



**Mercer University and Georgia Piedmont Technical College
Transfer Agreement**

Bachelor of Business Administration (BBA) in Management

Georgia Piedmont Technical College Courses			Mercer University Equivalent Courses		
Course #	Course Title	Credit Hours	Course #	Course Title	Credit Hours
Area I: Language Arts/Communication (6 hours)			Communication (9–12 hours)		
ENGL 1101	Composition and Rhetoric	3	ENG 108/ INT 101*	Composition I/ Understanding Self and Others	3
			*Must have 30 transferrable credits in order to receive credit for INT 101 and INT 201		
			LBST 175*	Academic Writing I	3
			*Must successfully complete both ENGL 1101 and ENGL 1102 in order to receive credit for LBST 175 and LBST 180		
Area II: Social/Behavioral Sciences (6 hours)			Behavioral/Social Sciences (12 hours)		
ECON 1101	Principles of Economics	3	ECN 100	Principles of Economics	3
ECON 2105	Principles of Macroeconomics	3	ECN 151	Principles of Macroeconomics	3
ECON 2106	Principles of Microeconomics	3	ECN 150	Principles of Microeconomics	3
HIST 1111	World History I	3	HIST 200	Topics in World History	3
HIST 1112	World History II	3	HIST 100	History Elective	3

HIST 2111	American History I	3	HIST 201	The United States from Colonization to 1877	3
HIST 2112	American History II	3	HIST 202	The United States from 1877 to the Present	3
			HIST 210	Topics in American History	3
POLS 1101	American Government	3	POLS 100	Government in America	3
PSYC 1101	Introduction to Psychology	3	PSYC 111	Introduction to Psychology	3
SOCL 1101	Introduction to Sociology	3	SOCI 111	Introduction to Sociology	3
Area III: Natural Science/Mathematics (6 hours)			Quantitative Reasoning (3–6 hours)		
Select one MATH course (3 hours):					
MATH 1101	Mathematical Modeling	3	MATH 129	Modeling Functions with Graphs and Tables	3
MATH 1103	Quantitative Skills and Reasoning	3	MATH 140	Reasoning, Sense Making and Practical Applications of Mathematical Concepts	3
MATH 1111	College Algebra	3	MATH 120	Intermediate Algebraic Procedures and Foundations for Statistics	3
Area IV: Humanities/Fine Arts (3 hours)			Humanities/Fine Arts (6 hours)		
Select one course (3 hours):					
ARTS 1101	Art Appreciation	3	ARTH 101	Art Appreciation	3
ENGL 2130	American Literature	3	LITR 277	Topics in U.S. Literature	3
HUMN 1101	Introduction to Humanities	3	HUM 100	Elective Credit	3
MUSC 1101	Music Appreciation	3	MUSC 150	Music Appreciation	3

RELG 1101	World Religions	3	RELG 220	Survey of World Religions	3
Elective: General Education (Choose one course.)					
Any course taken in Areas I, II, III, or IV		3	Any course taken in Areas I, II, III, or IV		3
BIOL 1111/1111L	Biology I/Lab	4	BIOL 101	Introduction to Biology and Evolution	3
BIOL 1112/1112L	Biology II/Lab	4	BIOL 105	Life Forms and Functions	3
BIOL 2113/2113L	Anatomy & Physiology I/Lab	4	BIOL 245/245L	Human Anatomy and Physiology I/Lab	4
CHEM 1211/1211L	Chemistry I/Lab	4	CHEM 103/105	General Chemistry I/Lab	4
CHEM 1212/1212L	Chemistry II/Lab	4	CHEM 104/106	General Chemistry II/Lab	4
PHYS 1111/1111L	Physics I/Lab	4		No equivalent course	0
PHYS 1112/1112L	Physics II/Lab (req for BIOL)	4		No equivalent course	0
MATH 1113	Pre-Calculus	3	MATH 130	Topics in Precalculus	3
MATH 1127	Introduction to Statistics	3	MATH 220	Applied Statistical Methods	3
MATH 1131	Calculus I	4	MATH 181	Calculus for the Social and Life Sciences	3
MATH 1132	Calculus II	4	MATH 282	Calculus for the Social and Life Sciences II	3
Occupational Courses					
Required Courses:					

ACCT 1100	Financial Accounting I	4	ACC 204	Introductory Financial Accounting	3
ACCT 1105	Financial Accounting II	4			
COMP 1000	Introduction to Computer Literacy	3	INSY 102	Introduction to Digital Communication	3
MGMT 1100	Principles of Management	3	MGT 363 (req. validation)	Principles of Management	3
MGMT 1105	Org. Behavior	3		No equivalent course	0
MGMT 1115	Leadership	3		No equivalent course	0
MGMT 1120	Intro to Business	3		No equivalent course	0
MGMT 1125	Business Ethics	3		No equivalent course	0
MGMT 2115	Human Resource Mgmt.	3	MGT 429	Human Resource Management	3
MGMT 2125	Performance Management	3		No equivalent course	0
MGMT 2215	Team Project	3		No equivalent course	0
Elective (Choose one of the courses below.)					
MGMT 1110	Employment Rules and Regulations	3		No equivalent course	0
MKTG 1130	Business Regulations and Compliance	3		No equivalent course	0
Management Elective					
MGMT 1111	Employee Compensation and Benefits	3		No equivalent course	0
MGMT 2120	Labor Management Relations	3		No equivalent course	0

MGMT 2130	Employee Training/Dev.	3		No equivalent course	0
MGMT 2140	Retail Management	3		No equivalent course	0
MGMT 2145	Business Plan Development	3		No equivalent course	0
MGMT 2155	Quality Management Principles	3		No equivalent course	0
MGMT 2200	Production/Operations	3		No equivalent course	0
MGMT 2205	Service Sector Mgmt.	3		No equivalent course	0
MGMT 2210	Project Management	3		No equivalent course	0
MGMT 2215	Team Project	3		No equivalent course	0
Specialization (Choose one course group below.)					
General Management Elective					
Choose four MGMT courses (from list above).					
Human Resources Management Specialization					
MGMT 2120	Labor Management Relations	3		No equivalent course	0
MGMT 2130	Employee Training/Dev.	3		No equivalent course	0
Choose one of the following courses:					
MGMT 2205	Service Sector Mgmt.	3		No equivalent course	0
MGMT 2210	Project Management	3		No equivalent course	0

Choose one additional MGMT course:		3		From list above	3
Service Sector Management Specialization					
MGMT 2130	Employee Training/Dev.	3		No equivalent course	0
MGMT 2140	Retail Management	3		No equivalent course	0
MGMT 2205	Service Sector Mgmt.	3		No equivalent course	0
Choose one additional MGMT course:		3		From list above	3
Property Management Specialization					
AIPM 1101	Apartment Industry Foundation	3		No equivalent course	0
AIPM 1115	Apartment Industry Internship	3		No equivalent course	0
MGMT 2120	Labor Management Relations	3		No equivalent course	0
MTKG 1130	Business Regulations & Compliance	3		No equivalent course	0
Hospitality Operations Specialization					
HRTM 1100	Introduction to Hotel Restaurant & Tourism Management	3		No equivalent course	0
HRTM 1160	Food and Beverage Management	3		No equivalent course	0
HRTM 1201	Hospitality Marketing	3		No equivalent course	0
MTKG 1130	Business Regulations & Compliance	3		No equivalent course	0
Choose one of the following courses:					

MRTM 1220	Supervision & Leadership in the Hospitality Industry	3		No equivalent course	0
Choose one additional MGMT course:	One MGMT elective	3		From list above	3

Coursework with a grade of C or better is considered for transfer credit.