administration. Transfers who have not completed the associate degree will be evaluated on a case-by-case basis. Regardless of hours transferred, students will be required to complete a minimum of thirty (30) hours in Business Administration from the University of North Carolina at Pembroke.

**Fayetteville Technical Community College
College Courses:**

**University of North Carolina at
Pembroke Courses:**

Number	Course Title	Hours	Number	Course Title	Hours
	Other Required Courses				
ACA 111	College Student Success	1	ELEC0010	General Electives	1
Or					1
ACA 115	Success & Study Skills	1	ELEC0010	General Electives	
	General Education Courses				
COM 231	Public Speaking		SPE2010	Fundamentals of Speech	3
Or					
ENG 115	Oral Communication	3	SPE2000	Interpersonal Communication	3
ECO 251	Prin of Microeconomics	3	ECN2020	Principles of Microeconomics	3
ENG 111	Expository Writing	3	ENG1050	English Composition I	3
MAT 115	Mathematical Models	3	ELEC0010	General Electives	3
	Major Courses				
	Required Core Courses				
ACC 120	Prin of Financial Accounting	4	ACC 2270	Prin of Financial Accounting	3
BUS 115	Business Law I	3	BLAW 2150	Legal Environment of Business	3
BUS 137	Principles of Management	3	MGT 3060	Organization and Management	3
MKT 120	Principles of Marketing	3	MKT3120	Principles of Marketing	3
ECO 252	Principles of Macroeconomics	3	ECN 2030	Principles of Macroeconomics	3
	Take two SHC from the following:				
CIS 110	Introduction to Computers	3	CSC1000	Introduction to Computers	3
CIS 111	Basic PC Literacy	2	ELEC0010	General Electives	2
	Other Major Courses / Required:				
BUS 110	Introduction to Business	3	ELEC0010	General Electives	3
BUS 116	Business Law II	3	ELEC0010	General Electives	3
BUS 121	Business Math	3	ELEC0010	General Electives	3
BUS 135	Principles of Supervision	3	ELEC0010	General Electives	3
BUS 153	Human Resource Mgmt.	3	ELEC0010	General Electives	3
BUS 225	Business Finance	3	ELEC0010	General Electives	3
BUS 285	Business Mgmt. Issues	3	ELEC0010	General Electives	3
CTS 130	Spreadsheet	3	DSC2090	Spreadsheet and Database	3

MKT 223	Customer Service	3	ELEC0010	General Electives	3
	Required Subject Area Select Nine hours from the following list, no more than three hours from COE111- COE131:				
ACC 121	Principles of Managerial Accounting	4	ELEC0010	General Electives	4
BUS 125	Personal Finance	3	ELEC0010	General Electives	3
BUS 139	Entrepreneurship I	3	ELEC0010	General Electives	3
BUS 230	Small Business Management	3	ELEC0010	General Electives	3
BUS 234	Training and Development	3	ELEC0010	General Electives	3
BUS 240	Business Ethics	3	ELEC0010	General Electives	3
BUS 255	Organizational Behavior	3	ELEC0010	General Electives	3
BUS 260	Business Communication	3	ELEC0010	General Electives	3
BUS 261	Diversity in Management	3	ELEC0010	General Electives	3
BUS 228	Business Statistics	3	ELEC0010	General Electives	3
CIS 162	Multimedia Presentation Software	3	ELEC0010	General Electives	3
Or					
CTS 230	Advanced Spreadsheet	3	ELEC0010	General Electives	3
INT 110	International Business	3	ELEC0010	General Electives	3
MKT 123	Fundamentals of Selling	3	ELEC0010	General Electives	3
MKT 221	Consumer Behavior	3	ELEC0010	General Electives	3
COE 111	Co-op Work Experience I	1	N/A		
COE 112	Co-op Work Experience I	2	N/A		
COE 113	Co-op Work Experience I	3	N/A		
COE 121	Co-op Work Experience II	1	N/A		
COE 122	Co-op Work Experience II	2	N/A		
COE 131	Co-op Work Experience III	1	N/A		
TOTAL		70			

Summary:

Business (Maximum 24) 21
 General Education 15
 Electives (Maximum 24) 24

Total Hours toward BSBA

Management Concentration 60

Notes:

1. Maximum total hours acceptable is 60.
2. To be admitted under this agreement, the student must have a 2.5 g.p.a.
3. Students must take a minimum of 30 Business hours at UNCP.
4. Each course in this articulation agreement must be taught by a faculty member whom meets credibility criteria set forth by the Southern Association of Colleges and Schools (SACS).