UNIVERSITY OF PHOENIX
Transfer Agreement
Course Equivalency Guide

Information for DCCC Students
Transferring to the
University of Phoenix

The information in this booklet is
meant to be used as a guide.
The transfer institution reserves
the right to make changes at any time.

Delaware County Community College
Transfer Office
05/01
ARTICULATION AGREEMENT
BETWEEN
DELAWARE COUNTY COMMUNITY COLLEGE
AND
UNIVERSITY OF PHOENIX

General Transfer for all University of Phoenix campuses
Delaware County Community College and the University of Phoenix enter into this Transfer Agreement to facilitate the transfer of Delaware County students to the University of Phoenix.

Under this agreement, Delaware County students will be guaranteed transfer of all associate degree-related credit. Depending on the University major chosen, 60 to 72 transfer credits will be applied to the bachelor program. In addition, Delaware County students will be guaranteed admissions into a Bachelor Degree program at the University of Phoenix on the condition that they; graduate from Delaware County with an Associate Degree with a minimum cumulative GPA of 2.0, and satisfy all other University of Phoenix transfer admissions requirements. University of Phoenix admission requirements include:

- High school graduation or GED;
- Current employment or access to an organizational environment that will allow completion of program coursework;
- Minimum of 23 years of age.

Students admitted to the University of Phoenix will be able to complete a Bachelor degree at the University of Phoenix in approximately 24 months (based on continuous enrollment). This is provided that students complete the appropriate Associate Degree program at Delaware County and complete and appropriately sequence their remaining coursework at the University of Phoenix.

Students without an associate degree will have all college-level (courses numbered 100 and above) credits with a grade of C- or better, accepted in transfer. Depending on the University major chosen, 60-72 of these transfer credits will be applied to the bachelor program. University general education and graduation requirements must be satisfied.

This Agreement becomes effective on May 8th, 2001.

To facilitate the transfer of Delaware County graduates to the University of Phoenix in accordance with the foregoing guarantee, the parties agree to the following:

Campus Transfer Policy (applies to University of Phoenix – Philadelphia, only)

1. To attend regularly scheduled partner/transfer programs at Delaware County Community College. The University of Phoenix will provide Delaware County with Counseling Manuals and checklists to distribute upon request.

2. To invite Delaware County students to an informational/advising meeting with the University of Phoenix faculty and staff on a regular basis at both Delaware County and the University of Phoenix, in order to facilitate smooth curricular and co-curricular integration to the University of Phoenix.

3. To waive the application and student services fees for students who apply to the University of Phoenix pursuant to this Agreement.

4. To award academic scholarships to all qualified Delaware County graduates admitted to the University of Phoenix, pursuant to this agreement. Delaware County graduates who enter the University of Phoenix under this agreement and continuously enroll at the University of Phoenix, and who successfully complete nine courses at the University of Phoenix, will receive their tenth University of Phoenix course at no charge. University of Phoenix scholarships will be renewed annually contingent upon the recipient’s remaining in good academic standing at the University of Phoenix. Delaware County/UOPHX students may also be eligible for need-based and other types of financial aid. Delaware County students admitted under this agreement will receive full consideration for all forms of University of Phoenix financial aid.

5. To accept all A.A., A.S., and A.A.S. degrees awarded by Delaware County Community College as a block of credit. Depending on the University major chosen, 60-72 credits will be applied to the bachelor program. University general education and graduation requirements must be satisfied in order to earn a bachelor degree. Students who transfer without an associate degree, will have their credits evaluated on a course-by-course basis.
All individual college-level (not remedial or developmental) courses will transfer (up to 72 credits) which have been successfully completed with a grade of C- or better.

6. To work with Delaware County on program to program curriculum articulation agreements that specify for Delaware County transfer students the Delaware County courses that satisfy major requirements required for degree completion at the University of Phoenix.

7. To ensure that Delaware County students matriculate at the University of Phoenix and have all of the rights and privileges of other University of Phoenix students.

Obligations of Delaware County Community College:

1. Publicize this Agreement to prospective and current Delaware County students in its promotional literature and make special arrangements with University of Phoenix recruiters and advisors to visit Delaware County to meet with prospective and current students.

Joint Obligations:

1. Consult with each other through appropriate channels prior to implementing major changes in policy of students transferring under the terms of this Agreement, and keep each other informed of any other changes of policy or curricula that affect those students. Both the University of Phoenix and Delaware County will review this agreement annually and make any changes upon mutual agreement, as needed. Such changes will become effective when both Delaware County and the University of Phoenix sign the revised document.

2. Collaborate in providing students with information and academic advising about this agreement, the University of Phoenix’s academic requirements, and the process of transferring to the University of Phoenix.

3. Delaware County and the University of Phoenix jointly agree to develop and implement advertising and promotional efforts to the University of Phoenix.

4. Each institution will designate a representative or representatives who will coordinate the Transfer Agreement between the two institutions.

5. Facilitate and support consultation and collaboration between their faculties related to this agreement, general education, degree requirements, and other academic matters.

6. To provide direct links between the University of Phoenix and Delaware County websites.
Revision, Renewal and Termination of this Agreement

The University of Phoenix and the appropriate offices at Delaware County are responsible for identifying, and communicating to each other, changes in the policies or requirements of their respective institution that affect this Agreement.

This Agreement will be in effect as of the date of its signing, for students entering the University of Phoenix on or after _________. It will be reviewed annually by the appropriate parties at each institution, and will be renewed automatically until superseded by a new Agreement or formally terminated. Either institution may terminate this Agreement at any time by written notice at least 90 days in advance of the effective date of termination. Should this Agreement be terminated, it is understood that the termination will not apply to students already accepted to the University of Phoenix under the terms of this Agreement.

The willingness of both institutions to enter into this Agreement in order to facilitate the transfer of students from Delaware County Community College into the University of Phoenix, and to expand their opportunities for academic success there, is indicated by the following signatures.

