



SCHILLER INTERNATIONAL UNIVERSITY

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INFORMATION, ADMISSIONS AND ALUMNI AFFAIRS OFFICE

Schiller International University

May 19, 2003

Sharon J. Rigsby
President
Gwinnett Technical College
5150 Sugarloaf Parkway
P.O. Box 1505
Lawrenceville, GA 30046



Robert R. Lawrence, Ed.D.
Director of Development

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Dear President Rigsby:

Thank you for your letter of April 30 with your expression of interest in entering into an agreement with Schiller International University to offer upper-level courses on the Gwinnett Technical College campus.

We concur that the bachelor's degree program would be in International Business and International Hotel & Tourism Management.

We will be in touch with you before long as we mutually evaluate first steps toward this opportunity in partnership. We look forward to working with you and your team on this project which has the potential to enhance the future education of students.

Thank you for your gracious invitation to enter into this agreement.

Sincerely yours,

Robert R. Lawrence, Ed.D.
Director of Development

cc: Dr. Walter Leibracht
Dr. Cathy Eberhart

MEMORANDUM OF UNDERSTANDING

Whereas Gwinnett Technical College (GTC) desires to offer its students the possibility of transferring to Schiller International University (SIU) to study toward a Bachelor of Business Administration degree in International Hotel and Tourism Management or in International Business the parties hereby agree:

1. SIU agrees to accept students from GTC provided that the students are in good academic standing and are being recommended by GTC. Students from GTC may be accepted to any SIU campus, which offers the BBA program to which they are applying.
2. Students from GTC who have successfully completed an associate degree in Hotel, Restaurant, and Tourism Management, Accounting Technology, Business Management – Office Management, or Computer Programming Specialist at GTC will be given 60 credits in transfer in accordance with the accompanying articulation tables. Students who have completed other programs will also be accepted to SIU with credit transfers evaluated on an individual basis.
3. Transfer students from GTC must complete all of the graduation requirements established by SIU, if they are SIU degree candidates.
4. Students transferring from GTC to SIU will be responsible for making their payments and completing the necessary application forms with all secondary and postsecondary school documents directly to SIU.
5. GTC and SIU may refer to this cooperative agreement in their respective publications.
6. This agreement will take effect immediately after signing by both parties. This agreement may be modified at any time by the mutual consent of GTC and SIU and may be terminated by either party after giving six months notice.

Carly Steinhilber
Schiller International University

5/23/03
Date

Dr. Anura Boteler
Gwinnett Technical College

5/20/03
Date

ARTICULATION
between Gwinnett Technical College (GTC) and Schiller International University (SIU)

GTC Course Associate in Applied Technology Degree: Business Management – Office Management	Credits in transfer	Credits to be completed at SIU for BBA	SIU equivalent for BBA Degree in International Business
MKT 101	3		BA131 Introduction to International Business
ACC 101	4		BA211 Accounting I
ACC 102	4		BA 212 Accounting II
MSD 105 or 103	3	3	BA221 Principles of Marketing
			BA261 Principles of Business Law
		3	BA341 Business Finance I
		3	BA370 Business Communication
		3	BA374 Statistics
		3	BA384 Behavioral Aspects
		3	BA439 International Business Policy or BA440 Case Studies in Corporate Strategy
		9	Three International Business courses: (9 credits)
			{BA322 International Marketing
			{BA338 Import-Export Operations
			{BA362 Corporation Law
			{BA363 Law and Finance in Relation to International Trade
			{BA402 Comparative Industrial Relations
			{BA421 Commercial German/Spanish
			{BA433 European Banking
			{BA437 Multinational Enterprise
			Four Business Electives (including two upper-level courses): (12 credits)
MSD 104	3		BA 401 Human Resources Management
MSD 108	3		Upper level elective
MSD 103	3		Elective
MSD 107	3		Elective
ACC 104	2		ITT100 Business Applications Software
ECO 193	3	3	EC 251 Principles of Microeconomics
		6	EC 252 Principles of Macroeconomics
			Economics Electives (upper-level courses): (6 credits)

