



## **Articulation Agreement**

Southern New Hampshire University – College of Online and Continuing Education  
and  
Georgia Piedmont Technical College

### **I. PURPOSE**

Southern New Hampshire University (SNHU) and Georgia Piedmont Technical College (GPTC), in the spirit of academic cooperation, and in order to facilitate the transfer of graduates of Georgia Piedmont Technical College to Southern New Hampshire University - College of Online and Continuing Education (SNHU-COCE), hereby do enter into an academic articulation agreement. Successful implementation of the Agreement is dependent upon communication of its content to all involved participants and the assumption of responsibility by both institutions for such communications.

### **II. TRANSFER PATHWAY(S)**

1. As SNHU is regionally accredited, all academic course work in which a student has earned a grade of "C-" or higher is fully transferable based on the attached course equivalents. Up to 90 credits may be accepted in transfer toward a bachelor degree program.
2. **Based on the course equivalency tables attached (see Appendix 1)**, SNHU College of Online and Continuing Education guarantees transferability of all credits outlined in the following Georgia Piedmont Technical College associate's degrees to their corresponding SNHU-COCE bachelor's degrees:

**AAS Accounting to BS Accounting**

**AAS Clinical Laboratory Technology to BS Health Sciences**

**AAS Interdisciplinary Studies to BA General Studies**

**AAS Health Information Management Technology to BS Health Information Management**

**AAS Marketing to BS Business Administration**

3. Any students enrolling at SNHU College of Online and Continuing Education may transfer up to 90 credit hours for a bachelor's with unlimited CLEP, DANTES and Excelsior, military training (based upon a transcript from the American Council on Education (ACE), College Credit Recommendation Service or Community College of the Air Force (CCAF) transcript) and ACE or National College Credit Recommendation Service



(NCCRS) credits - providing students meet residency requirements. Transfer credit is awarded based on degree program requirements. Residency requirements equate to 30 credit hours or ten classes.

### III. TERMS

1. Because of this agreement to articulate, and provided the individual Georgia Piedmont Technical College on his or her application form, eligible graduates, employees and the immediate family of employees (spouses, domestic partners, children, siblings and parents) will receive a ten (10%) percent tuition reduction in Southern New Hampshire University - College of Online and Continuing Education, applicable as of the date this Agreement is fully executed by the parties below. In addition, those eligible graduates, employees and immediate family of employees who enroll in Southern New Hampshire University's online program will receive a waiver of the application fee normally required by Southern New Hampshire University - College of Online and Continuing Education. No application fee waiver, tuition credit or refund shall be made retroactively for any eligible employee, their family member or alumnus already enrolled at SNHU College of Online and Continuing Education on the date of execution of this Agreement; however, the tuition reduction shall be applied to such eligible employees, their family members or graduates for course enrollments following the execution of this Agreement. Programs offered at military tuition assistance levels are not subject to this reduction. Georgia Piedmont Technical College employees, their family members and graduates must inform SNHU College of Online and Continuing Education admissions representatives about their affiliation to receive their tuition reduction.

SNHU College of Online and Continuing Education may change its tuition rates at any time at its sole discretion and the reduction will be calculated based on the current tuition in effect for the applicable academic term for the enrolled program. Eligible employees and alumni shall not be entitled to any other reduction and are subject to all other admission and continuation requirements as set forth in the respective Southern New Hampshire University policies and catalogs.

2. Southern New Hampshire University - College of Online and Continuing Education agrees to provide Georgia Piedmont Technical College, at their request, an annual update of student enrollment, to include general data on how many students have transferred to SNHU College of Online and Continuing Education.
3. This Agreement is effective as of the date of the fully executed document, and shall continue until terminated. Both parties must approve amendments to the Agreement in



writing. Either party may terminate the Agreement without cause upon 90 days written notice to the other party. Notwithstanding the foregoing, either party may terminate the Agreement immediately in the event that participation under the Agreement may give rise to a violation of any requirement of federal or state law or regulation or the requirements of any accrediting agency having jurisdiction.

