

**Mercer County Community College (MCCC) & La Salle University**  
**Transfer Guide for Business Administration (A.S.) at MCCC**  
**To Accounting, Business Administration, Business Systems and Analytics, Finance, International Business,**  
**Management and Leadership, Marketing (B.S.B.A.) at La Salle University**

MCCC Courses	cr.	La Salle University Courses Satisfied	cr.
CSB 100 College Success and Wellness for Business	2	Not transferable	0
ENG 101 English Composition I	3	ENG 110 College Writing I: Persuasion	3
BUS 107 Business Law I	3	BUS 303 Legal & Ethical Environment of Business	3
IST 101 Computer Concepts with Applications or IST 102 Computer Concepts with Programming	3	Either satisfies CSC 151 Intro to Computing Using Packages	3
Humanities general education elective	3	Credit given depends on course taken	3
MAT 146 Pre-Calculus	4	MTH 119 Precalculus	4
ACC 111 Principles of Financial Accounting	4	BUS 101 Intro to Financial Accounting	(3) 4*
Recommend: CMN 112 Public Speaking	3	COM 150 Presentation Skills	3
ENG 102 English Composition II	3	ENG 210 College Writing II: Research	3
Lab Science elective – choose from BIO 101, 106, CHM 101, 107 or PHY 101 or 102 – seek advisement for additional options	3	Science credit	
ACC 112 Principles of Managerial Accounting	4	BUS 102 Accounting for Financial and Managerial Decision-Making	(3) 4*
BUS 205 Business Statistics I	3	BUS 202 Descriptive and Predictive Analytics (Both BUS 205 and 206 must be taken to satisfy BUS 202)	3
BUS 210 Principles of Management or BUS 218 Principles of Financial Management MKT 101 Principles of Marketing	3	BUS 203 Organizational Behavior and Skill Dev BUS 208 Fundamentals of Financial Mngmt BUS 204 Principles of Marketing w Appl	3
ECO 111 Macroeconomics	3	ECN 150 Macroeconomics	3
MAT 151 Calculus I for the Mathematical and Physical Sciences or MAT 149 Calculus	4	MTH 120 Calculus I MTH 114 Applied Business Calculus	4
BUS 206 Business Statistics II	3	BUS 202 Descriptive and Predictive Analytics	3
BUS 230 Global Environment of Business	3	Elective Credit	3
ECO 112 Microeconomics	3	ECN 201 Microeconomics	3
General Education elective	3	Credit given depends on course taken	3
<b>Total Minimum Credits</b>	<b>60</b>		

**Please NOTE: Students may complete the requirements for the bachelor's degree program within two years, although certain majors may require more than 20 courses, which could result in extended time at La Salle.**

**MCCC-La Salle Dual Admission Students:** Please refer to the Dual Admission application for eligibility requirements. Students interested in applying to La Salle through the Dual Admission program must sign the Dual Admission Application before completing 45 college-level credits. The Dual Admission Agreement includes a Core-to-Core component. Under the Dual Admission agreement, La Salle University's Core will essentially be fulfilled by the Core at Mercer County Community College. In order to meet the requirements of La Salle's Core, students must take one CORE "qualifier" at La Salle, REL 100: Religion Matters. This course must be taken at La Salle because there is no equivalent course offered at the community college.

**Non-Dual Admission students** who transfer to La Salle University will be required to complete the entire La Salle Core, which includes specific courses in a number of disciplines. Coursework can be taken at La Salle or prior to transfer. Seek advisement for course options and visit the La Salle website, [www.lasalle.edu](http://www.lasalle.edu), to view the current course catalog.

*\* When equivalent courses are worth different credit amounts, the course will be satisfied and the amount of credit earned will transfer.*



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**Additional Notes for Dual Admission applicants:**

- 1) Dual Admission Intent to Enroll form must be submitted before 45 college credits are earned.
- 2) When the student is within one year of completing the associate's degree, the Dual Admission application must be submitted on La Salle University's website, [www.lasalle.edu](http://www.lasalle.edu). Applications are free.
- 3) Additional courses beyond the associate degree can be taken at MCCC to meet program requirements at La Salle.
- 4) For admission review, MCCC transcript must be sent one semester prior to graduating, either electronically through a secure site or mailed to the Office of Transfer Admission, La Salle University, 1900 W Olney Ave, Philadelphia, PA 19141.
- 5) Final official transcripts must be sent by the student as soon as the final semester is completed and associate's degree conferred.
- 6) Students must uphold a grade point average of 2.5 or higher to qualify for Dual Admission.
- 7) All Dual Admission applicants for full-time day programs will be eligible for the Dual Admission Achievement Scholarship.