<u>GTC Course</u> Associate in Applied Technology Degree: Business Management – Office Management	<u>Credits in transfer</u>	<u>Credits to be completed at SIU for BBA</u>	<u>SIU equivalent</u> for BBA Degree in International Business
MAT 190	3		MA 172 Applied Mathematics
PSY 191, SOC 191 or PSY 201	3	3	Math or Physical Science elective
MSD 106	3		Social Science elective
ENG 191	3		Social Science elective
		3	EN 111 English Composition
		3	EN 112 English Composition
		3	HI 225 European History or HI 218 American History
		3	HI 226 European History or HI 219 American History
SPC 191	3		General Education Electives : (6 credits) (May include foreign language)*
		3	
			Free Electives:
MSD 113	3		
Technical elective	2		
BA 106	3		
General electives	6		
		13	
Total	60	64	= 124 credits minimum needed for BBA Degree in International Business

*Completion of the intermediate level of a foreign language required. Credits (up to 16) may be earned by placement exam.

ARTICULATION
Between Gwinnett Technical College (GTC) and Schiller International University (SIU)

<u>GTC Course</u> <u>Associate in Applied Technology Degree</u> <u>Hotel, Restaurant, and Tourism Management- Hotel</u> <u>Management Specialization</u>	<u>Credits in</u> <u>transfer</u>	<u>Credits to be</u> <u>completed at</u> <u>SIU for BBA</u>	<u>SIU equivalent</u> <u>for BBA Degree in International Hotel and Tourism</u> <u>Management: Concentration in Hotel Management</u>
HRT 101	3	waive	HM103 Hospitality Management
		waive	HM122 Food and Beverage Service
		waive	HM141 Introduction to Tourism
HRT 205	3	2	HM145 Housekeeping Management
		2	HM173 Computer Applications in the Hospitality Industry
		2	HM185 Nutrition and Health
HRT 206	3	waive	HM210 Food and Beverage Control
HRT 203	3	waive	HM261 Tourism and Hospitality Law
HRT 106	3	waive	HM270 Food and Beverage Purchasing
HRT 110, 120	4	waive	Internships:
		waive	HM291 Hotel Internship
		waive	HM292 Front Office Internship
		waive	HM293 Food and Beverage Service
		waive	HM294 Food Production
		waive	HM296 Restaurant Operations I
		waive	HM Restaurant Operations II
		3	HM311 Financial Management for Hotels
		3	BA 401 Human Resources Management
		3	HM387 Front Office Management
		3	HM445 Hotel Engineering
HRT elective	3	Choose Two of the following: (Total 6 credits)	
		{HM329 Convention Management Services	
		{HM341 The Tourism Industry	
		{HM402 French Gastronomy Seminar	
		{HM421 Cases in Hotel Marketing and Advertising	
		{HM422 Marketing for European-American Tourism	
		{HM430 Implications of International Tourism	
		{HM450 International Hotel and Restaurant Operations	
		{HM461 Supervisory Training	
HRT 105	3	{HM481 Seminar: Selected Topics in Hotel Management	

<u>GTC Course</u> <u>Associate in Applied Technology Degree</u> <u>Hotel, Restaurant, and Tourism Management- Hotel</u> <u>Management Specialization</u>	<u>Credits in</u> <u>transfer</u>	<u>Credits to be</u> <u>completed at</u> <u>SIU for BBA</u>	<u>SIU equivalent</u> <u>for BBA Degree in International Hotel and Tourism</u> <u>Management: Concentration in Hotel Management</u>
HRT 104	3	3	BA211 Accounting I
			BA212 Accounting II
HRT 201	3	3	BA221 Principles of Marketing
		3	BA341 Business Finance
		3	BA370 Business Communication
		3	BA374 Statistics I
PSY 191	3	3	PY 121 General Psychology
		3	EC 251 Principles of Microeconomics
ECO 193	3	6	EC 252 Principles of Macroeconomics
			Economics Electives (upper-level courses) (6 credits)
			MA 172 Applied Mathematics
MAT 190	3	3	SCI431 Ecology <i>or</i>
			SC 251 Geography of Western Europe
			EN111 English Composition
ENG 191	3	3	EN112 English Composition
		3	HI 225 European History <i>or</i>
		3	HI 218 American History
		3	HI 226 European History <i>or</i>
		6	HI 2219 American History
			Social Science Electives (6 credits)
			General Education Electives:
HUM 191	3		
SPC 191	3		
		9	Free Electives
MSD 103	3		
SCT 100	2		
Electives	7		
TOTAL	60	64	= 124 credits minimum for a BBA Degree in Hotel Management

Completion of the intermediate level of a foreign language is required. Included in General Education requirements.