4. Admission criteria, academic requirements, and other admission requirements will be subject to the applicable academic catalog accessed through snhu.edu at the time of the students' admission. Students who have begun their SNHU program of study or students in the process of enrolling prior to the effective date of any without cause termination will be grandfathered in to continue receiving the discount offered in this Agreement until such time such students complete or discontinue enrollment in their program.
5. Transferability of third party course work will be evaluated on a case by case basis.
6. This Articulation Agreement is based on the current curriculum of both educational institutions. Each institution is responsible for notifying the other of any substantive changes to the curriculum. This agreement shall be reviewed by both institutions annually.
7. The parties grant to each other a non-exclusive, non-transferable license to use each other's trademarks and servicemarks in furtherance of the articulation coordination detailed herein or in a manner solely for the purpose of identifying and communicating the existence of the relationship to Georgia Piedmont Technical College's students and alumni. Use of trademarks, servicemarks and logos will comply with use policies of the originating institution. The parties shall discontinue the use of the licensed marks and return any and all files and materials containing the licensed marks supplied by the owner at termination or expiration of the Agreement. Neither party grants to the other any interest in the other party's trademarks. Should either originating institution request, in writing, that a particular use of the originating institution's trademarks and/or servicemarks be discontinued, the non-originating institution shall cease and desist such use of the trademarks and/or servicemarks.
8. Georgia Piedmont Technical College agrees to notify students of transfer opportunities to SNHU College of Online and Continuing Education, to collaborate with SNHU College of Online and Continuing Education on other forms of transfer communication and to host SNHU representatives on campus for recruitment activities during the academic school year.



9. The parties hereto will have the relationship of independent contractors for all purposes. Each will have complete control over its own performance and the details for accomplishing its own obligations under this Agreement. In no event will the agents, representatives or employees of one party be deemed to be agents, representatives or employees of the other.
10. This Agreement may be executed by a duly authorized representative of each party, either by electronic or facsimile transmission, each of which will be considered an original.

**IV. CONTACTS FOR COORDINATION:**

All notices and other communications required hereunder by either party to the other shall be in writing, delivered personally, by certified or registered mail, return receipt requested, or by overnight courier, and shall be deemed to have been duly given when delivered personally or received when using overnight courier or three business days after being deposited in the United States mail, postage prepaid, addressed as follows:

If to Southern New Hampshire University:

Gayla Freelon, Regional Director, Academic Alliances  
Southern New Hampshire University  
College of Online and Continuing Education  
2500 North River Road  
Manchester, NH 03106

If to Georgia Piedmont Technical College:

Ramona Pollard, Academic Affairs Coordinator  
Georgia Piedmont Technical College  
495 N. Indian Creek Drive  
Clarkston, GA 30021

or to such other persons or places as either party may from time to time designate by written notice to the other.

7.19DL



DATE: 4/30/2020

APPROVALS:

DocuSigned by:  
Gregory Fowler  
Dr. Gregory Fowler, PhD.  
President, Global Campus  
Southern New Hampshire University

Tavarez Holston  
Dr. Tavarez Holston  
President  
Georgia Piedmont Technical College

DocuSigned by:  
Jennifer Batchelor  
Dr. Jennifer Batchelor, PhD.  
Vice President Academic Programs, Global Campus  
Southern New Hampshire University

Ramona J. Pollard  
Dr. Ramona Pollard  
Academic Affairs Coordinator  
Georgia Piedmont Technical College

DocuSigned by:  
Gayla Freelon  
Manager of Agreement  
Gayla Freelon  
Regional Director, Academic Alliances  
Southern New Hampshire University  
College of Online and Continuing Education



## Georgia Piedmont Technical College to Southern New Hampshire University Online

- Students who transfer with a conferred associates degree are entitled to a 10% tuition reduction accessed through mySNHU.edu.
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- Please contact Admission at 1-800-668-1249 or Academic Alliances at [AcademicAlliances@snhu.edu](mailto:AcademicAlliances@snhu.edu).

