

# WGU Transfer Pathway Agreement

Colorado Community College System

AA-AS Business to BS Sales and Sales Management

General Education Courses	Competency Units Value	Partner Course(s) Transferred or Satisfied by Degree	
English Composition I	3	English Composition I	
English Composition II	3	English Composition II	
Elements of Effective Communication	3	Speech	
Foundations of College Mathematics	3	Mathematics	
College Algebra	4	Requirement Satisfied	
Introduction to Probability & Statistics	3	Requirement Satisfied	
Integrated Natural Sciences	4	Natural Sciences	
Integrated Natural Sciences: Applications	4	Natural Sciences w/lab	
Introduction to Humanities	3	Arts & Humanities	
Introduction to Geography	3	History	
Introduction to Psychology	3	Requirement Satisfied	
Critical Thinking and Logic	3	Requirement Satisfied	
Business Core	Competency Units Value	Partner Course(s) Transferred or Satisfied by Degree	
Microeconomics	3	Requirement Satisfied	
Legal Issues for Business Organization	3	Requirement Satisfied	
Principles of Management	4	Requirement Satisfied	
Ethical Situations in Business	3	Requirement Satisfied	
Organizational Behavior & Leadership	3	Requirement Satisfied	
Business Fundamentals - These courses may be taken as electives within the associate degree program and transferred into WGU.	Competency Units Value	Partner Course(s) Transferred or Satisfied by Other	
Principles of Accounting	4	Requirement Satisfied	
Information Systems Management	3		
Fundamentals of Marketing & Business Communication	6		
*Additional Course Transfers - Available if taken <i>as a part of, or in addition to</i> , the required courses in the associate-level degree program. A '*Yes' in column E indicates the course must be taken in addition to or beyond the standard course requirements for the associate degree.	Competency Units Value	Course Transferred	Must be taken <i>in addition to</i> degree required courses? (Y/N)
Finance	3		
Macroeconomics	3	*ECO 201	*No
Quantitative Analysis for Business	6		
Project Management	6		
Managerial Accounting	3		
Fundamentals of Business Law and Ethics	6		
Marketing Applications	3		
Global Business	3		
Introduction to Human Resource Management	3		
Non-Transferable Courses			
Sales Management: Concepts	4		
Personal Selling: Fundamental Concepts	4		
Cases in Marketing Management	3		
Sales and Sales Management Capstone Written Project	4		
Sales and Sales Management Portfolio	3		
Total Competency Units Required for Baccalaureate	122		
Transfer Totals			
General Education Competency Units Awarded:	39		
Business Core and Fundamentals Competency Units Awarded:	20		
Additional Course Transfer Credit Awarded:	3		
Subtotal of Transfer Units Awarded to Student:	62		

Value Calculation			
Total Credits Earned by Community College Degree:	60		
Total Credits Awarded by WGU:	62		
Difference	2		
*Total Additional Transfer Units Available to Student:		*Additional Course Transfers - Available if taken in addition to required courses in the associate- level degree program.	
<b>Grand Total of Potential Transfer Units Available:</b>	<b>62</b>		

\*Students must select this course in order to transfer credit.