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## TWO DEGREES, ONE PATH

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### TRANSFER PATHWAY GUIDE 2024-2025

Associate of Arts in Pre-Business To  
Bachelor of Science in Business Administration – Sales

#### ***Overview***

Completion of the following curriculum will satisfy the requirements for the Associate of Arts (AA) in Pre-Business degree at Cincinnati State (CState) and leads to the Bachelor of Science in Business Administration (BSBA) – Sales degree at Northern Kentucky University (NKU).

#### ***Applying to the CState2NKU Program***

Students can apply to participate in the pathway program by completing the online application on the NKU transfer webpage. Students must be enrolled in at least six credit hours at Cincinnati State, enrolled in an associate degree program, plan to transfer to NKU, and maintain a minimum 2.0 cumulative GPA at Cincinnati State.

#### ***Degree Requirements for Cincinnati State***

1) Completion of minimum 62 credit hours, 36 of which from approved Ohio Transfer 36 courses, 2) minimum cumulative GPA 2.0, 3) completion of an FYE course as part of the first 12 credit hours taken at Cincinnati State, and 4) completion of Cooperative Education.

#### ***Admission Requirements to NKU***

Students completing an associate degree with a cumulative GPA of 2.0 or higher will be accepted into NKU. The BSBA is a selective admission program. All BSBA students, including transfer students, enter as pre-majors prior to earning full admission to the major.

BSBA pre-majors must complete each of the six designated selective admission courses (ACC 200, ACC 201, BUS 230, ECO 100, ECO 101, and MKT 205, or approved CState course equivalents) in the BSBA Business Core with a grade of C- or better and earn an overall NKU GPA of 2.50 or better or a minimum GPA of 2.50 in the six selective admissions courses to be admitted into any BSBA major. All transfer

students must complete a minimum of 12 credit hours at NKU (in any combination of courses) in order to establish an NKU GPA before applying for admission to the BSBA major. Students must meet pre-requisites for each course.

### ***Degree Requirements for NKU***

To earn a bachelor's degree at NKU, students must complete a minimum of 120 credit hours with at least 45 credit hours numbered 300 and above. In addition, at least 25% of the credit hours required for the degree and the last 30 credit hours must be completed at NKU. Students must have an overall GPA of 2.0 and meet all prerequisites for courses and requirements for the major. All students successfully completing the BSBA major in Sales automatically earn an interdisciplinary Minor in Business as part of their required course of study for the degree.

### ***Advising Note***

Students in the CState2NKU program should work closely with their advisors when choosing courses. This document serves as a guide but does not replace academic advising. When choosing Cincinnati State courses, student may also consult the Associate of Arts advising brochure or the catalog for A and B list courses in Arts and Humanities or Social and Behavioral Sciences.

**CINCINNATI STATE AA IN PRE-BUSINESS TO NKU BSBA**

**Cincinnati State – Associate of Arts in Pre-Business**

**Category 1: Ohio Transfer 36 Requirements**

| <b>CState Course</b>                   | <b>Course or Category</b>  | <b>Credits</b> | <b>NKU Course</b>                              | <b>Completed</b> |
|--|--|----------------|--|------------------|
| ENG 101                                | English Composition 1  | 3              | ENG 101  |                  |
| ENG 102 or<br>ENG 103                  | English Composition 2: Contemporary Issues or<br>English Composition 2: Writing about Literature | 3              | ENG 102  |                  |
| COMM 110                               | Public Speaking  | 3              | CMST 101                                       |                  |
| MAT 151                                | College Algebra  | 4              | (MAT 102 or<br>MAT 103) +<br>MAT 100T          |                  |
| PSY 110                                | Introduction to Psychology (Directed Elective)   | 3              | PSY 100  |                  |
| SOC 105                                | Introduction to Sociology (Directed Elective)  | 3              | SOC 100  |                  |
| TBS XXX                                | Arts/Humanities Elective 1   | 3              | TBD XXX  |                  |
| TBS XXX                                | Arts/Humanities Elective 2   | 3              | TBD XXX  |                  |
| TBS XXX                                | Natural/Physical Science Elective 1  | 4-5            | TBD XXX  |                  |
| TBS XXX                                | Natural/Physical Science Elective 2  | 3-5            | TBD XXX  |                  |
| MAT 131                                | Statistics 1 (Ohio Transfer 36 Elective 1)   | 3              | MAT 131 +<br>MAT 132 =<br>STA 113 +<br>STA 205 |                  |
| MAT 132                                | Statistics 2 (Ohio Transfer 36 Elective 2)   | 3              | MAT 131 +<br>MAT 132 =<br>STA 113 +<br>STA 205 |                  |
| <b>Subtotal General Education Core</b> |  | <b>38-41</b>   |  |                  |

A grade of A or B in MATH 151 equates to MAT 103 + MAT 100T. A grade of C or D in MATH 151 equates to MAT 102 + MAT 100T.

TBS XXX means to be selected by Cincinnati student.

TBD XXX means to be determined by NKU based on course selected at Cincinnati State.