| Georgia Piedmont Technical College<br>AAS Accounting Course Requirements   | Cr       | Southern New Hampshire University Online<br>BS Accounting  | Cr        |
|--|----------|--|-----------|
| <b>Courses in bold are the associate degree required courses.</b>  |          | <b>General Education Core Requirements</b>   | <b>42</b> |
| <b>Area I: ENGL1101 Composition Rhetoric</b>   | <b>3</b> | ENG 122 English Composition I  | 3         |
|  |          | ENG 123 English Composition II   | 3         |
| MATH1127 Introduction Statistics   | 3        | MAT 240 Applied Statistics   | 3         |
| <b>Accounting Elective</b>   | <b>3</b> | SNHU 107 or Free Elective for students transferring 12+ credits  | 3         |
| <b>ACCT1115 Computerized Accounting</b>  | <b>3</b> | IDS 100 or Free Elective for students transferring 12+ credits   | 3         |
| <b>Area IV: Humanities/Fine Arts</b>   | <b>3</b> | EFAH: Fine Arts and Humanities Requirement (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)             | 3         |
| <b>Directed Occupational Elective:<br/>MGMT1125 Business Ethics</b>  | <b>3</b> | EFAH: Fine Arts and Humanities Requirement (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)             | 3         |
| <b>Area II: ECON2106 Microeconomics</b>  | <b>3</b> | ECO 201 Microeconomics (ESBS)  | 3         |
| <b>Directed General Education Elective:<br/>ECON2105 Macroeconomics</b>  | <b>3</b> | ECO 202 Macroeconomics (ESBS)  | 3         |
| <b>Area III: MATH 1101 Mathematical Modeling,<br/>MATH1103 Quantitative Skill and Reasoning, or<br/>MATH1111 College Algebra</b> | <b>3</b> | ESTM: Science/Technology/Mathematics Requirement (BIO, CHM, CS, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200) | 3         |
| <b>COMP1000 Introduction to Computer Literacy</b>  | <b>3</b> | ESTM: Science/Technology/Mathematics Requirement (BIO, CHM, CS, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200) | 3         |
| HIST Elective  | 3        | EHIS: History Requirement (HIS, HIS 100, or HIS 200)   | 3         |
| HIST Elective  | 3        | EHIS: History Requirement (HIS, HIS 100, or HIS 200)   | 3         |
| SNHU Course  |          | Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404  | 3         |
| <b>Georgia Piedmont Technical College Courses</b>  |          | <b>SNHU Business Core</b>  | <b>30</b> |
| <b>ACCT1100 Financial Accounting I</b>   | <b>3</b> | ACC 201 Financial Accounting   | 3         |
| <b>ACCT2000 Managerial Accounting</b>  | <b>3</b> | ACC 202 Managerial Accounting  | 3         |
| <b>Directed Occupational Elective:<br/>MKTG1130 Business Regulations</b>   | <b>3</b> | BUS 206 Business Law I   | 3         |
|  |          | FIN 320 Principles of Finance  | 3         |

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| Georgia Piedmont Technical College<br>AA/AS Course Requirements          | Cr           | Southern New Hampshire University Online<br>BS Accounting                     | Cr         |
|--|--------------|---|------------|
| <b>Georgia Piedmont Technical College Courses</b>                        |              | <b>SNHU Business Core (Continued)</b>   | <b>Cr</b>  |
|  |              | INT 113 Introduction to International Business                                | 3          |
|  |              | IT 210 Business Systems Analysis and Design                                   | 3          |
| MKTG1100 Principles of Marketing   | 3            | MKT 113 Introduction to Marketing   | 3          |
|  |              | OL 125 Human Relations in Administration                                      | 3          |
|  |              | QSO 300 Operations Management   | 3          |
|  |              | OL 421 Strategic Management and Policy (Capstone)                             | 3          |
| <b>Georgia Piedmont Technical College Courses</b>                        |              | <b>SNHU Major Course Requirements</b>   | <b>27</b>  |
|  |              | ACC 207 Cost Accounting   | 3          |
|  |              | ACC 307 Intermediate Accounting I   | 3          |
|  |              | ACC 308 Intermediate Accounting II  | 3          |
|  |              | ACC 309 Intermediate Accounting III   | 3          |
| <b>ACCT1125 Individual Tax Accounting</b>                                | <b>3</b>     | ACC 330 Federal Taxation I  | 3          |
|  |              | ACC 345 Financial Statement Analysis/Business Value                           | 3          |
|  |              | ACC 405 Advanced Accounting   | 3          |
| <b>Directed Accounting Elective:<br/>ACCT2150 Principles of Auditing</b> | <b>3</b>     | ACC 411 Auditing Principles   | 3          |
|  |              | BUS 307 Business Law II   | 3          |
| <b>Georgia Piedmont Technical College Courses</b>                        |              | <b>Major Elective Requirements</b>  | <b>6</b>   |
|  |              | 3 credit(s) from subject(s): ACC within the range of course numbers 300 - 499 | 3          |
|  |              | 3 credit(s) from subject(s): ACC within the range of course numbers 300 - 499 | 3          |
| <b>Georgia Piedmont Technical College Courses</b>                        |              | <b>SNHU Free Electives</b>  | <b>15</b>  |
| <b>Occupational Elective</b>   | <b>3</b>     | Free Elective   | 3          |
| <b>ACCT 1105 Financial Accounting II</b>                                 | <b>3</b>     | Free Elective   | 3          |
| <b>ACCT1120 Spreadsheet Applications</b>                                 | <b>3</b>     | Free Elective   | 4          |
| <b>ACCT1130 Payroll Accounting</b>                                       | <b>3</b>     | Free Elective   | 3          |
| <b>BUSN1440 Document Production</b>                                      | <b>3</b>     | Free Elective   | 4          |
| <b>Georgia Piedmont Technical College<br/>Degree Credits</b>             | <b>54-66</b> | <b>SNHU Online BS Accounting Credits Required</b>                             | <b>120</b> |

