

**NORTHAMPTON COMMUNITY COLLEGE (NCC) & LA SALLE UNIVERSITY**  
**Transfer Guide for Business Administration (A.A.) at NCC to**  
**To Accounting, Finance, Management & Leadership, Business Systems & Analytics,**  
**Marketing and International Business (B.S.B.A.) at La Salle University**

<b>NCC Courses</b>	<b>cr.</b>	<b>La Salle University Courses Satisfied</b>	<b>cr.</b>
COLS 101 College Success	1	Does not transfer	0
ENGL 101 English I	3	ENG 110 College Writing I: Persuasion	3
CMTH 102 Speech Communication	3	Elective Credit	3
CISC 101 Intro to Information Technology	3	CSC 151 Intro to Computing using Packages	3
MATH 140 College Algebra	3	MTH 101 College Algebra	3
ACCT 101 Financial Accounting I	3	BUS 101 Financial Accounting (only if ACCT 151 also transfers; neither alone will transfer)	3
ACCT 151 Financial Accounting II	3	BUS 101 Financial Accounting (only if ACCT 101 also transfers; neither alone will transfer)	3
ENGL 151L English II (Literature)	3	ENG 210 College Writing II: Research	3
MATH 165 Applied Calculus	3	MTH 114 Applied Business Calculus	(4) 3*
BUSA 232 Principles of Marketing	3	BUS 204 Princ of Marketing w Appl	3
AH General Education Elective	3	Credit given depends on course taken	3
ACCT 202 Managerial Accounting	3	BUS 102 Accounting for Financial and Managerial Decision-Making	3
BUSA 201 Business Statistics I	4	BUS 202 Descriptive and Predictive Analytics	(3) 4*
BUSA 205 Management Fundamentals	3	BUS 203 Organizational Behavior and Skill Developmt	3
ECON 201 Macroeconomics	3	ECN 150 Intro to Macroeconomics	3
SIT General Education Elective	3	Credit given depends on course taken	3
BUSA 152 Business Law I	3	BUS 303 Legal and Ethical Environment of Business	3
ECON 251G Microeconomics	3	ECN 201 Intro to Microeconomics	3
Science Elective	4	Science Credit	4
SIT or SSHB General Education Elective	3	Credit given depends on course taken	3
Elective: recommend BUSA 101 Intro to Business	3	BUS 100 Business Perspectives	(4) 3*
Minimum total credits for A.A.	63		

**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.**

**NCC-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 Agreement must complete the online 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 Northampton 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 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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**Notes for Dual Admission Applicants:**

- 1) The 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 NCC to meet program requirements at La Salle.
- 4) NCC transcript must be sent one semester prior to graduating 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) The maximum amount of transfer credits awarded cannot exceed 70.
- 2) At least half of the courses required by the major department (i.e., major requirements) must be completed at La Salle.
- 3) For admission review, official transcripts must be sent from all previous colleges attended.
- 4) 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.
- 5) The Phi Theta Kappa Scholarship is offered to all 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.
- 6) Non-Dual Admission students should seek advisement on General Education Elective courses that will satisfy the La Salle Core.
- 7) Students are strongly advised to use this guide with the assistance of transfer services at NCC. 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 NCC. 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, 215 951 1058, [garry@lasalle.edu](mailto:garry@lasalle.edu)  
**Transfer Admission**, 215 951 1500, [admiss@lasalle.edu](mailto:admiss@lasalle.edu)

**Northampton Community College**

**Transfer Advising**, [advinfo@northampton.edu](mailto:advinfo@northampton.edu)  
 Bethlehem Campus 610 861 5346  
 Monroe Campus 570 369 1871

**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	ENGL 101 English I	Required for A.A.
ENG 210 College Writing II: Research	ENGL 151L English II (Literature)	Required for A.A.
MTH 114 Appl Business Calc (or MTH 120)	MATH 165 Applied Calculus	Required for A.A.
CSC 155 Intro to Computer Appl for Business	Satisfied by CISC 101 Intro to Info Tech	Required for A.A.
BUS 150 Presentation and Collaboration Skills for Business		
ECN 150 Intro Macroeconomics	ECON 201 Macroeconomics	Required for A.A.
ECN 201 Intro Microeconomics	ECON 251G Microeconomics	Required for A.A.
BUS 100 Business Perspectives	BUSA 101 Intro to Business	Elective
BUS 101 Intro to Financial Accounting	ACCT 101 + ACCT 151	Required for A.A.
BUS 102 Accounting for Financial & Managerial Decision-Making	ACCT 202 Managerial Accounting	Required for A.A.
BUS 200 Bus Professionalism & Career Prep		
BUS 202 Descriptive & Predictive Analytics	BUSA 201 Business Statistics I	Required for A.A.

BUS 203 Organizational Beh & Skill Dev	BUSA 205 Mgmt Fundamentals	Required for A.A.
BUS 204 Princ of Marketing w Appl	BUSA 232 Principles of Marketing	Required for A.A.
BUS 205 Business Systems for Analytics		
BUS 206 Financial Markets & Institutions		
BUS 208 Fundamentals of Financial Mgmt		
BUS 303 Legal & Ethical Env of Business	BUSA 152 Business Law I	Required for A.A.
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 add'l MGT courses (not 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 202 Intermediate Financial Accounting II		
ACC 303 Cost Accounting		
ACC 304 Auditing, Assurance & Forensic Services		
ACC 307 Federal Income Taxation		
ACC 405 Adv Accounting I		
Any 2 additional 400-level ACC courses except for ACC 450, 460 and 465		

### 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.