**Category 2: CState Degree Requirements for the AA in Pre-Business and NKU Recommendations**

| <b>CState Course</b> | <b>Course or Category</b>      | <b>Credits</b> | <b>NKU Course</b> | <b>Completed</b> |
|----------------------|--------------------------------|----------------|-------------------|------------------|
| FYE 1XX              | First Year Experience Elective | 1              | UNV 100T          |                  |
| BUS 190              | Professional Practices         | 1              | BUS 100T          |                  |
| ACC 101              | Financial Accounting           | 3              | ACC 200           |                  |
| ACC 102              | Managerial Accounting          | 3              | ACC 201           |                  |
| LAW 101              | Business Law                   | 3              | BUS 230           |                  |
| MKT 101              | Principles of Marketing        | 3              | MKT 205           |                  |
| ECO 105              | Principles of Microeconomics   | 3              | ECO 101           |                  |
| ECO 110              | Principles of Macroeconomics   | 3              | ECO 100           |                  |

| CState Course       | Course or Category  | Credits      | NKU Course | Completed |
|---------------------|---|--------------|------------|-----------|
| IM 111 or<br>IM 200 | Computer Applications I or<br>Information Systems for Managers<br>(Computer Elective) | 3            | BIS 101    |           |
| PBA 291             | Full-Time Cooperative Education 1: Pre-<br>Business Administration                    | 2            | CEP 300    |           |
|                     | <b>Total Associate Degree Credit Hours</b>  | <b>63-66</b> |            |           |

A grade of C- or better is required in ACC 101, ACC 102, LAW 101, MKT 101, ECO 105, and ECO 110.

### Northern Kentucky University – Sales, BSBA

#### Category 3: NKU Business Core Requirements for the BSBA

| NKU Course | Course  | Credits   | CState Course        | Taken at CState |
|------------|---|-----------|----------------------|-----------------|
| ACC 200    | Introductory Financial Accounting                               | 3         | ACC 101              | x               |
| ACC 201    | Introductory Managerial Accounting                              | 3         | ACC 102              | x               |
| BIS 300    | Management Information Systems                                  | 3         |                      |                 |
| BIS 380    | Quantitative Analysis for Business                              | 3         |                      |                 |
| BUS 230    | Legal Environment   | 3         | LAW 101              | x               |
| BUS 301    | Business Professionalism/Career Prep                            | 3         |                      |                 |
| BUS 330    | Ethics: Managerial Decision Making                              | 3         |                      |                 |
| ECO 100    | Principles of Macroeconomics                                    | 3         | ECO 110              | x               |
| ECO 101    | Principles of Microeconomics                                    | 3         | ECO 105              | x               |
| FIN 305    | Principles of Finance   | 3         |                      |                 |
| MAT 114    | Finite Mathematics  | 3         |                      |                 |
| MGT 300    | Behavior in Organizations: Understanding<br>Organizational Life | 3         |                      |                 |
| MGT 303    | Foundations of International Business                           | 3         |                      |                 |
| MGT 305    | Operations Management in Business                               | 3         |                      |                 |
| MGT 490    | Business Policy   | 3         |                      |                 |
| MKT 205    | Principles of Marketing   | 3         | MKT 101              | x               |
| STA 205    | Statistical Methods   | 3         | MAT 131 +<br>MAT 132 | x               |
|            | <b>Subtotal Business Core Credit Hours Taken at NKU</b>         | <b>30</b> |                      |                 |
|            | <b>Subtotal Business Core Credit Hours Taken at CState</b>      | <b>21</b> |                      |                 |
|            | <b>Total Credit Hours Required for the Business Core</b>        | <b>51</b> |                      |                 |

MAT 114 requires a math ACT score of 22 or a grade of C- or better in MAT 151 at Cincinnati State or MAT 102 at NKU.

**Category 4: NKU Major Requirements for the BSBA – Sales**

| <b>NKU Course</b>   | <b>Course</b>   | <b>Credits</b> | <b>CState Course</b> | <b>Taken at CState</b> |
|---|---|----------------|----------------------|------------------------|
| MKT 310   | Selling Skills  | 3              |                      |                        |
| MKT 365   | Professional Selling  | 3              |                      |                        |
| MKT 396   | Internship: Marketing (0-3 credits)   | 3              |                      |                        |
| MKT 410   | Sales Management and Analytics  | 3              |                      |                        |
| Select 12 cr:<br>CMST 220<br>CMST 340<br>GSCM 207<br>MGT 330<br>MKT 300<br>MKT 370<br>SPB 350<br>ENTP 369 | Select 12 credits from the following courses:<br>Interpersonal Communication<br>Strategies of Persuasion<br>Introduction to Supply Chain Management<br>Negotiation and Conflict Resolution<br>Marketing Tools<br>Social and Digital Marketing<br>Revenue Generation in Sports and Events<br>Pitching and Presenting | 12             | COMM 105             |                        |
|   | <b>Subtotal Major Credit Hours at NKU</b>   | <b>24</b>      |                      |                        |

**Category 5: Additional Requirements at NKU**

| <b>NKU Course</b> | <b>Course</b>                                  | <b>Credits</b> | <b>CState Course</b> | <b>Taken at CState</b> |
|-------------------|--|----------------|----------------------|------------------------|
|                   | <b>Subtotal Elective (300/400 level) Hours</b> | <b>0-3</b>     |                      |                        |
|                   | <b>Total Baccalaureate Degree Credit Hours</b> | <b>120</b>     |                      |                        |

Updated April 2024