## Transfer Credit Policy

Revision: 2019/2020 Academic Year

\* Excess general education credits are transferred as free elective credit, if available.

- This guide serves as a mapping tool for students and is based upon SNHU Online 2019/2020 Academic Catalog at time of enrollment and this institution's equivalent academic year. Transfer equivalents earned prior or subsequent to this academic year will be evaluated on a case-by-case basis for transfer equivalency.
- Students must earn a grade of C- or better for course transfer.
- Students may transfer up to 90 credits if previous credits earned meet SNHU Online's degree requirements and academic standards for transfer.
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| Georgia Piedmont Technical College<br>AAS Clinical Laboratory Technology<br>Course Requirements   | Cr        | Southern New Hampshire University Online<br>BS Health Sciences (3+1)   | Cr        |
|---|-----------|--|-----------|
| <b>Courses in bold are the associate degree re-<br/>quired courses.</b>   |           | <b>General Education Core Requirements</b>   | <b>42</b> |
| <b>Area I: ENGL1101 Composition and Rhetoric</b>  | <b>3</b>  | ENG 122 English Composition I  | 3         |
|   |           | ENG 123 English Composition II   | 3         |
| <b>Directed General Education Elective:<br/>MATH1127 Introduction to Statistics</b>   | <b>3</b>  | IHP 340 Statistics for Healthcare Professionals  | 3         |
| <b>Area III: MATH1101 Mathematical Modeling,<br/>MATH1103 Quantitative Skill and Reasoning or<br/>MATH1111 College Algebra</b>  | <b>3</b>  | SNHU 107 or Free Elective for students transfer-<br>ring 12+ credits   | 3         |
| Free Elective   | 3         | IDS 100 or Free Elective for students transferring<br>12+ credits  | 3         |
| <b>Area IV: Humanities/Arts Elective</b>  | <b>3</b>  | EFAH: Fine Arts and Humanities Requirement<br>(ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR,<br>LSP, LAN, LMA, HUM 100, or HUM 200) | 3         |
| Fine Arts/Humanities  | 3         | EFAH: Fine Arts and Humanities Requirement<br>(ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR,<br>LSP, LAN, LMA, HUM 100, or HUM 200) | 3         |
| <b>Area II: PSYC1101 Introduction to Psychology</b>   | <b>3</b>  | PSY 108 Introduction to Psychology (ESBS)  | 3         |
| Social/Behavioral Sciences  | 3         | ESBS: Social and Behavioral Sciences Require-<br>ment (ATH, ECO, HSE, POL, PSY, SCS, SOC,<br>SCS 100, or SCS 200)                  | 3         |
| <b>Non-Gen Degree Course BIOL2113/BIOL2113L<br/>Anatomy and Physiology</b>  | <b>3*</b> | BIO 210 Introduction to Anatomy and Physiology<br>(ESTM)   | 3         |
| <b>Area III: CHEM1211/CHEM1211L</b>   | <b>3*</b> | CHM101 Fundamentals of Chemistry (ESTM)  | 3         |
| History Electives (HIST)  | 3         | EHIS: History Requirement (HIS, HIS 100, or HIS<br>200)  | 3         |
| History Electives (HIST)  | 3         | EHIS: History Requirement (HIS, HIS 100, or HIS<br>200)  | 3         |
| SNHU Course   |           | Choose one (1) Seminar Course: IDS 400, IDS<br>401, IDS 402, IDS 403, or IDS 404   | 3         |
| <b>SNHU-COCE Transfer of Allied Health Discipline Course Electives</b>  |           |  | <b>21</b> |
| SNHU-COCE transfer of technical course related electives earned through a conferred A.A.S. degree.<br>Student must transfer in 60 credits from a conferred Associate's Degree in a technical field. |           |  |           |