ARTICULATION
Between Gwinnett Technical College (GTC) and Schiller International University (SIU)

<u>GTC Course</u> <i>Associate in Applied Technology Degree Hotel, Restaurant, and Tourism Management- Food & Beverage Management Specialization</i>	<u>Credits in transfer</u>	<u>Credits to be completed at SIU for BBA</u>	<u>SIU equivalent for BBA Degree in International Hotel and Tourism Management: Concentration in Hotel Management</u>
HRT 101	3	waive	HM103 Hospitality Management
		waive	HM122 Food and Beverage Service
		waive	HM141 Introduction to Tourism
		2	HM145 Housekeeping Management
CUL 110	2	2	HM173 Computer Applications in the Hospitality Industry
HRT 206	3		HM185 Nutrition and Health
HRT 203	3		HM210 Food and Beverage Control
HRT 106	3		HM261 Tourism and Hospitality Law
HRT 110, 120	4		HM270 Food and Beverage Purchasing
		waive	Internships:
		waive	HM291 Hotel Internship
		waive	HM292 Front Office Internship
		waive	HM293 Food and Beverage Service
		waive	HM294 Food Production
		waive	HM296 Restaurant Operations I
		waive	HM Restaurant Operations II
		3	HM311 Financial Management for Hotels
		3	BA 401 Human Resources Management
		3	HM387 Front Office Management
		3	HM445 Hotel Engineering
HRT elective	3		Choose Two of the following: (Total 6 credits)
			{HM329 Convention Management Services
			{HM341 The Tourism Industry
			{HM402 French Gastronomy Seminar
			{HM421 Cases in Hotel Marketing and Advertising
			{HM422 Marketing for European-American Tourism
			{HM430 Implications of International Tourism
			{HM450 International Hotel and Restaurant Operations
HRT 105	3		{HM461 Supervisory Training
			{HM481 Seminar: Selected Topics in Hotel Management

GTC Course <u>Associate in Applied Technology Degree</u> <u>Hotel, Restaurant, and Tourism Management- Food & Beverage Management Specialization</u>	Credits in transfer	Credits to be completed at SIU for BBA	SIU equivalent <u>for BBA Degree in International Hotel and Tourism Management: Concentration in Hotel Management</u>
HRT 104	3	3	BA211 Accounting I
			BA212 Accounting II
HRT 201	3	3	BA221 Principles of Marketing
			BA341 Business Finance
			BA370 Business Communication
			BA374 Statistics I
PSY 191	3	3	PY 121 General Psychology
			EC 251 Principles of Microeconomics
ECO 193	3	3	EC 252 Principles of Macroeconomics
			Economics Electives (upper-level courses) (6 credits)
MAT 190	3	3	MA 172 Applied Mathematics
			SCI143 Ecology <i>or</i>
			SC 251 Geography of Western Europe
ENG 191	3	3	EN111 English Composition
			EN112 English Composition
			HI 225 European History <i>or</i>
			HI 218 American History
			HI 226 European History <i>or</i>
			HI 2219 American History
			Social Science Electives (6 credits)
			General Education Electives:
HUM 191	3		
SPC 191	3		
		9	Free Electives
MSD 103	3		
SCT 100	2		
Electives	7		
TOTAL	60	64	= 124 credits minimum for a BBA Degree in Hotel Management

Completion of the intermediate level of a foreign language is required. Included in General Education requirements.

