

**AAS – Real Estate to  
BAAS – Business  
Marketing Concentration  
2022-2023 Transfer Pathway**

| AAS Degree Requirements    |                           |  |     |                            |          |   |           |
|----------------------------|---------------------------|--|-----|----------------------------|----------|---|-----------|
| McLennan Community College |                           |  |     |                            |          |   |           |
| MCLENNAN                   | TAMUCT                    | Course Name  | SCH | MCLENNAN                   | TAMUCT   | Course Name                                   | SCH       |
| RELE 1300 <sup>2</sup>     | VOBU                      | Contract Forms and Addenda                                     | 3   | ACNT 1301 <sup>2</sup>     | VOBU     | Introduction to Accounting                    | 3         |
| RELE 1301 <sup>2</sup>     | VOBU                      | Principles of Real Estate                                      | 3   | RELE Elective <sup>2</sup> | VOBU     | Real Estate Elective                          | 3         |
| RELE 1311 <sup>2</sup>     | VOBU                      | Law of Contracts Real Estate Contracts                         | 3   | CORE 040                   | CORE 040 | Language, Philosophy & Culture Core Selection | 3         |
| BUSI 1301                  | BUSI 1301                 | Business Principles  | 3   | MATH 1324                  | CORE 020 | Mathematics for Business & Social Sciences    | 3         |
| ENGL 1301                  | CORE 010                  | Composition I  | 3   | RELE 1325 <sup>2</sup>     | VOBU     | Real Estate Mathematics                       | 3         |
| BCIS 1305 or<br>COSC 1301  | BCIS 1305 or<br>COSC 1301 | Business Computer Applications or<br>Introduction to Computing | 3   | ECON 2301                  | CORE 090 | Principles of Macroeconomics                  | 3         |
| RELE 1319 <sup>2</sup>     | VOBU                      | Real Estate Finance  | 3   | RELE 2389 <sup>2</sup>     | VOBU     | Internship – Real Estate                      | 3         |
| RELE 2301 <sup>2</sup>     | VOBU                      | Law of Agency  | 3   | BMGT 1344 <sup>2</sup>     | VOBU     | Negotiations and Conflict Management          | 3         |
| RELE 1338 <sup>2</sup>     | VOBU                      | Principles of Real Estate II                                   | 3   | SPCH 1311                  | CORE 010 | Introducing to Speech Communication           | 3         |
| MRKG 1311 <sup>2</sup>     | VOBU                      | Principles of Marketing  | 3   | RELE 2331 <sup>2</sup>     | VOBU     | Real Estate Brokerage                         | 3         |
| <b>Subtotal</b>            |                           |  |     |                            |          |   | <b>60</b> |

| Additional Lower-Level or Upper-Level Degree Requirements          |                                      |   |           |
|--|--------------------------------------|---|-----------|
| McLennan Community College or Texas A&M University – Central Texas |                                      |   |           |
| McLennan Community College   | Texas A&M University - Central Texas | Course Name   | SCH       |
| CORE 030 <sup>1</sup>  | CORE 030                             | Life and Physical Science Core Selection              | 3         |
| CORE 030 <sup>1</sup>  | CORE 030                             | Life and Physical Science Core Selection              | 3         |
| CORE 050 <sup>1</sup>  | CORE 050                             | Creative Arts Core Selection                          | 3         |
| CORE 060 <sup>1</sup>  | CORE 060                             | American History Core Selection                       | 3         |
| CORE 060 <sup>1</sup>  | CORE 060                             | American History Core Selection                       | 3         |
| CORE 070 <sup>1</sup>  | CORE 070                             | Government/Political Science Core Selection           | 3         |
| CORE 070 <sup>1</sup>  | CORE 070                             | Government/Political Science Core Selection           | 3         |
| ECON 2302 <sup>1</sup>   | CORE 080                             | Principles of Microeconomics                          | 3         |
| ACCT 2301 <sup>1</sup>   | CORE 090                             | Principles of Financial Accounting                    | 3         |
| ACCT 2302 <sup>1</sup>   | ACCT 2302                            | Principles of Managerial Accounting                   | 3         |
| MATH 1342 or BUSI 2305 <sup>1,5</sup>                              | MATH 1342 or BUSI 2305               | Elementary Statistical Methods or Business Statistics | 3         |
| <b>Subtotal</b>  |                                      |   | <b>33</b> |