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| Georgia Piedmont Technical College<br>AAS Health Information Management<br>Technology Course Requirements | Cr       | Southern New Hampshire University Online<br>BS Health Information Management   | Cr        |
|---|----------|--|-----------|
| <b>Courses in bold are the associate degree re-<br/>quired courses.</b>                                   |          | <b>General Education Core Requirements</b>   | <b>42</b> |
| <b>Area I: ENGL1101 Composition Rhetoric</b>  | <b>3</b> | ENG 122 English Composition I  | 3         |
|   |          | ENG 123 English Composition II   | 3         |
| <b>HIMT 2150 Healthcare Statistics</b>  | <b>3</b> | IHP 340 Statistics for Healthcare Professionals<br>(MAT 240)   | 3         |
| <b>Area III: Natural Sciences/Mathematics</b>   | <b>3</b> | SNHU 107 or Free Elective for students transfer-<br>ring 12+ credits   | 3         |
| <b>HIMT 1150 Computer Applications in<br/>Healthcare</b>  | <b>3</b> | IDS 100 or Free Elective for students transferring<br>12+ credits  | 3         |
| <b>Area IV: Humanities/Fine Arts</b>  | <b>3</b> | EFAH: Fine Arts and Humanities Requirement<br>(ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR,<br>LSP, LAN, LMA, HUM 100, or HUM 200) | 3         |
| Area IV: Humanities/Fine Arts   | 3        | EFAH: Fine Arts and Humanities Requirement<br>(ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR,<br>LSP, LAN, LMA, HUM 100, or HUM 200) | 3         |
| <b>Area II: Social/Behavioral Sciences (ECON,<br/>POLS, PSYC, or SOCI)</b>                                | <b>3</b> | ESBS: Social and Behavioral Sciences Require-<br>ment (ATH, ECO, HSE, POL, PSY, SCS, SOC,<br>SCS 100, or SCS 200)                  | 3         |
| Area II: Social/Behavioral Sciences (ECON,<br>POLS, PSYC, or SOCI)  | 3        | ESBS: Social and Behavioral Sciences Require-<br>ment (ATH, ECO, HSE, POL, PSY, SCS, SOC,<br>SCS 100, or SCS 200)                  | 3         |
| <b>BIOL 2113 Anatomy &amp; Physiology I</b>   | <b>3</b> | BIO 210 Introduction to Anatomy and Physiology<br>(ESTM)   | 3         |
| <b>BIOL 2114 Anatomy &amp; Physiology II</b>  | <b>3</b> | BIO 211 Human Anatomy & Physiology II (ESTM)   | 3         |
| <b>Directed General Education Elective Area II:<br/>HIST 1111, HIST 1112, HIST 2111, or HIST 2112</b>     | <b>3</b> | EHIS: History Requirement (HIS, HIS 100, or HIS<br>200)  | 3         |
| Area II: HIST 1111, HIST 1112, HIST 2111, or<br>HIST 2112   | 3        | EHIS: History Requirement (HIS, HIS 100, or HIS<br>200)  | 3         |
| SNHU Course   |          | Choose one (1) Seminar Course: IDS 400, IDS<br>401, IDS 402, IDS 403, or IDS 404   | 3         |
| <b>Georgia Piedmont Technical College Courses</b>   |          | <b>Major Course Requirements</b>   | <b>57</b> |
| <b>ALHS 1090 Medical Terminology</b>  | <b>3</b> | HCM 205 Medical Terminology  | 3         |
|   |          | HCM 340 Healthcare Delivery Systems  |           |
| <b>HIMT 2410 Revenue Cycle Management</b>   | <b>3</b> | HCM 345 Healthcare Reimbursement   | 3         |