The undersigned representatives of the parties, Delaware County Community College and the University of Phoenix, have executed this Agreement on the date indicated:

For Delaware County Community College

Richard D. DeCosmo
President

5/8/01

Thomas McNicholas
Vice President of Collegiate Instruction

5/8/01

For the University of Phoenix

Laura Palmer Noone
President

5/8/01

Mark De Fusco
Campus Director

5/8/01
I. Background Information .................................................................................................................. 1
II. The University of Phoenix – Philadelphia Campus, offers degree programs in the following
disciplines:

Undergraduate
Bachelor of Science in Business/Administration ........................................................................ 3
Bachelor of Science in Business/Management ............................................................................ 5
Bachelor of Science in Information Technology ........................................................................... 7
Bachelor of Science in Management ............................................................................................. 9

Bachelor programs in bold print, above, include program transfer guides using specific
associate degrees as examples. Any combination of associate to bachelor transfer guides
may be created upon request.

Graduate
Master of Business Administration
Master of Business Administration/Global Management
Master of Business Administration/Technology Management

III. Online (Distance Education) Program ....................................................................................... 11
IV. Course Transfer Guide .............................................................................................................. 13
Transfer to University of Phoenix is most efficient when an associate degree is earned – especially a transfer degree.
- with an associate degree – vocational or transfer – all credits within a degree transfer;
- without an associate degree, all courses transfer which are...
  - college-level (numbered 100 and above)
  - and earned with a grade of C- or better

NOTE: depending on the University of Phoenix major, the amount of 60-72 of these transfer credits will apply to the bachelor degree;

<table>
<thead>
<tr>
<th>DELAWARE COUNTY COMMUNITY COLLEGE</th>
<th>UNIVERSITY OF PHOENIX (UOPHX)</th>
</tr>
</thead>
<tbody>
<tr>
<td>courses which transfer (as stated above) AND satisfy lower division University requirements shown at right</td>
<td>has a comprehensive general education requirement of 54 credits distributed as follows:</td>
</tr>
<tr>
<td></td>
<td>● Liberal Arts (36 credits);</td>
</tr>
<tr>
<td></td>
<td>● interdisciplinary (15 credits);</td>
</tr>
<tr>
<td></td>
<td>● Integrating (upper division, 3 credit – GEN 480).</td>
</tr>
</tbody>
</table>

**General Education –**

Liberal Arts Component - 36 semester credits

**Communication Arts (6 semester credits)**

<table>
<thead>
<tr>
<th>choose 6 semester credits:</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 100, 112, 130, 131, 132, 205</td>
</tr>
<tr>
<td>FRE 101, 102, 111, 112, 201, 202</td>
</tr>
<tr>
<td>GER 101, 102</td>
</tr>
<tr>
<td>ITA 101, 102</td>
</tr>
<tr>
<td>REA 100</td>
</tr>
<tr>
<td>SPA 101, 102, 111, 112, 201, 202</td>
</tr>
<tr>
<td>SPE 100, 105, 110, 111, 115, 120, 200</td>
</tr>
</tbody>
</table>

**Mathematics (6 semester credits)**

Math Transfer Policy: Students may exempt 3 credits of the UOPHX Mathematics requirement provided that 1) at least 3 credits of math (must satisfy UOPHX math gen ed) are transferred in prior to starting date, 2) the UOPHX Mathematics Proficiency is passed. Exempt means that students may substitute 3 credits of math with any general education course to total 36 credits of liberal arts general education.

<table>
<thead>
<tr>
<th>choose 6 semester credits:</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAT 100, 110, 111, 120, 121, 130, 131, 140, 141, 150, 160, 161, 200, 210, 260, 261</td>
</tr>
</tbody>
</table>
choose 0-3 semester credits:

Science/Technology =
  DPR 105, 108, 113, 125, 141, 205, 206, 207, 209, 210, 212, 222, 226
  EGR 200, 201
  IMM 120, 122
  TCC 122, 216, 225, 226, 227
  TEL 101, 102, 110, 111, 121, 124, 126, 301, 303
  TME 216, 220, 232

choose 3-6 semester credits:

Physical/Biological Science =
  AHA 221
  AHM 104, 105, 220
  BIO 100, 110, 111, 117, 118, 200, 205, 210, 220, 230
  CHE 105, 106, 110, 111, 200, 201
  PHS 100, 120, 124, 130, 134, 140
  PHY 101, 106, 110, 111, 131, 132, 200
  RTH 204, 205
  SCI 100

choose 6 semester credits:

ADJ 101, 202, 240
EGE 130
HIS 100, 110, 120, 130, 140, 200, 201, 210, 220, 241, 242, 250, 251
POL 100, 110, 120, 130, 140, 200, 210
PSY 100, 120, 130, 140, 200, 210, 215, 220, 221, 225, 235, 241
SOC 100, 110, 120, 18C, 1C, 215, 220

choose 6 semester credits of coursework from
the above categories

 社会科学 (6 学分课程)

任何大学水平的课程，除了体育教育和 Exempt* 课程。

*Exempt means that coursework taken at the associate
degree level may be used to substitute bachelor level
coursework which is similar in content...credit must be
replaced with another upper division business course.

任何大学水平的课程 - 上或下，包括
体育教育 (4 小时) 和 Exempt 课程。

Total Lower Division  60-72 semester credits*

Majors offered may vary at each University campus. It is
important to work with a University counselor during the
transfer process.

Upper Division Major 48-60 semester credits*

Integrating – GEN 480  (3 semester credits)

Total program - minimum 120 semester credits
* depending on the University of Phoenix major chosen
Exempt or Comparable Courses

The following courses are offered at Delaware County Community College and have been identified as similar in content to upper division University coursework. It is recommended that you not retake these comparable courses. Instead, you may exempt the University course and replace the credit with another upper division business course - up to the maximum allowed to meet the University’s residency requirements. A minimum of 30 upper division credits must be taken at the University of Phoenix.