| Upper-Level Degree Requirements      |  |     |                                      |                                |            |
|--------------------------------------|--|-----|--------------------------------------|--------------------------------|------------|
| Texas A&M University - Central Texas |  |     |                                      |                                |            |
| Texas A&M University - Central Texas | Course Name  | SCH | Texas A&M University - Central Texas | Course Name                    | SCH        |
| BUSI 3301                            | Business Communications and Research                       | 3   | MKTG 4305                            | Digital and Internet Marketing | 3          |
| MGMT 3301 or 4325 <sup>3</sup>       | Principles of Management or Leadership Theory and Practice | 3   | BUSI 4301                            | Business Ethics                | 3          |
| MKTG 3301                            | Marketing  | 3   | BUSI 4359                            | Business Strategy              | 3          |
| MKTG 3316                            | Consumer Behavior  | 3   | MKTG 3318                            | Promotional Strategy           | 3          |
| FIN 3301 <sup>4</sup>                | Financial Management I                                     | 3   | MKTG 3320                            | Marketing Research             | 3          |
| MKTG 4302                            | Service Marketing  | 3   | MKTG 4316                            | Marketing Management           | 3          |
| <b>Subtotal</b>                      |  |     |                                      |                                | <b>36</b>  |
| <b>Total</b>                         |  |     |                                      |                                | <b>129</b> |

**Notes/Comments**

The following Pathway Plan is suggested for full-time students. Part-time student will need more time to complete this pathway. For assistance with pathway planning, students should schedule an appointment with an academic advisor. This guide is for planning and visualization purposes only.

- Not all Degree Requirement courses are completed with the AAS. Student will need to complete these remaining lower-level courses at the community college. Please consult a TAMUCT financial aid counselor regarding the consortium agreement process.
- This section has the following considerations:
  - May apply conferred Applied Arts and Sciences (A.A.S.) or Certificate of Completion (C.C.)
  - May consist of technical, vocational, or military credit (or a combination)
  - No student will be considered for the BAAS who has less than 12 semester credit hours in the combination of technical, vocational, or military training (12 hours must be technical/vocational training if no military training)
  - With the qualifying 12 semester credit hours, a student may include specified academic electives up to the maximum 36 semester credit hours.
  - A maximum of 36 semester credit hours will be allowed
  - See the College of Business Administration's academic advisors for more information.
- If student passed BMGT 1327 and MRKG 1311 as a part of their A.A.S. and received at least a B, alternate courses listed may be taken. Please speak with your advisor.
- Other field of study course may be used to satisfy requirement.
- Please see your TAMUCT advisor for information on recommended Upper-Level course offerings.

## Transfer Information

### Transfer of Credit & Student Benefits

**Transfer Central! Your affordable path to a high-quality bachelor's degree.**

[Join Transfer Central](#) and receive exclusive access to resources designed to help you complete your bachelor's degree on time and with less debt:

- Personalized degree planning
- University email address
- Priority class registration
- Dedicated admission counselor
- Customized financial aid consultations
- Invitations to university events and activities

Click [HERE](#) to join now.

### College of Business Administration

Explore all the opportunities the College of Business Administration at A&M-Central Texas has to offer. Visit us [ONLINE](#) to see what is happening!

**Start planning today. Schedule an appointment with a COBA academic advisor. Click [HERE](#) to find a time that meets your schedule.**

### Program Admission Requirements

Undergraduate Admission Requirements:

- Minimum 2.0 cumulative transfer GPA on a 4.0 scale
- Minimum 30 academic, college-level transferable hours
- Must be eligible to return to all previously attended institutions

Additional program admission standards may apply. Visit degree program pages or speak with an A&M-Central Texas admission counselor for additional information.

**Get Connected.** Meet in-person, virtually, or via the phone with an admissions counselor today. Click [HERE](#) to schedule an appointment convenient for you.

### Graduate Studies

Continue to advance your skills and new career opportunities with a graduate degree from Texas A&M University - Central Texas. Click to learn more about the following graduate degrees:

#### [Master of Business Administration](#)

- Computer Information Systems
- Healthcare Administration
- Human Resource Management
- Management
- Data Analytics micro-credential (pending internal approval)
- Leadership for Sustainability

#### [Master of Science – Accounting](#)

#### [Master of Science – Information Systems](#)

#### [Master of Science – Leadership for Sustainability](#)

Graduate Certificates

#### [Healthcare Administration](#)

#### [Leadership for Sustainability](#)