ARTICULATION

Between Gwinnett Technical College (GTC) and Schiller International University (SIU)

GTC Course Associate in applied Technology Degree: Accounting Technology	Credits in transfer	Credits to be completed at SIU for BBA	SIU equivalent for BBA Degree in International Business
ACC 101	4	3	BA131 Introduction to International Business BA211 Accounting I
ACC 102	4	3	BA 212 Accounting II BA221 Principles of Marketing
		3	BA261 Principles of Business Law
		3	BA341 Business Finance I
		3	BA370 Business Communication
		3	BA374 Statistics
		3	BA384 Behavioral Aspects
		3	BA439 International Business Policy or BA440 Case Studies in Corporate Strategy
		9	Three International Business courses: (9 credits)
			{BA322 International Marketing
			{BA338 Import-Export Operations
			{BA362 Corporation Law
			{BA363 Law and Finance in Relation to International Trade
			{BA402 Comparative Industrial Relations
			{BA421 Commercial German/Spanish
			{BA433 European Banking
			{BA437 Multinational Enterprise
			Four Business Electives (including two upper-level courses): (12 credits)
ACC 150	3		BA 311 Cost Accounting
ACC 103	4		Lower level elective
ACC 157	4		Upper level elective
ACC 159	3		Upper level elective
BUS 108	4	3	IT100 Business Applications Software
ECO 193	3	6	EC 251 Principles of Microeconomics EC 252 Principles of Macroeconomics Economics Electives (upper-level courses): (6 credits)

<u>GTC Course</u> <u>Associate in applied Technology Degree:</u> <u>Accounting Technology</u>	<u>Credits in</u> <u>transfer</u>	<u>Credits to be</u> <u>completed at</u> <u>SIU for BBA</u>	<u>SIU equivalent</u> <u>for BBA Degree in International Business</u>
MAT 190	3	3	MA 172 Applied Mathematics Math or Physical Science elective
PSY 191, SOC, 191, or PSY 201	3	3	Social Science elective Social Science elective
ENG 191	3	3	EN 111 English Composition
ENG 193	3	3	EN 112 English Composition
		3	HI 225 European History or HI 218 American History
		3	HI 226 European History or HI 219 American History
			General Education Electives : (6 credits) (May include foreign language)
SPC 191	3	3	General Education elective*
			Free Electives:
Elective	4		
ACC 104	2		
ACC 106	2		
ACC 152	3		
ACC 156	3		
SCT 100	2		
		7	
Total	60	64	= 124 credits minimum needed for BBA Degree in International Business

*Completion of the intermediate level of a foreign language required. Credits (up to 16) may be earned by placement exam and are included in general education requirements.

ARTICULATION
between Gwinnett Technical College (GTC) and Schiller International University (SIU)

<u>GTC Course</u> Associate in Applied Technology Degree: Computer Programming Specialist	<u>Credits in transfer</u>	<u>Credits to be completed at SIU for BBA</u>	<u>SIU equivalent</u> for BBA Degree in International Business Concentration: IT Management
		3	BA131 Introduction to International Business
ACC 101	4		BA211 Accounting I
ACC 102	4		BA 212 Accounting II
		3	BA221 Principles of Marketing
		3	BA261 Principles of Business Law
		3	BA341 Business Finance I
		3	BA370 Business Communication
		3	BA374 Statistics
		3	BA384 Behavioral Aspects
		3	BA439 International Business Policy or BA440 Case Studies in Corporate Strategy
		9	Three International Business courses: (9 credits)
			{BA322 International Marketing
			{BA338 Import-Export Operations
			{BA362 Corporation Law
			{BA363 Law and Finance in Relation to International Trade
			{BA402 Comparative Industrial Relations
			{BA421 Commercial German/Spanish
			{BA433 European Banking
			{BA437 Multinational Enterprise
CIS 106	3		IT 101 Information Processing in Business
Beginning level language sequence	6		IT 200 Intro to Computer Programming
CIS 214	3		IT 201 Databases: Design and Programming
Advanced level language sequence	6		IT 281 High Level Language Programming I or IT 282 High Level Language Programming II
		3	IT 300 Management of IT Systems
CIS 1140	3		IT 320 Network Management
CIS 112	2		IT 410 Systems Analysis & Design
CIS 280	3		IT 440 System Implementation
CIS 103, CIS 105	6		IT Electives

