Business Administration TSAP: Ivy Tech A.S. in Business Administration transfer to Ball State University B.S. in Professional Selling

Ivy Tech A.S. in Business Administration		**Credits (h)**	**60**

YEAR 3 - Ball State University

Fall Semester			Spring Semester		
Course ID	Course Name	Credits (h)	Course ID	Course Name	Credits (h)
UCC Core	University Core Curriculum	3	BA 205	Foundations of Business Analytics	3
ISOM 210	Business Information Systems	3	FIN 300	Principles of Finance	3
MKG 300	Principles of Marketing	3	MKG 429	Sales Technology Application	3
MKG 325	Professional Selling	3	MKG 310, 375, or 470*		3
MGT 300	Managing Behavior in Organizations	3	MCOB 200	Job Search Skills	1
MCOB 100	Intro to Miller College and World of Business	1	UCC Core	University Core Curriculum	3
	Semester Total =	16		Semester Total =	16

YEAR 4 - Ball State University

Fall Semester			Spring Semester		
Course ID	Course Name	Credits (h)	Course ID	Course Name	Credits (h)
ISOM 351	Operations Management	3	MGT 491	Business Policy and Strategic Management	3
MKG 350	Marketing Research & Analytics	3	MKG 425	Seminar in Adv. Professional Selling	3
MKG 427	Sales Management	3	MKG 310, 375, or 470*		3
MKG 369 or 432*		3	MKG 345 or 460*		3
MCOB 300	Transition to the Profession	1	General Elective		3
	Semester Total =	13		Semester Total =	15

Ball State University B.S. in Professional Selling		**Credits (h)**	**60**

All Miller College of Business core classes including BL 260, FIN 300, ISOM 210, 249, 351, MGT 300, MKG 300, MATH 132 or 161 or 162 or 166 must be complete before a student may enroll in MGT 491. No simultaneous enrollment allowed.

*See Elective course offerings in DegreeWorks &/or Business Success website.

Advising Notes: **Associate of Science in Business Administration**

Suggest taking a history course for your Humanistic Ways of Knowing at Ivy Tech.

Must have a C or better in Ivy Tech ACCT 101 and ECON 202 for transfer to be 60 plus 60.