The “Exempt Policy” is a great way to broaden your Bachelor Degree! You can earn a certificate or focus on an emphasis within your degree.

<table>
<thead>
<tr>
<th>Delaware County Community College</th>
<th>comparable courses</th>
<th>University of Phoenix</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 112 Managerial Accounting</td>
<td>ACC 363 Financial Accounting II</td>
<td></td>
</tr>
<tr>
<td>BUS 210 Principles of Management</td>
<td>MGT 330 Management: Theory, Practice, Applications</td>
<td></td>
</tr>
<tr>
<td>BUS 214 Organizational Behavior</td>
<td>MGT 331 Organizational Behavior</td>
<td></td>
</tr>
<tr>
<td>BUS 215 Human Resource Management</td>
<td>MGT 431 Human Resources Management</td>
<td></td>
</tr>
<tr>
<td>BUS 230 Principles of Marketing</td>
<td>MKT 421 Marketing</td>
<td></td>
</tr>
<tr>
<td>BUS 232 Principles of Finance</td>
<td>FIN 324 Financial Analysis for Managers I</td>
<td></td>
</tr>
<tr>
<td>BUS 241 Business Law I &amp;</td>
<td>BUS 415 Business Law</td>
<td></td>
</tr>
<tr>
<td>BUS 415 Business Law II</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DPR 113 Data Base Management</td>
<td>DBM 380 Database Concepts</td>
<td></td>
</tr>
<tr>
<td>DPR 141 Unix Operating System</td>
<td>POS 420 Introduction to UNIX</td>
<td></td>
</tr>
<tr>
<td>DPR 207 Introduction to Oracle: SQL</td>
<td>POS 410 SQL for Business</td>
<td></td>
</tr>
<tr>
<td>DPR 222 Visual Basic Programming</td>
<td>POS 400 Introduction to Object-Oriented Programming</td>
<td></td>
</tr>
<tr>
<td>ECO 210 Macroeconomic Principles I</td>
<td>ECO 360 Economics for Business I</td>
<td></td>
</tr>
<tr>
<td>ECO 220 Microeconomic Principles II</td>
<td>ECO 361 Economics for Business II</td>
<td></td>
</tr>
<tr>
<td>IMM 122 Programming for the Web</td>
<td>WEB 410 Web Programming I</td>
<td></td>
</tr>
</tbody>
</table>

If the lower division course, above, has been completed within the last 10 years (3 years for IT/IS courses) with a grade of C or better, then the corresponding upper division course may be exempted or substituted. The credit must be replaced with another upper division business course. See your University of Phoenix counselor for details.

Proficiency Requirements

Students must demonstrate proficiency in Math, English and Critical Thinking. Proficiency requirements must be met prior to entering the fourth course in the University Major Course of Study.

The English Proficiency will be waived for students who have completed any of the following Delaware County Community College courses with a grade of B or better within the last 2 years:

**ENG 100, 112, 205**

The Mathematics Proficiency will be waived for students who have completed any of the following Delaware County Community College courses with a grade of B or better within the last 2 years:

**MAT 100, 130, 131, 140, 141, 150, 160, 161, 200, 260, 261**

The Critical Thinking Proficiency will be waived for students who have completed any of the following Delaware County Community College courses with a grade of B or better within the last 2 years:

**No courses apply**
2001-2002
Program Transfer Guide
for students from
DELAWARE COUNTY COMMUNITY COLLEGE
transferring to
UNIVERSITY OF PHOENIX
AS in BUSINESS ADMINISTRATION → BACHELOR OF SCIENCE IN
BUSINESS/ADMINISTRATION (BSB/A)

Transfer to University of Phoenix is most efficient when an associate degree is earned – especially a transfer degree.
- with an associate degree – vocational or transfer – all credits within a degree transfer;
- without an associate degree, all courses transfer which are...
  - college-level (numbered 100 and above)
  - and earned with a grade of C- or better

<table>
<thead>
<tr>
<th>DELAWARE COUNTY COMMUNITY COLLEGE</th>
<th>UNIVERSITY OF PHOENIX (UOPHX)</th>
<th>Delaware County courses satisfy UOPHX requirements as follows...</th>
</tr>
</thead>
<tbody>
<tr>
<td>program for Associate in Science (AS) in Business Administration (pg. 24) 2001-02 catalog</td>
<td>has a comprehensive general education requirement of 54 credits distributed as follows:</td>
<td>fulfilled/need</td>
</tr>
<tr>
<td>ENG 100 English Composition I (3)</td>
<td>- Liberal Arts (36 credits);</td>
<td></td>
</tr>
<tr>
<td>ENG 112 English Composition II (3)</td>
<td>- Interdisciplinary (15 credits);</td>
<td></td>
</tr>
<tr>
<td>Mathematics Electives (6-10)</td>
<td>- Integrating (upper division, 3 credit – GEN 480).</td>
<td></td>
</tr>
<tr>
<td>Science Electives (7-8)</td>
<td>Communication Arts (6 semester credits)</td>
<td>fulfilled</td>
</tr>
<tr>
<td>Social Science Electives (3-6)</td>
<td>Mathematics (6 semester credits)</td>
<td>fulfilled</td>
</tr>
<tr>
<td>Humanities Electives (3-6)</td>
<td>Science/Technology (6 semester credits)</td>
<td>fulfilled</td>
</tr>
<tr>
<td>History or Foreign Language Electives (6)</td>
<td>Students may choose from either category – Physical/Biological or Science/Technology, however, a minimum of 3 credits must be in Physical/Biological science.</td>
<td></td>
</tr>
<tr>
<td>Social Sciences (6 semester credits)</td>
<td>need 0-3 sem. credits</td>
<td></td>
</tr>
<tr>
<td>Humanities (6 semester credits)</td>
<td>need 0-3 sem. credits</td>
<td></td>
</tr>
<tr>
<td>Additional Liberal Arts (6 semester credits)</td>
<td>* (Note: A total of 36 credits of liberal arts general education is required)</td>
<td>fulfilled</td>
</tr>
</tbody>
</table>
DPR 100 Introduction to Computers (3)
Courses required to support chosen option or core (12)

Interdisciplinary Component –
15 semester credits

any college-level course, except physical education and Exempt coursework;

*Exempt means that coursework taken at the associate degree level may be used to substitute bachelor level coursework which is similar in content...credit must be replaced with another upper division business course.