**Additional Notes for all applicants (Dual Admission and regular transfer):**

- 1) For a General Education elective, it is recommended to take BUS 101 Intro to Business to satisfy BUS 100 Business Perspective, a major requirement at La Salle, as well as BUS 210, BUS 218 and/or MKT 101.
- 2) The maximum number of credits that a student may transfer to La Salle is 70.
- 3) At least half of the courses required by the major department (i.e., major requirements) must be completed at La Salle.
- 4) For admission review, official transcripts must be sent from all previous colleges attended.
- 5) All full-time day applicants will be eligible for the merit-based Founder's Scholarship. The award amount will depend on grade point average and quality of curriculum.
- 6) The Phi Theta Kappa Scholarship is offered to full-time day transfer applicants who are members of PTK with a 3.5 cumulative GPA or above. Proof of membership is required to qualify for this scholarship.
- 7) Non-Dual Admission students should seek advisement on General Education Elective courses that will satisfy the La Salle Core.
- 8) Students are strongly advised to use this guide with the assistance of transfer services at MCCC. The information in this transfer guide is subject to change. Therefore, students are advised to check periodically with transfer services for up-to-date information and to contact the Assistant Dean at La Salle, listed below, for advisement on major requirements that can be taken at MCCC. Following this guide does not guarantee the transfer of credit or admission to La Salle University.

**Contact Information**

**La Salle University**

School of Business, Kristen Garry, [garry@lasalle.edu](mailto:garry@lasalle.edu) 215 951 1058  
 Transfer Admission, 215 951 1500, [admiss@lasalle.edu](mailto:admiss@lasalle.edu)

**Mercer County Community College**

(609) 570-3307 [transfer@mccc.edu](mailto:transfer@mccc.edu)

## Requirements for Completion of B.S.B.A., Business majors, at La Salle University

### Business Administration:

Number of major courses required for graduation: 27  
 Total number of courses required for graduation: 40  
 Number of major credits required for graduation: 83  
 Total number of credits required for graduation: 120

### Finance or Business Systems & Analytics or Marketing:

Number of major courses required for graduation: 26  
 Total number of courses required for graduation: 40  
 Number of major credits required for graduation: 80  
 Total number of credits required for graduation: 120

### Management & Leadership:

Number of major courses required for graduation: 25 (plus a minor or second major)  
 Total number of courses required for graduation: 40  
 Number of major credits required for graduation: 77 (plus credits required to complete a minor or second major)  
 Total number of credits required for graduation: 120

### International Business:

Number of major courses required for graduation: 24 (plus a minor in RMI\* or second major)  
 Total number of courses required for graduation: 40  
 Number of major credits required for graduation: 74 (plus credits required for RMI minor\* or second major)  
 Total number of credits required for graduation: 120

*\*Taking a minor in Risk Management and Insurance (RMI) requires completion of an additional major course*

### Accounting:

Number of major courses required for graduation: 29  
 Total number of courses required for graduation: 42  
 Number of major credits required for graduation: 91  
 Total number of credits required for graduation: 128

Per the Dual Admission Agreement, the CORE is satisfied by the specified associate's degree earned, except for the following CORE Qualifier(s) that must be completed:

Course(s) at La Salle	Equivalent at Partner School	Note
REL 100 Religion Matters	Not applicable	Must be taken at La Salle

The following courses are major requirements for graduation from La Salle. At least half of the courses required by the major department (i.e., major requirements) must be completed at La Salle. Therefore, no more than 13 of the required major courses for Business Admin, Finance, BSA or Marketing will be satisfied by transfer coursework; no more than 12 for Management & Leadership or International Business and no more than 14 for Accounting.

Required Major Courses at La Salle	Equivalent at Partner School	Note
<b>Required for all Business majors:</b>		
ENG 110 College Writing I: Persuasion	ENG 101 English Composition I	Required for A.S.
ENG 210 College Writing II: Research	ENG 102 English Composition II	Required for A.S.
MTH 114 Appl Business Calc (or MTH 120)	MAT 149 or MAT 151 Calculus	Required for A.S.
CSC 155 Intro to Computer Appl for Business	IST 101 or IST 102 Computer Cncpts	Required for A.S.
BUS 150 Presentation and Collaboration Skills for Business	CMN 112 Public Speaking	Recommended option
ECN 150 Intro Macroeconomics	ECO 111 Macroeconomics	Required for A.S.
ECN 201 Intro Microeconomics	ECO 112 Microeconomics	Required for A.S.
BUS 100 Business Perspectives	BUS 101 Intro to Business	General Elective
BUS 101 Intro to Financial Accounting	ACC 111 Princ of Fin Accounting	Required for A.S.
BUS 102 Accounting for Financial & Managerial Decision-Making	ACC 112 Princ of Managerial Accounting	Required for A.S.
BUS 200 Bus Professionalism & Career Prep		
BUS 202 Descriptive & Predictive Analytics	BUS 205 + BUS 206 Statistics I & II	Required for A.S.

