MEMORANDUM OF UNDERSTANDING
THE COMMUNITY COLLEGE OF BALTIMORE COUNTY & TOWSON UNIVERSITY

January 19, 2012

Business Administration B.S. Degree

The Community College of Baltimore County, Baltimore, Maryland, and Towson University, agree to follow the articulation of courses outlined in the articulation (course equivalency) document, for completion of requirements for the Bachelor of Science degree in Business Administration (Attachment A), which is attached to, and incorporated by reference into, this Memorandum of Understanding (MOU). The following principles guide the operation of this MOU, with the requirements for transfer in specific curricula set forth in Attachment A.

1. Towson University will accept a maximum number of 64 credits from The Community College of Baltimore County as outlined in the Attachment A. The number of transferable credits specific to this program is reflected in Attachment A.

2. Students who have completed Associate of Arts Degree in the Business Administration program at The Community College of Baltimore County may transfer into Towson University’s Business Administration program with junior standing provided that the student has completed all courses identified on Attachment A (which is attached to, and incorporated by reference into, this MOU) and have earned a minimum cumulative quality point average of 2.7 in the seven lower-level BUAD Required Courses and a minimum of 2.00 QPA on a 4.00 scale. Courses completed at The Community College of Baltimore County with 300 or 400 level Towson University course equivalencies will transfer as lower-level credit but will satisfy course content provided that the student validates the course with a higher level course for which the transferred course is a prerequisite.

3. Only courses in which a grade of C (2.00) or better is earned will apply toward the major at Towson University.

4. In accordance with the MHEC transfer policy pertaining to general education requirements, Towson University will accept the completion of The Community College of Baltimore County general education requirements (GenEds) and students will be required to complete courses at Towson University to satisfy the remaining University Core Curriculum requirements as shown in Attachment A.

5. Towson University recognizes college-level experiential learning gained through previous work, military and/or volunteer service or life experience. Credit for prior learning may also be established through course challenge or standardized credit by examination.

6. The Community College of Baltimore County students transferring to Towson University will be given every consideration for financial aid and will be eligible to compete for
academic scholarships upon entrance to Towson University subject to stated scholarship deadlines.

7. Both The Community College of Baltimore County and Towson University agree to work together to facilitate the transfer of students from Partnering Institution to Towson University to work cooperatively to insure the high quality of the programs at the respective institutions. Transfer of students will be in accordance with policies and procedures of both institutions, as they may be amended from time to time.

8. This MOU will be in effect initially for five years, beginning fall 2013, with a review every two years by both parties. Any revisions the parties deem necessary must be evidenced in writing and signed by the authorized officials of each institution. The MOU may be terminated by either party for due cause and after adequate notice of not less than six months is given to the other party.

9. Towson University will establish procedures to provide information on the academic progress of The Community College of Baltimore County students enrolled as part of this MOU.

10. This MOU, when signed, constitutes the entire agreement between the parties and supersedes all prior agreements and understandings between the parties respecting the matter hereof.

THE COMMUNITY COLLEGE OF BALTIMORE COUNTY AND TOWSON UNIVERSITY

Dr. Mark McCulloch  
Vice President of Instruction  
Date 1/24/12

Dr. Marcia G. Welsh  
Provost and Vice-President for Academic Affairs  
Date 1/21/12

Dr. Shohreh Kaynama  
Dean, College of Business & Economics  
Date 1/30/12
### THE COMMUNITY COLLEGE OF BALTIMORE COUNTY/BUSINESS ADMINISTRATION A.A. DEGREE
#### TOWSON UNIVERSITY/BUSINESS ADMINISTRATION B.S. DEGREE