Electives
18 semester credits

any college-level course - upper or lower division, including physical education (limit 4 cr) and Exempt coursework

Maximum Lower Division credits applied to Bachelor degree = 69 semester credits

Upper Division Major: BACHELOR OF SCIENCE IN BUSINESS/ADMINISTRATION (BSBA)
51 semester credits

- MGT 330 Management: Theory/Practice/Application (3)
- MGT 331 Organizational Behavior (3)
- CIS 319 Computers and Information Processing (3)
- RES 341 Research and Evaluation I (3)
- RES 342 Research and Evaluation II (3)
- MTG 350 Critical Thinking: Strategies in Decision Making (3)
- BUS 415 Business Law (3)
- MGT 437 Project Management (3)
- ECO 360 Economics for Business I (3)
- ECO 361 Economics for Business II (3)
- ACC 362 Financial Accounting I (3)
- ACC 363 Financial Accounting II (3)
- FIN 475 Managerial Finance I (3)
- FIN 476 Managerial Finance II (3)
- MKT 421 Marketing (3)
- EBUS 400 E-Business (3)
- GEN 480 Interdisciplinary Capstone Course (3)

Total program - minimum 120 semester credits

Students following this plan will complete a bachelor degree with 120 sem.cr.(depending on gen. ed. deficiencies)
THE LEADER IN ADULT HIGHER EDUCATION Since 1976, the University of Phoenix has been a private, for-profit institution whose mission is to provide high quality education to working adult students. Our commitment to high educational standards and student service has made us one of the largest private regionally accredited institutions.

Currently we serve more than 90,000 working professionals at campuses across the nation and through distance learning options. For more information about our distance learning program, please see the "University of Phoenix Online Campus" section of this manual.

ACCREDITATION The University is accredited (since 1978) by the Higher Learning Commission and a member of North Central Association (www.ncahigherlearningcommission.org). The Bachelor of Science in Nursing and Master of Science in Nursing degree programs are accredited by the National League for Nursing Accrediting Commission (NLNAC, 61 Broadway, 33rd Floor, New York, NY 10006; 212-363-5555).

PROGRAMS OFFERED The University's academic programs, as well as delivery options, service recognize and compliment a student's maturity, experience, personal and professional responsibilities. Courses are scheduled sequentially so that students can focus on one subject at a time. Campus and corporate on-site classes, directed study and Online delivery options are available. Classes are usually held for four hours a night, one night each week for five or six weeks. Learning Teams of 3-5 students complete specified coursework, meeting weekly for four hours, outside of class sessions.

The Bachelor Degree at the University of Phoenix emphasizes the professional and personal skills needed to effectively meet organizational needs - including effective decision making, values clarification, needs assessment, group facilitation, presentation and writing skills and leadership.

Bachelor Degrees may be earned in business with majors in accounting, administration, management, marketing, e-Business, information technology, and nursing. The University also offers masters degrees, professional certificates and a doctorate in management.

TRANSFER TO UNIVERSITY OF PHOENIX The University of Phoenix will accept all college level coursework, numbered 100 and above, with a grade of C- or better from Delaware County Community College. Coursework from a two-year institution will transfer as electives; or satisfy general education requirements; or exempt (replace) comparable University of Phoenix upper division coursework.

All Associate Degrees awarded Delaware County Community College will have all degree-related coursework accepted as a "block," meaning that all courses automatically transfer. Depending on the student's major at the University of Phoenix, 60-72 of these transfer credits will be applied to the Bachelor degree as electives or to satisfy general education requirements.
The most efficient transfer path is to first earn an AA or AS (transfer) degree at Delaware County Community College. This degree will satisfy most of the University's lower division general education requirements.

The University of Phoenix requires 51 credits of lower division general education comprised of a 36-credit liberal arts core including 6 semester credits of Mathematics. However, the University's math transfer policy will allow students with an associate degree to exempt 3 semester credits of math, provided they successfully pass the UOPHX Mathematics Proficiency. Exempt means that the student may substitute 3 credits of math with any general education course.

**ADMISSION POLICIES AND PROCEDURES**  
Admission to undergraduate programs includes the following:
- a high school diploma or GED
- current employment or access to an organizational environment which will allow completion of program coursework
- minimum of 23 years of age
- completed application form and a non-refundable application fee
- official college transcripts

**DEGREE REQUIREMENTS**  
A Bachelor degree requires a University G.P.A. of 2.00, completion of required coursework and the post-assessment survey.

**FINANCIAL AID**  
University of Phoenix participates in Federal Aid programs offering Federal Stafford Student Loans, Federal PLUS Loans and Federal Pell Grants. More information and application forms are available at the University of Phoenix campus.

If you have any comments or questions about transfer, please e-mail us at transfer@phoenix.edu.
Degree: Bachelor of Science in Business/Administration (BSB/A - 120 credits)

This guide is an example only, of transfer for all students with an associate degree in any major from Delaware County Community College.

Focus: This major stresses skill development in the areas of economics, marketing, financial accounting, managerial finance and utilization of research findings as well as focuses on the elements of short- and long-range business planning.