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| Georgia Piedmont Technical College<br>AAS Health Information Management<br>Technology Course Requirements | Cr           | Southern New Hampshire University Online<br>BS Health Information Management | Cr         |
|---|--------------|--|------------|
| <b>Georgia Piedmont Technical College Courses</b>   |              | <b>Major Course Requirements (Continued)</b>                                 |            |
| <b>HIMT 1100 Introduction to Health Information Technology</b>  | <b>3</b>     | HIM 200 Introduction to Health Information Technology                        | 3          |
|   |              | HIM 215 Coding & Classification Systems                                      | 3          |
|   |              | HIM 220 Healthcare Data Management   | 3          |
|   |              | HIM 350 Communication and Technologies                                       | 3          |
|   |              | HIM 360 Coding and Classifications Systems II                                | 3          |
|   |              | HIM 400 Communication and Technologies II                                    | 3          |
|   |              | HIM 422 Ethical and Legal Considerations in Health Information Management    | 3          |
|   |              | HIM 440 Management of Health Information Services                            | 3          |
|   |              | HIM 445 Professional Practical Experience                                    | 3          |
|   |              | HIM 480 Health Information Management Capstone                               | 3          |
|   |              | IHP 310 Pathophysiology and Pharmacology Concepts                            | 3          |
|   |              | IHP 430 Healthcare Quality Management  | 3          |
|   |              | IHP 450 Healthcare Management and Finance                                    | 3          |
|   |              | IT 201 Computer Platform Technologies  | 3          |
|   |              | IT 204 Introduction to Data and Information Management                       | 3          |
|   |              | OL 211 Human Resource Management   | 3          |
| <b>Georgia Piedmont Technical College Courses</b>   |              | <b>SNHU Free Electives</b>   | <b>21</b>  |
| <b>HIMT 1200 Legal Aspects of Healthcare</b>  | <b>3</b>     | Free Elective  | 3          |
| <b>HIMT 1250 Healthcare Record Content &amp; Structure</b>  | <b>3</b>     | Free Elective  | 3          |
| <b>HIMT 1400 Coding and Classification ICD Basic</b>  | <b>3</b>     | Free Elective  | 3          |
| <b>HIMT 1410 Coding and Classification ICD Adv.</b>   | <b>3</b>     | Free Elective  | 3          |
| <b>HIMT 2200 Performance Improvement</b>  | <b>3</b>     | Free Elective  | 3          |
| <b>HIMT 2300 Healthcare Management</b>  | <b>3</b>     | Free Elective  | 3          |
| <b>HIMT 2400 Coding &amp; Classification CPT/MCPCS</b>  | <b>3</b>     | Free Elective  | 3          |
| <b>Georgia Piedmont Technical College Degree Credits</b>  | <b>57-66</b> | <b>SNHU Online BS Health Information Management Credits Required</b>         | <b>120</b> |