<u>GTC Course</u> Associate in Applied Technology Degree: Computer Programming Specialist	<u>Credits in transfer</u>	<u>Credits to be completed at SIU for BBA</u>	<u>SIU equivalent for BBA Degree in International Business</u>
SCT 100	2		IT elective
		3	EC 251 Principles of Microeconomics
ECO 193	3		EC 252 Principles of Macroeconomics
		6	Economics Electives (upper-level courses): (6 credits)
MAT 190	3		MA 172 Applied Mathematics
		3	Math or Physical Science elective
PSY 191, SOC 191 or PSY 210	3		Social Science elective
		3	Social Science elective
ENG 191	3		EN111 English Composition
ENG 193	3		EN 112 English Composition
		3	HI 225 European History or HI 218 American History
		3	HI 226 European History or HI 219 American History
			General Education Electives : (6 credits) (May include foreign language*)
SPC 191	3		
		3	
			Free Electives:
		4	
Total	60	64	= 124 credits minimum needed for BBA Degree in International Business

*Completion of the intermediate level of a foreign language required.

<u>GTC Course</u> Associate in Applied Technology Degree Hotel, Restaurant, and Tourism Management- Tourism Management Specialization	<u>Credits in transfer</u>	<u>Credits to be completed at SIU for BBA</u>	<u>SIU equivalent</u> for BBA Degree in International Hotel and Tourism Management: Concentration in Tourism
HRT 102	3	3	TM120 Travel Agency Operations
HRT 101	3	3	TM131 The International Air Travel Industry
HRT 103	3	2	TM/HM141 Introduction to International Tourism
HRT 110/120	2	2	TM173 Airline Reservation Systems and Ticketing
	2	2	TM180 Geography for International Tourism
	2	2	TM291 Computerized Travel Reservation Systems
	2	2	TM292 Tourism Laboratory
	2	2	TM293 Tourist Guide Lecturing
HRT 203	3	3	TM/HM 341 The Tourism Industry
	3	3	HM 261 Tourism and Hospitality Law
	3	3	HM365 Hotel Personnel Management <i>or</i>
	3	3	BA401 Human Resources Management
			Choose four of the following: (12 credits)
HRT 150	3	3	HM/TM329 Convention Management Services
			HM/TM421 Cases in Hotel Marketing & Advertising
			HM/TM422 Marketing for European-American Tourism
			HM/TM450 International Hotel and Restaurant Operations
			TM463 Legal Aspects of the Travel Industry
HRT 122	3	3	TM479 Group Travel Management
HRT 105	3	3	HM/TM481 Selected Topics in Tourism Management
HRT Elective	3	3	TM/HM elective
		3	BA131 Introduction to International Business
HRT 104	3	3	BA211 Accounting I
		3	BA212 Accounting II
HRT 201	3	3	BA221 Principles of Marketing
		3	BA341 Business Finance I
		3	BA370 Business Communication
		3	BA374 Statistics I

<u>GTC Course</u> <u>Associate in Applied Technology Degree</u> <u>Hotel, Restaurant, and Tourism Management- Tourism</u> <u>Management Specialization</u>	<u>Credits in</u> <u>transfer</u>	<u>Credits to be</u> <u>completed at</u> <u>SIU for BBA</u>	<u>SIU equivalent</u> <u>for BBA Degree in International Hotel and Tourism</u> <u>Management: Concentration in Tourism</u>
PSY 191	3	3	PY121 Introduction to Psychology EC 251 Principles of Microeconomics
ECO 193	3	6	EC 252 Principles of Macroeconomics Economics Electives (upper-level) (6 credits)
ENG 191	3	3	EN 111 English Composition EN 112 English Composition
		3	HI 225 European History <i>or</i> HI 1218 American History
		3	HI 226 European History <i>or</i> HI 219 American History
MAT 190	3	3	MA 172 Applied Mathematics SC 143 Ecology <i>or</i> SC 251 Geography of Western Europe
		6	Social Science Electives (6 credits)
			General Education Electives (6 credits)
HUM 191	3		
SPC 191	3	9	Free Electives
MSD 103	3		
SCT 100	2		
Electives	3		
Total	60	64	= 124 credits minimum needed for BBA Degree in International Tourism Management

Completion of the intermediate level of a foreign language is required. May be used toward general education or electives.