Academic Year: 2000-2001

Maximum Number of Students to Be Admitted: Open

Minimum G.P.A. Needed for Admission to this Program: None

Specific Test Requirements: None

Contact: Enrollment Department at the appropriate campus location

Transfer From a Two-Year Institution: The recommended transfer path is to complete an associate degree in any area, so that all courses/credits will automatically transfer. The AA or AS degree will allow most University lower division general education requirements to be satisfied as well. If a degree is not earned, it is best to satisfy as many of the University General Education requirements, shown below, at the two-year institution.

**Lower Division Requirements:** The University will apply a maximum of 69 semester transfer credits to the BSB/A program.

**Liberal Arts (36 Semester Credits):**

<table>
<thead>
<tr>
<th>Category</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communication Arts</td>
<td>6 credits</td>
</tr>
<tr>
<td>Mathematics</td>
<td>6 credits</td>
</tr>
<tr>
<td>Math Transfer Policy: Students with an associate degree are eligible to exempt 3 credits of the UOPHX Mathematics requirement provided that they successfully pass the University Mathematics Proficiency. Exempt means that the student may substitute 3 credits of math with any general education course to total 36 credits of liberal arts general education</td>
<td></td>
</tr>
<tr>
<td>Social Sciences</td>
<td>6 credits</td>
</tr>
<tr>
<td>NOTE: ECO 210 &amp; 220 may satisfy UOPHX Social Science general education requirement - per sending institution - or exempt UOPHX courses, ECO 360 &amp; 361, but not both</td>
<td></td>
</tr>
<tr>
<td>Humanities</td>
<td>6 credits</td>
</tr>
<tr>
<td>Science/Technology</td>
<td>6 credits - min. of 3 credits should be in Natural or Lab Science</td>
</tr>
<tr>
<td>Additional Liberal Arts</td>
<td>6 cr. - any additional course, above areas</td>
</tr>
</tbody>
</table>

**Interdisciplinary Requirement**

15 cr. - any course, numbered 100 and above except exempt* & physical education courses

**Electives**

18 cr. - any course, including exempt* courses

**Total Lower Division Requirements**: 69 credits
**Upper Division Requirements.**

51 credits - Residency requirement is that 30 of these credits must be taken at the University. NOTE: Students may select a maximum of 21 exempt credits. Exempt* courses are comparable coursework offered as lower division credit at another institution which do not have to be repeated at the University (upper division).

<table>
<thead>
<tr>
<th>University of Phoenix Course</th>
<th>Comparable Delaware County Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 330 Management: Theory, Practice, &amp; Application (3)</td>
<td>BUS 210</td>
</tr>
<tr>
<td>MGT 331 Organizational Behavior (3)</td>
<td>BUS 214</td>
</tr>
<tr>
<td>CIS 319 Computers and Information Processing (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>QNT 321 Statistics in Business I (3)</td>
<td>BUS 220 or MAT 210</td>
</tr>
<tr>
<td>QNT 322 Statistics in Business II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>BUS 415.3 Business Law (3)</td>
<td>BUS 241 &amp; 242 or BUS 243</td>
</tr>
<tr>
<td>MGT 436 Critical Thinking and Decision Making (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 437 Project Management (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MKT 421 Marketing (3)</td>
<td>BUS 230</td>
</tr>
<tr>
<td>ACC 362 Financial Accounting I (3)</td>
<td>ACC 111</td>
</tr>
<tr>
<td>ACC 363 Financial Accounting II (3)</td>
<td>ACC 112</td>
</tr>
<tr>
<td>FIN 475 Managerial Finance I (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>FIN 476 Managerial Finance II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>ECO 360 Economics for Business I (3)</td>
<td>ECO 210</td>
</tr>
<tr>
<td>ECO 361 Economics for Business II (3)</td>
<td>ECO 220</td>
</tr>
<tr>
<td>MGT 480 Business Research Applications (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>GEN 480 Interdisciplinary Capstone Course (3)</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**Total Upper Division**                                           51 Credits

**+ Lower Division (Transfer)**                                      69 Credits

**Total BSB/A Degree**                                              120 Credits

*Exempt or comparable courses are those classes offered as lower division at another institution which are similar in content and approved to replace the University (upper division) course. The lower division course must be completed with a grade of "C" or better within the last 10 (5 years of IS/IT course) years. If a student elects to exempt, the upper division credit must be replaced by another upper division business course.
DEGREE: Bachelor of Science in Business/Management (BSB/M - 120 credits)
This guide is an example only, of transfer for all students with an AS in Business Administration with a Management option from Delaware County Community College.

FOCUS: This major concentrates on managing human and fiscal resources within the structure, culture and mission of any organization. Skill development in the areas of performance systems, employment law, public relations, financial analysis global business strategies and utilization of research findings are emphasized.

ACADEMIC YEAR: 2000-2001

MAXIMUM NUMBER OF STUDENTS TO BE ADMITTED: Open

MINIMUM G.P.A. NEEDED FOR ADMISSION TO THIS PROGRAM: None

SPECIFIC TEST REQUIREMENTS: None

CONTACT: Enrollment Department at the appropriate campus location

TRANSFER FROM A TWO-YEAR INSTITUTION: The recommended transfer path is to complete an associate degree in any major, so that all courses/credits will automatically transfer. The AA or AS degree will allow most University lower division general education requirements to be satisfied as well. The transfer option shown below is to complete the AS degree in Business Administration with a Management option (any option may be used) and then transfer to the University. If a degree is not earned, it is best to satisfy as many of the University General Education requirements, shown below, at the two-year institution.

LOWER DIVISION REQUIREMENTS: The University will apply a maximum of 69 semester transfer credits to this BSB/M program.