Revision: 2019/2020 Academic Year

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| Georgia Piedmont Technical College<br>AAS Interdisciplinary Studies<br>Course Requirements                              | Cr       | Southern New Hampshire University Online<br>BA General Studies (3+1)   | Cr        |
|---|----------|--|-----------|
| <b>Courses in bold are the associate degree required courses.</b>   |          | <b>BA General Studies Core Requirements</b>  | <b>42</b> |
| <b>Area I: ENGL1101 Composition and Rhetoric</b>  | <b>3</b> | ENG 122 English Composition I  | 3         |
|   |          | ENG 123 English Composition II   | 3         |
| <b>Area III: MATH1113 Precalculus OR MATH1127 Introduction to Statistics</b>  | <b>3</b> | MAT 125, MAT 130, MAT 133, MAT 135, MAT 136, MAT 140, MAT 225, MAT 240 or MAT 243  | 3         |
| Free Elective   | 3        | SNHU 107 or Free Elective for students transferring 12+ credits  | 3         |
| Free Elective   | 3        | IDS 100 or Free Elective for students transferring 12+ credits   | 3         |
| <b>Area IV: Humanities/Fine Arts</b>  | <b>3</b> | EFAH: Fine Arts and Humanities Requirement (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)             | 3         |
| <b>Area I: ENGL1102 Literature and Composition OR ENGL1105 Workplace and Technical Communication</b>                    | <b>3</b> | EFAH: Fine Arts and Humanities Requirement (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)             | 3         |
| <b>Area II: Social/Behavioral Sciences (ECON, POLS, PSYC, or SOCI)</b>  | <b>3</b> | ESBS: Social and Behavioral Sciences Requirement (ATH, ECO, HSE, POL, PSY, SCS, SOC, SCS 100, or SCS 200)                                | 3         |
| Area II: Social/Behavioral Sciences (ECON, POLS, PSYC, or SOCI)   | 3        | ESBS: Social and Behavioral Sciences Requirement (ATH, ECO, HSE, POL, PSY, SCS, SOC, SCS 100, or SCS 200)                                | 3         |
| <b>Area III: MATH1101 Mathematical Modeling, MATH1103 Quantitative Skill and Reasoning, or MATH1111 College Algebra</b> | <b>3</b> | ESTM: Science/Technology/Mathematics Requirement (BIO, CHM, CS, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200) | 3         |
| Area III: Natural Sciences/Mathematics  | 3        | ESTM: Science/Technology/Mathematics Requirement (BIO, CHM, CS, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200) | 3         |
| <b>Area II: HIST Electives</b>  | <b>3</b> | EHIS: History Requirement (HIS, HIS 100, or HIS 200)   | 3         |
| Area II: HIST Electives   | 3        | EHIS: History Requirement (HIS, HIS 100, or HIS 200)   | 3         |
| SNHU Course   |          | Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404  | 3         |

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## Georgia Piedmont Technical College to Southern New Hampshire University Online

- Students who transfer with a conferred associates degree are entitled to a 10% tuition reduction accessed through mySNHU.edu.
- This guide serves as a mapping tool for students. Individual student evaluations will vary.
- Please contact Admission at 1-800-668-1249 or Academic Alliances at [AcademicAlliances@snhu.edu](mailto:AcademicAlliances@snhu.edu).

| Georgia Piedmont Technical College<br>AAS Marketing Course Requirements  | Cr        | Southern New Hampshire University Online<br>BS Business Administration (3+1)   | Cr        |
|--|-----------|--|-----------|
| <b>Courses in bold are the associate degree required courses.</b>  |           | <b>General Education Core Requirements</b>   | <b>42</b> |
| <b>Area I: ENGL1101 English Composition and Rhetoric</b>   | <b>3</b>  | ENG 122 English Composition I  | 3         |
|  |           | ENG 123 English Composition II   | 3         |
| MATH1127 Introduction to Statistics  | 3         | MAT 240 Applied Statistics   | 3         |
| <b>General Education Elective: SPCH1101 Public Speaking</b>  | <b>3</b>  | SNHU 107 or Free Elective for students transferring 12+ credits  | 3         |
| <b>MKTG2290 Marketing Internship/Practicum</b>   | <b>3</b>  | IDS 100 or Free Elective for students transferring 12+ credits   | 3         |
| <b>Area IV: Humanities/Fine Arts Elective</b>  | <b>3</b>  | EFAH: Fine Arts and Humanities Requirement (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)             | 3         |
| Fine Arts/Humanities   | 3         | EFAH: Fine Arts and Humanities Requirement (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)             | 3         |
| <b>Area II: ECON2106 Microeconomics</b>  | <b>3</b>  | ECO 201 Microeconomics (ESBS)  | 3         |
| Area II: ECON2105 Macroeconomics   | 3         | ECO 202 Macroeconomics (ESBS)  | 3         |
| <b>Area III: MATH1101 Mathematical Modeling, MATH1103 Quantitative Skill and Reasoning or MATH1111 College Algebra</b> | <b>3</b>  | ESTM: Science/Technology/Mathematics Requirement (BIO, CHM, CS, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200) | 3         |
| <b>COMP1000 Introduction to Computer Literacy</b>  | <b>3</b>  | ESTM: Science/Technology/Mathematics Requirement (BIO, CHM, CS, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200) | 3         |
| History Elective (HIST)  | 3         | EHIS: History Requirement (HIS, HIS 100, or HIS 200)   | 3         |
| History Elective (HIST)  | 3         | EHIS: History Requirement (HIS, HIS 100, or HIS 200)   | 3         |
| SNHU Course  |           | Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404  | 3         |
| <b>Georgia Piedmont Technical College Courses</b>  |           | <b>SNHU Business Core</b>  | <b>30</b> |
| <b>ACCT1100 Financial Accounting I</b>   | <b>3*</b> | ACC 201 Financial Accounting   | 3         |
| ACCT2000 Managerial Accounting   | 3         | ACC 202 Managerial Accounting  | 3         |
| <b>MKTG1130 Business Regulations and Compliance</b>  | <b>3</b>  | BUS 206 Business Law I   | 3         |
|  |           | FIN 320 Principles of Finance  | 3         |
|  |           | INT 113 Introduction to International Business   | 3         |
|  |           | IT 210 Business Systems Analysis and Design  | 3         |

