

Reynolds Community College/Old Dominion University

2016-2017 Catalog

ARTICULATION AGREEMENT

Associate of Applied Science in Management (Retail Management Specialization)

with General Education Courses to

Bachelor of Science in Occupational and Technical Studies (Marketing Education Concentration)

Reynolds Community College Associate of Applied Science				Old Dominion University Equivalency			
ENG	111	College Composition I*	3	ENGL	110C	English Composition I	3
ENG	112	College Composition II*	3	ENGL	211C	English Composition II	3
ITE	115	Intro to Computer Applications and Concepts	3	CS	1ELE	Elective	3
BUS	100	Introduction to Business	3	BUSN	110	Intro to Contemporary Business	3
MKT	201	Introduction to Marketing	3	BUSN	2ELE	Elective	3
BUS	111	Principles of Supervision*	3	BUSN	1ELE	Elective (Substitute for SEPS 302)	3
BUS	205	Human Resource Management	3	BUSN	2ELE	Elective	3
SDV	100	College Success Skills	1	UNIV	100	University Orientation	1
Personal Well		Elective	2	HLTH/PE ELE		Elective	2
HUM	ELE	PHI 101, 102, 111, 220, 226 or REL 230*	3	PL	1REQ	Philosophy and Ethics	3
MTH	158	College Algebra* (or higher instead of MTH 120)	3	MATH	102M	College Algebra	3
ECO	120	Survey of Economics*	3	ECON	200S	Basic Economics	3
MKT	215	Sales and Marketing Management*	3	SEPS	100	Sales Techniques	3
MKT	227	Merchandise Buying and Control*	3	SEPS	208	Buying	3
MKT	220	Principles of Advertising*	3	SEPS	102	Advertising and Promotion	3
AST	205	Business Communication	3	GNRL	2ELE	Elective	3
MKT	216	Retail Organization and Management	3	BUSN	2ELE	Elective	3
MKT	ELE	Take MKT 120*	3	SEPS	220	The Fashion Industry	3
MKT	290	Coordinated Internship	3	No Credit Awarded			0
ACC	117	Take ACC 211 Principles of Accounting*	3	ACCT	201	Principles of Accounting	3
MKT	260	Customer Service Management	3	SEPS	2ELE	Elective	3
MKT	271	Consumer Behavior*	3	SEPS	2ELE	Elective (Substitute for MKTG 402)	3
MKT	298	Seminar and Project	3	SEPS	2ELE	Elective	3
Total Credits in AAS Degree			66	Transfer Credits from AAS Degree			63
Additional Required Courses for BS Degree				ODU Equivalency			
HUM	ELE	ART 201, 202, CST 130, 141, HUM 201, 202, 260, MUS 121 or 122*	3	HC	1REQ	Human Creativity Way of Knowing	3
HIS	ELE	101, 102, 111, 112, 121 or 122*	3	INTP	1REQ	Interpreting the Past Way of Knowing	3
CST	ELE	100* or 110*	3	COMM	101R	Public Speaking	3
ENG	ELE	125, 241, 242, 243, 244, 251, 252, or 253*	3	LIT	1REQ	General Education	3
Sciences w/Labs	Choose <u>two</u> transferrable, approved Sciences w/Labs**		8	NS 1&2 REQ		Nature of Science Way of Knowing I & II	8
Additional Credits Required			20				20

By successful completion of this articulation agreement Language and Culture will be waived.

Impact of Technology will be satisfied by STEM 370T in the major.

To participate in this articulation agreement please visit Old Dominion University's website to complete The Letter of Intent: <https://www.odu.edu/newtransfer/letter-of-intent>

Completion of this articulation agreement alone does not guarantee admission to Old Dominion University. All students must meet the requirements set by the Office of Admissions and the Guaranteed Admissions Agreement (GAA). Please visit admissions.odu.edu for more information regarding guaranteed admission to Old Dominion University.

*Student must earn a grade of C or better to transfer to ODU

** The following courses may be completed with the VCCS, with a C or better, to meet ODU degree requirements for this major. **These courses may not be applied towards a minor.** However, all students are required to complete a minimum of 30 credit hours with ODU and 12 of those must be at the 300/400 level in the major to earn the Bachelor of Science degree. **These course substitutions will not be used to satisfy requirements in any other ODU degree programs (majors or minors) outside the SEPS/STEM Department:**

VCCS	ODU
PSY 232 substituted for	SPED 313
BUS 200 substituted for	MGMT 325
MKT 100 substituted for	MKGT 311

Requirements for BS to be Completed at ODU

STEM	251G	Comp. Literacy:Comm&Info	3
STEM	370T	Technology and Society (Writing Intensive) Grade of C or better required	3
TLED	408	Reading and Writing in Content Areas	3
SPED	313	Fundamentals of Hum Grwth and Dev. Birth-Adol.**	3
SEPS	402	Instructional Methods in Occupational Studies	3
SEPS	405	Directed Work Experience	3
SEPS	450	Assessment, Eval & Improv.	3
STEM	351	Communication Technology	3
SEPS	297	Observation and Particip.	3
SEPS	400	Instructional Syst. Develop.	3
SEPS	401	Foun of Career and Tech. Ed	3
SEPS	408	Adv Classroom Issues and Prac in Career and Tech Ed	3
SEPS	415	Advanced Merchanidising	3
MGMT	325	Contemp. Org and Mgmt.**	3
SEPS	480	Senior Project: Merchandising Retailing	3
MKTG	311	Marketing Principles and Problems**	3
SEPS	485	Student Teaching	12
Credits to be Taken at ODU			60
SUMMARY			
Transfer Credits from AAS Degree			63
Additional Credits Required			20
Credits to be Taken at ODU			60
Total Credits			143

Signature

Gary Rhodes

2.15.2017

Date

Signature

Brian Payne

3/20/17

Date

Dr. Gary L. Rhodes
President
Reynolds Community College

Dr. Brian Payne
Vice Provost, Academic Affairs
Old Dominion University