LIBERAL ARTS (36 SEMESTER CREDITS):

Communication Arts 6 semester credits
satisfied with completion of the AS in Business Administration (ENG 100 & 112)

Mathematics 6 semester credits
MATH TRANSFER POLICY: Students with an associate degree are eligible to exempt 3 credits of the UOPHX Mathematics requirement provided that they successfully pass the University Mathematics Proficiency. Exempt means that the student may substitute 3 credits of math with any general education course to total 36 credits of liberal arts general education

Social Sciences 6 semester credits
satisfied with completion of the AS in Business Administration (student may choose Social Science Electives or History courses or ECO 210 & 220) NOTE: ECO 210/220 may satisfy UOPHX Social Sciences general education requirement - per sending institution - or exempt UOPHX courses ECO 360/361 - but not both.

Humans 6 semester credits

partially satisfied with completion of the AS in Business Administration (Humans Elective); need additional Humanities coursework or see Course Transfer Guide in this manual for more options

Science/Technology 6 semester credits ~ min. of 3 credits should be in Natural or Lab Science ~

satisfied with completion of the AS in Business Administration (Science Electives)

Additional Liberal Arts 6 semester credits ~ any additional course, above areas ~
satisfied with completion of the AS in Business Administration (Required History or Foreign Language - whichever is not used in Social Sciences)
INTERDISCIPLINARY REQUIREMENT
15 semester credits - any course, numbered 100 and above except exempt* & physical education courses

partially satisfied with completion of the AS in Business Administration (ECO 210 & 220 or additional
general education credits); may need additional coursework to meet transfer of 69 lower division credits

ELECTIVES
18 semester credits - any course, including exempt* courses, noted below

partially satisfied with completion of the AS in Business Administration (BUS 210, 215 and required
Business electives); may need additional coursework to meet transfer of 69 lower division credits

TOTAL LOWER DIVISION REQUIREMENTS
69 semester credits

UPPER DIVISION REQUIREMENTS:
51 semester credits - Residency requirement is that 30 of these credits must be taken at the University. NOTE: Students may select a maximum of 21 exempt credits.
Exempt* courses or comparable coursework do not have to be repeated at the University (upper division).

<table>
<thead>
<tr>
<th>University of Phoenix Course</th>
<th>comparable Delaware County course</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 330 Management: Theory/Practice/Application (3)</td>
<td>BUS 210</td>
</tr>
<tr>
<td>MGT 331 Organizational Behavior (3)</td>
<td>BUS 214</td>
</tr>
<tr>
<td>CIS 319 Computers/Information Processing (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>QNT 321 Statistics in Business I (3)</td>
<td>BUS 220 or MAT 210</td>
</tr>
<tr>
<td>QNT 322 Statistics in Business II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 431 Human Resources Management (3)</td>
<td>BUS 215</td>
</tr>
<tr>
<td>MGT 434 Employment Law (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 436 Critical Thinking/Decision Making (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 437 Project Management (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MKT 421 Marketing (3)</td>
<td>BUS 230</td>
</tr>
<tr>
<td>FIN 324 Financial Analysis for Managers I (3)</td>
<td>BUS 232</td>
</tr>
<tr>
<td>FIN 325 Financial Analysis for Managers II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 448 Global Business Strategies (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 449 Quality Management/Productivity (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MKT 438 Public Relations (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 480 Business Research Applications (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>GEN 480 Interdisciplinary Capstone Course (3)</td>
<td>n/a</td>
</tr>
</tbody>
</table>

TOTAL UPPER DIVISION
51 semester credits

+ LOWER DIVISION (TRANSFER)
69 semester credits

Total BSB/M Degree
120 semester credits

*Exempt or comparable courses are those classes offered as lower division at another institution which are similar in content and approved to replace the University (upper division) course. The lower division course must be completed with a grade of "C" or better within the last 10 (5 years of IS/IT course) years. If a student elects to exempt, the upper division credit must be replaced by another upper division business course.
Degree: Bachelor of Science/Information Technology (BS/IT - 120 credits)

This guide is an example only, of transfer for students with an AS Degree in Computer Information Systems from Delaware County Community College.

Focus: This program focuses on the acquisition of theory and technical competencies associated with the Information Technology profession. The core courses provide fundamental knowledge and application in both the information systems function and in system development. There are 5 specialties of the program that are extensions in technical breadth and depth of the technology core courses and enable the student to choose one or more area(s) of special expertise in an Information Technology (IT) area. The curriculum is designed to produce graduates ready to function in information technology positions with the competencies, skills, and attitudes necessary for success in the workplace.

Academic Year: 2000-2001

Maximum Number of Students to be Admitted: Open

Minimum G.P.A. Needed for Admission to this Program: None

Specific Test Requirements: None

Contact: Enrollment Department at the appropriate campus location

Transfer From A Two-Year Institution: The recommended transfer path is to complete an associate degree in any major, so that all courses/credits will automatically transfer. The AA or AS degree will allow most University lower division general education requirements to be satisfied as well. The transfer option shown below as an example is to complete the AS Degree in Computer Information Systems and then transfer to the University. If a degree is not earned, it is best to satisfy as many of the University General Education requirements, shown below, at the two-year institution.

Lower Division Requirements: The University will apply a maximum of 60 semester transfer credits to the BS/IT program.