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| Georgia Piedmont Technical College<br>AAS Marketing Course Requirements                                       | Cr           | Southern New Hampshire University Online<br>BS Business Administration  | Cr         |
|---|--------------|---|------------|
| <b>Georgia Piedmont Technical College Courses</b>   |              | <b>SNHU Business Core (Continued)</b>   | <b>Cr</b>  |
| <b>MKTG1100 Principles of Marketing</b>   | <b>3</b>     | MKT 113 Introduction to Marketing   | 3          |
|   |              | OL 125 Human Relations in Administration  | 3          |
|   |              | QSO 300 Operations Management   | 3          |
|   |              | OL 421 Strategic Management and Policy (Capstone)   | 3          |
| <b>Georgia Piedmont Technical College Courses</b>   |              | <b>SNHU Major Course Requirements<br/>Maximum of 6 credits in any one prefix</b>  | <b>15</b>  |
| <b>MGMT1100 Principles of Management</b>  | <b>3</b>     | OL 215 Principles of Management   | 3          |
| <b>MKTG1160 Professional Selling</b>  | <b>3</b>     | MKT 270 Professional Selling  | 3          |
| <b>MKTG2300 Marketing Management</b>  | <b>3</b>     | 3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX | 3          |
| <b>MKTG2090 Marketing Research</b>  | <b>3</b>     | MKT 337 Marketing Research  | 3          |
| <b>Directed Occupational Elective: MGMT1115 Leadership</b>  | <b>3</b>     | OL 328 Leadership   | 3          |
| <b>Georgia Piedmont Technical College Courses</b>   |              | <b>SNHU Free Electives</b>  | <b>33</b>  |
| <b>MKTG1190 Integrated Marketing Communications</b>   | <b>3</b>     | Free Elective   | 3          |
| <b>BUSN1190 Digital Technologies in Business</b>  | <b>2</b>     | Free Elective   | 3          |
| <b>Choose One Specialization: Entrepreneurship, Marketing Management, or Retail Operations Specialization</b> | <b>12</b>    | Free Elective   | 3          |
| <b>Excessive Credits from ACCT 1100</b>   | <b>1</b>     | Free Electives  | 12         |
| Free Electives  | 9            |   |            |
|   |              |   |            |
|   |              |   |            |
|   |              |   |            |
|   |              |   |            |
|   |              |   |            |
|   |              |   |            |
|   |              |   |            |
|   |              |   |            |
| <b>Georgia Piedmont Technical College Degree Credits</b>  | <b>63-90</b> | <b>SNHU Online BS Business Administration Credits Required</b>  | <b>120</b> |

Revision: 2019/2020 Academic Year

## Transfer Credit Policy

\* Excess general education credits are transferred as free elective credit, if available.

- This guide serves as a mapping tool for students and is based upon SNHU Online 2019/2020 Academic Catalog at time of enrollment and this institution's equivalent academic year. Transfer equivalents earned prior or subsequent to this academic year will be evaluated on a case-by-case basis for transfer equivalency.
- Students must earn a grade of C- or better for course transfer.
- Students may transfer up to 90 credits if previous credits earned meet SNHU Online's degree requirements and academic standards for transfer.
- Students must take at least 30 credits (10 classes) at SNHU Online to be awarded a bachelor's degree.