BUS 203 Organizational Beh & Skill Dev	BUS 210 Principles of Management	Required for A.S.
BUS 204 Princ of Marketing w Appl	MKT 101 Principles of Marketing	General Elective
BUS 205 Business Systems for Analytics		
BUS 206 Financial Markets & Institutions		
BUS 208 Fundamentals of Financial Mgmt	BUS 218 Principles of Financial Management	General Elective
BUS 303 Legal & Ethical Env of Business	BUS 107 Business Law I	Required for A.S.
BUS 304 Prescriptive Analytics		
BUS 400 Business Strategy		
International Business Course/Experience (ECN 331, ECN 335; BUS 300; MKT 305; FIN 403; or MGT 356; or any Sch of Bus travel-study course)		
<b>Business Administration majors also take:</b>		
Writing Intensive School of Business Course (ACC 304, FIN 304, MGT 309, MGT 311, MGT 255, MKT 305 or MKT 402)		
5 Upper-level courses chosen from ACC, BSA, ENT, FIN, LAW, MKT, MGT, RMI, BUS 300 or BUS 370, with no more than two chosen from any of these disciplines		
<b>Finance majors also take 5 of the following, depending on the chosen track:</b>		
FIN 301 Fundamentals of Risk & Insurance		
FIN 304 Financial Decision-Making		
FIN 306 The Financial Services Industry		
FIN 308 Financial Services Marketing		
FIN 313 Employee Benefit Planning		
FIN 314 Risk Management		
FIN 375 Financial Statement Analysis		
FIN 401 Investment Analysis		
FIN 403 International Finance		
FIN 420 Financial Mgmt of Insurance Firm		
FIN 470 Selected Topics in Finance		
FIN 483 Senior Seminar		
<b>Bus Systems &amp; Analytics majors also take:</b>		
BSA 302 Appl Regression Modeling & Vis		
BSA 410 Systems Analysis & database Design		
BSA 420 Data Warehousing & Data Mining		
BSA 480 BSA Capstone		
Choose one: BSA 305, 385, 400, 405 or 415		
<b>Marketing majors must also take:</b>		
MKT 301 Personal Selling		
MKT 401 Marketing Research		
MKT 402 Marketing Management		
Choose 2: MKT 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 370, 371, 372, 373 or 374		
<b>Management &amp; Leadership majors also take:</b>		
MGT 312 Managing Human Resources		
MGT 355 Leadership: Theories & Real-World		

Challenges		
2 additional MGT courses other than internship or co-op		
Completion of a second major or minor		
<b>International Business majors also take:</b>		
Choose 4: BUS 300, BUS 371, ECN 331, FIN 403, MGT 309, MGT 356, MGT 305, or any School of Business-sponsored travel study course OR choose 3 of the list above plus 1 of the following: ECN 276, 330, 332, 335; POL 240, 341; EDC 218		
International Experience(s) met by Study Abroad, two travel study courses, an approved internship/coop in another country, one travel study course plus a domestic co-op or internship w significant international component, or other significant international experience approved by Program Director		
Completion of minor in Risk Management and Insurance, or a second major		
<b>Accounting majors also take:</b>		
ACC 201 Intermediate Financial Accounting I	ACC 201 Intermediate Accounting I	Additional course
ACC 202 Intermediate Financial Accounting II	ACC 202 Intermediate Accounting II	Additional course
ACC 303 Cost Accounting	ACC 215 Cost Accounting*	Additional course
ACC 304 Auditing, Assurance & Forensic Services	ACC 204 Auditing*	Additional course
ACC 307 Federal Income Taxation	ACC 203 Federal Income Taxation*	Additional course
ACC 405 Adv Accounting I		
Any 2 additional 400-level ACC courses except for ACC 450, 460 and 465		

\*Requires validation. Also note, no more than half the required major courses at La Salle may be satisfied by transfer work.

### Free Electives

In addition to the requirements listed above, students must take enough courses to fulfill graduation credit requirements for their School and major.

The information in this transfer guide is subject to change. Therefore, students are advised to check periodically with transfer services for up-to-date information and to contact the Assistant Dean at La Salle for advisement on major requirements that can be taken at the two-year school. Following this guide does not guarantee the transfer of credit or admission to La Salle University.