Liberal Arts (36 semester credits):

Communication Arts 6 semester credits

satisfied with completion of the AS degree (ENG 100 & 112)

Mathematics 6 semester credits

MATH TRANSFER POLICY: Students with an associate degree are eligible to exempt 3 credits of the UOPHX Mathematics requirement provided that they successfully pass the University Mathematics Proficiency. Exempt means that the student may substitute 3 credits of math with any general education course to total 36 credits of liberal arts general education

satisfied with completion of the AS degree (MAT 130)

Social Sciences 6 semester credits

satisfied with completion of the AS degree (Social Science Elective & ECO 210 – per sending institution)

Humanities 6 semester credits

satisfied with completion of AS degree (Humanities electives)

Science/Technology 6 semester credits – min. of 3 credits should be in Natural or Lab Science

satisfied with completion of the AS degree (Science Elective & DPR 110)

Additional Liberal Arts 6 semester credits – any additional course, above areas –

satisfied with completion of the AS degree (DPR 222 & MAT 131)

Interdisciplinary Requirement 15 semester credits – any course, numbered 100 and above except exempt* & phys. education courses

satisfied with completion of the AS degree (BUS 100, ACC 111, 112, ECO 220, DPR 210)
ELECTIVES 9 semester credits — any course, including exempt* courses, noted below satisfied with completion of the AS degree (DPR 125, 226 & 105)

TOTAL LOWER DIVISION REQUIREMENTS 60 semester credits

UPPER DIVISION REQUIREMENTS 60 semester credits — Residency requirement is that 30 of these credits must be taken at the University. NOTE: Students may select a maximum of 30 exempt credits. Exempt* courses or comparable coursework do not have to be repeated at the University (upper division).

<table>
<thead>
<tr>
<th>University of Phoenix Course</th>
<th>Comparable Delaware County course</th>
</tr>
</thead>
<tbody>
<tr>
<td>CSS 335 Computers and Information Processing (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>MGT 350 Critical Thinking: Strategies in Decision Making (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>CMGT 410 Project Planning &amp; Implementation (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>BSA 375 Fund of Business Systems Development (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>BSA 400 Business Systems Development II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>POS 355 Introduction to Operating Systems(3)</td>
<td>DPR 140</td>
</tr>
<tr>
<td>POS 370 Programming Concepts(3)</td>
<td>DPR 126</td>
</tr>
<tr>
<td>POS 400 Intro to Object-Oriented Programming(3)</td>
<td>n/a</td>
</tr>
<tr>
<td>POS 405 Advanced Visual Basic(3)</td>
<td>n/a</td>
</tr>
<tr>
<td>DBM 380 Database Concepts(3)</td>
<td>n/a</td>
</tr>
<tr>
<td>DBM 405 Database Management Systems(3)</td>
<td>DPR 113</td>
</tr>
<tr>
<td>POS 410 SQL for Business(3)</td>
<td>n/a</td>
</tr>
<tr>
<td>NTC 360 Network &amp; Telecom Concepts (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>NTC 410 Networks &amp; Telecommunications II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>POS 420 Introduction to UNIX (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>POS 430 Windows 2000 (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>WEB 410 Web Programming I (3)</td>
<td>DPR 206</td>
</tr>
<tr>
<td>WEB 420 Web Programming II (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>WEB 350 The Internet: Concepts &amp; Applications (3)</td>
<td>n/a</td>
</tr>
<tr>
<td>GEN 480 Interdisciplinary Capstone Course (3)</td>
<td>n/a</td>
</tr>
</tbody>
</table>

TOTAL UPPER DIVISION 60 SEMESTER CREDITS

+ LOWER DIVISION 60 SEMESTER CREDITS

Total BS/IT Degree 120 semester credits

*Exempt or comparable courses are those classes offered as lower division at another institution which are similar in content and approved to replace the University (upper division) course. The lower division course must be completed with a grade of "C" or better within the last 10 (5 years of IS/IT course) years. If a student elects to exempt, the upper division business course must be replaced by another upper division business course.
DEGREE: Bachelor of Science in Management (BSM – 120 credits) with an emphasis in Computer Information Systems

This guide is an example only, of transfer for students with an AAS in Computer Information Systems from Delaware County Community College.

FOCUS: This degree is designed so that students working in diverse industries (public administration, criminal justice, mental health, and information technology) can develop the basic skills needed to manage people and processes in their own organizational or professional context. The Bachelor of Science in Management will allow students to have an “emphasis” area noted on the transcript and diploma, allowing recognition to be given their associates degree program of study. The following courses have been designed with an opportunity to focus assignment in various professional areas, and a program portfolio will assist in the integration of the associates and baccalaureate learning.

ACADEMIC YEAR: 2000-2001
MAXIMUM NUMBER OF STUDENTS TO BE ADMITTED:
MINIMUM G.P.A. NEEDED FOR ADMISSION TO THIS PROGRAM:
SPECIFIC TEST REQUIREMENTS:
CONTACT:

TRANSFER FROM A TWO-YEAR INSTITUTION: An associate degree – in any area or major – must be earned in order to be admitted to the BSM program. The BSM program allows more credits to transfer and be applied to the bachelor program. Additionally the associate degree will be annotated on the bachelor transcript and diploma as an “emphasis”. The transfer path shown below is to complete the AAS in Computer Information Systems (any option) and then complete the BSM program. The resulting degree will be a BSM with an emphasis in Computer Information Systems.

LOWER DIVISION REQUIREMENTS: The University will apply a maximum of 72 semester transfer credits to the BSM program.

LIBERAL ARTS (36):

Communication Arts 6 credits
satisfied with completion of the AAS degree (ENG 100 & 112)
Mathematics 6 credits
MATH TRANSFER POLICY: Students with an associate degree are eligible to exempt 3 credits of the UOPHX Mathematics requirement provided that they successfully pass the University Mathematics Proficiency. Exempt means that the student may substitute 3 credits of math with any general education course to total 36 credits of liberal arts general education
not satisfied with completion of the AAS degree (need higher level math then MAT 120)
Social Sciences 6 credits
partially satisfied with completion of the AAS degree (Social Science Elective); need additional coursework, see Course Transfer Guide in this manual
Humanities 6 credits
not satisfied with completion of the AAS degree; need additional coursework, see Course Transfer Guide in this manual
Science/Technology 6 credits ~ min. of 3 credits should be in Natural or Lab Science
satisfied with completion of the AAS degree (Science Elective & DPR 110)
Additional Liberal Arts 6 cr. ~ any additional course, above areas
satisfied with completion of the AAS degree (DPR 222 & 126)
INTERDISCIPLINARY REQUIREMENT  
15 cr. ~ any course, numbered 100 and above except physical education courses ~

satisfied with completion of the AAS degree (BUS 100, DPR 190, 141, MAT 120 (if taken) ACC 100, DPR elective)

ELECTIVES  
21 cr. ~ any course

satisfied with completion of the AAS degree (all remaining courses); may also include additional general education courses which are needed to satisfy above requirements

TOTAL LOWER DIVISION REQUIREMENTS  
72

UPPER DIVISION ELECTIVES  
12 ~ includes courses needed to satisfy above general education requirements or elective courses used to support major or degree emphasis;

UPPER DIVISION REQUIREMENTS:  
36 ~ Residency requirement is that 30 of these credits must be taken at the University.