<table>
<thead>
<tr>
<th>COURSE #</th>
<th>COURSE TITLE</th>
<th>CRS.</th>
<th>TU EQUIVALENCY</th>
<th>CORE</th>
<th>COMMENTS</th>
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<td>MATH 231</td>
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<td>Introduction to Computers</td>
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<td>COSC 111</td>
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<td>Fundamentals of Speech Communication</td>
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<td>COMM 131</td>
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<td>Introduction to Macro-Economic Principles</td>
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<td>ECON 202</td>
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<td>Wellness &amp; Health</td>
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**Total CORE in Transfer:** 37

| **ACCT 101** | Principles of Accounting I                       | 3    | ACCT 201 | 13   |          | 0004       |
| **ACCT 102** | Principles of Accounting II                      | 3    | ACCT 202 | 14   |          | 0005       |
| **ECON 202** | Introduction to Micro-Economic Principles        | 3    | ECON 2C1 | 15   |          | 1788       |
| MNGT 101 | Introduction to Business                         | 3    | USEL TL   | 16   |          | 10792      |
| MNGT 105 | Principles of Management                         | 3    | MNGT 361  | 17   |          | 10516      |
| **MNGT 140** | Business Law I                                  | 3    | LEGL 225  | 18   |          | 4346       |
| MNGT 150 | Principles of Marketing                         | 3    | MKTG 341  | 19   |          | 10513      |
| MNGT 201 | Human Resources Management                       | 3    | MNGT 381  | 20   |          | 11102      |
| ***ACDV 101** | Transitioning to College                        | 1*** | NT        | 21   |          |            |

**Program Requirements:** 24-25***

**Total Program Requirements Completed at CCBC:** 61-62***

**Total Credits in Transfer:** 61

- 64 credit transfer maximum.
- 6 Core Curriculum units must be completed at Towson University: 1. Towson Seminar and 9. Advanced Writing Seminar (ENGL 317 Writing for Business and Industry will satisfy this requirement).
- *Requires "course directive" for Core placement.
- **Lower-level Business Administration Required Courses.
Effective Catalog Year 2011-2012
Attachment A

1. One of these General Education Courses must be designated a CCBC Diversity Course.
2. If you are new to college (meaning you have not successfully completed college coursework at another institution(s)), you are required to take ACDV 101 Transitioning to College during your first semester at CCBC, thereby increasing the number of credits required for the degree by one (1) credit. Students are required to provide an official transcript(s) to document successful completion of college coursework at another institution(s) in order for this requirement to be waived.

Admission to the Business Administration major requires:

- A minimum cumulative quality point average (QPA) of 2.7 in the seven lower-level BUAD Required Courses and a minimum of 2.0 QPA on a 4.0 scale overall.
- Calculus for Applications (MATH 211) or Calculus (MATH 273)
- A passing score on the Computer Proficiency Examination to be taken at Towson University.

Program Requirements to be completed at Towson (48-55 Units)

Lower-Level Required Courses (3-4 Units)
MATH 211 Calculus for Applications

or

MATH 273 Calculus I

Upper-Level BUAD Requirements (27 Units)
BUSX 301 Business Cornerstone 3
BUSX 460 Professional Experience 3
EBTM 306 Fundamentals of Project Management and Business Decisions 3
EBTM 337 Information Technology 3
EBTM 311 Principles of e-Business 3
EBTM 365 Principles of Operations Management 3
FIN 331 Principles of Financial Management 3
MNGT 481 Business Strategy & Policy 3
MNGT 482 Business Ethics and Sustainability 3

Concentration/Track (18-24 Units)
Economics Track (21 units)
Entrepreneurship Track (24 units)
Finance Concentration (21 units)
Human Resource Management Track (18 units - MNGT 201 accepted in transfer)
International Business Concentration (21 units)
Legal Studies Track (21 units)
Management Concentration (18 units - MNGT 201 accepted in transfer)
Marketing Concentration (21 units)
Project Management and Business Analysis Track (24 units)

Total Units to B.S. Degree (120-122)
CCBC Business Administration A.A. Degree 61
Completion of Core Curriculum at TU 6
Completion of Lower-Level BUAD Required Courses 3-4
Completion of Upper-Level BUAD Requirements 27
Completion of Concentration/Track 18-24
Electives 0-5