University of Phoenix Course
MGT 330 Management: Theory, Practice, & Application (3)
SOC 315 Cultural Diversity (3)
PHL 323 Ethics in Management (3)
RES 320 Fundamentals of Research
MGT 350 Critical Thinking: Strategies in Decision Making (3)
PSY 428 Organizational Psychology (3)
COMM 470 Communicating in the Virtual Workplace (3)
PSY 320 Human Motivation (3)
PSY 430 Team Dynamics for Managers (3)
TEC 401 Human Factors in Technology (3)
FIN 324 Financial Analysis for Managers I (3)
GEN 480 Interdisciplinary Capstone Course (3)

TOTAL UPPER DIVISION  
48
+ LOWER DIVISION (TRANSFER)  
72

TOTAL BSM DEGREE  
120
BUS 100 Introduction to Business (3)
MATH 105 Business Mathematics (3)
DPR 100 Introduction to Computers (3)
BUS 102 Introduction to Electronic Commerce (3)
IMM 100 Interface Design (3)

Interdisciplinary Component – 15 semester credits
any college-level course, except physical education coursework;

BUS 210 Principles of Management (3)
DPR 113 Data Base Management – Access (4)
BUS 130 Business Communications (30)
BUS 243 Legal Environment of Business (3)
BUS 234 Electronic Marketing (3)
ACC 100 Applied Accounting (3)
BUS 235 Supply Chain Management (3)
CSEL/BUS/DPR/IMM Elective (3)

Electives 21 semester credits
any college-level course – upper or lower division, including physical education (limit 4 cr)

Maximum Lower Division credits applied to Bachelor degree = 72 semester credits

Upper Division Major: BACHELOR OF SCIENCE IN MANAGEMENT (BSM)
48 semester credits

Upper division Electives (12)
(includes upper division courses which satisfy general education requirements above or support major)

MGT 330 Management: Theory, Practice & Application (3)
MGT 350 Critical Thinking: Strategies in Decision Making (3)
SOC 315 Cultural Diversity (3)
PHL 323 Ethics in Management (3)
RES 320 Foundations of Research (3)
PSY 428 Organizational Psychology (3)
COMM 470 Communicating in the Virtual Workplace (3)
PSY 320 Human Motivation (3)
PSY 430 Team Dynamics for Managers (3)
TEC 401 Human Factors in Technology (3)
FIN 324 Financial Analysis for Managers I (3)
GEN 480 Interdisciplinary Capstone Course (3)

Total program - minimum 120 semester credits

Students following this plan will complete a bachelor degree with 120 sem.cr. (depending on gen. ed. deficiencies)

Final degree will be Bachelor of Science in Management with an emphasis in Electronic Commerce
2001-2002
Program Transfer Guide
for students from
DELTAWS COUNTY COMMUNITY COLLEGE
transferring to
UNIVERSITY OF PHOENIX
AAS in Electronic Commerce → Bachelor of Science in Management (BSM)

Transfer to University of Phoenix is most efficient when an associate degree is earned - especially a transfer degree.
• with an associate degree - vocational or transfer - all credits within a degree transfer;
• without an associate degree, all courses transfer which are...
  • college-level (numbered 100 and above)
  • and earned with a grade of C- or better

DELTAWS COUNTY COMMUNITY COLLEGE
program for
Associate in Applied Science (AAS)
in Electronic Commerce
per (pg. 36) 2001-02 catalog

UNIVERSITY OF PHOENIX (UOPHX)
has a comprehensive general education
requirement of 54 credits distributed as follows:
• Liberal Arts (36 credits);
  • Interdisciplinary (15 credits);
  • Integrating (upper division, 3 credit – GEN 480).

Delaware County courses satisfy UOPHX requirements as follows...
fulfilled/need

General Education –
Liberal Arts Component - 36 semester credits

ENG 100 English Composition I (3)
ENG 112 English Composition II (3)

no courses apply

Communications Arts (6 semester credits)
fulfilled

Mathematics (6 semester credits)
Math Transfer Policy: Students may exempt 3 credits of the UOPHX Mathematics requirement provided that 1) at least 3 credits of math (must satisfy UOPHX math gen ed) are transferred in prior to starting date, 2) the UOPHX Mathematics Proficiency is passed. Exempt means that students may substitute 3 credits of math with any general education course to total 36 credits of liberal arts general education.

need 6 sem. credits
* (see Math transfer policy)

IMM 120 Web Page Development (3)
Science Elective (3)

Science/Technology (6 semester credits)
Students may choose from either category – Physical/Biological or Science/Technology, however, a minimum of 3 credits must be in Physical/Biological science.

fulfilled

Social Science Elective (3)

Social Sciences (6 semester credits)
need 3 sem. credits

no courses apply

IMM 122 Programming for the Web (3)

Humanities (6 semester credits)
need 6 sem. credits

Additional Liberal Arts (6 semester credits)
choose any additional general education coursework from the above categories

* (Note: A total of 36 credits of liberal arts general education is required)