

THE AGREEMENT

This articulation agreement is intended to facilitate the transfer of graduates from SUNY Cobleskill's Business Administration (A.S.) degree to Plattsburgh State University's Business, Study Option in Management (B.S.) degree. The objectives, terms and conditions of this agreement are set forth as follows:

OBJECTIVES

1. To attract qualified students to SUNY Cobleskill and Plattsburgh State University.
2. To facilitate upward educational and career mobility in the Business Management profession.
3. To promote the efficient transfer of qualified transfer students from SUNY Cobleskill to Plattsburgh State University.
4. To disseminate program specific information to students who wish to obtain a baccalaureate degree in Business, with a Study Option in Management.
5. To provide students with advisement in academic and career planning throughout their program of study.
6. To reduce the completion of unnecessary courses.
7. To facilitate communication and academic coordination between faculty, students and administrators at each institution.

TERMS AND CONDITIONS

1. A graduate of SUNY Cobleskill will be accepted as a matriculated student in Plattsburgh State University's Business, Study Option in Management (B.S.) program upon meeting the following conditions:
 - a. Application for admission to Plattsburgh State University will be the responsibility of the SUNY Cobleskill graduate.
 - b. To be eligible for admission, applicants must have achieved a minimum over-all cumulative grade point average of 2.0.
 - c. Plattsburgh will accept up to 67 SUNY Cobleskill transfer credits.
2. A Bachelor of Science degree with the major in Business, with the Study Option in Management, will be awarded to the student upon meeting the following conditions:
 - a. Satisfactory completion of a minimum of 120 credits.
 - b. A minimum grade point average of 2.0.
 - c. A minimum overall grade point average of 2.0 in all business courses and other major requirements.
 - d. A minimum grade of "C" in English Composition.
 - e. A minimum of 45 credits of upper-division, 300-400 level, courses, with 21 upper-division credits required in residence at Plattsburgh State University.
 - f. Completion of 36 Plattsburgh credits to meet the college residency requirement. Of the 36 credits, 28 credits must be taken in the School of Business and Economics (ACC, MGM, ECO) to meet the departmental residency requirement.
 - g. Completion of a minimum of 60 credits of liberal arts courses.
 - h. Completion of all necessary general education requirements.

- i. Completion of all business and other major requirements.
3. SUNY Cobleskill and Plattsburgh State University will disseminate information about the articulation agreement in appropriate publications.
4. Changes in this agreement can be made at any time by mutual consent.
5. This agreement will remain in effect until terminated by either party. Termination would require a minimum of six months notification.

SUNY Cobleskill
First Year

<u>Fall Semester</u>		<u>Credits</u>	<u>Spring Semester</u>		<u>Credits</u>
ACCT101	Financial Accounting	3	ACCT103	Managerial Accounting	3
BADM131	Principles of Business	3	BADM134	Principles of Marketing	3
ENGL102	Composition	3	COMP130	Microcomputer Applications I	3
MATH125	Statistics	3	ENGL	English Elective	3
PHED	Physical Education Elective	1	MATH231	Calculus I	4
PSYC111	General Psychology	<u>3</u>	PHED	Physical Education Elective	<u>1</u>
		16			17

SUNY Cobleskill
Second Year

<u>Fall Semester</u>		<u>Credits</u>	<u>Spring Semester</u>		<u>Credits</u>
BADM223	Business Law I	3	BADM249	Management	3
	Lab Science Elective	3-4	ECON124	Macro-Economics	3
ECON123	Micro-Economics	3	SOSC111	Introduction to Sociology	3
BADM145	Business Communications	3		Humanities Elective	3
	Electives	<u>3-4</u>		Electives	3
		16-17		Electives	<u>1-2</u>
					16-17

Plattsburgh State University
Third Year

<u>Fall Semester</u>		<u>Credits</u>	<u>Spring Semester</u>		<u>Credits</u>
ACC355	Principles of Finance	3	MGM311	Organizational Behavior	3
MGM310	Personnel Management	3	MGM/ECO	Business or Economics Elective	3
MGM397	Writing Portfolio	1	MGM350	Quantitative Analysis for	
LIB101	Library Skills	1		Production Systems	3
	General Education Requirement	3	ECO362	Business and Economic Data	
	Liberal Arts Elective	3		Modeling	3
	Free Elective	<u>3</u>		General Education "Perspective"	<u>3</u>
		17			15

Plattsburgh State University
Fourth Year

<u>Fall Semester</u>		<u>Credits</u>	<u>Spring Semester</u>		<u>Credits</u>
MGM/ECO	Business or Economics Elective	3	MGM/ECO	Business or Economics Elective	3
ACC/MGM/ECO	International Business		MGM490	Strategic Management	3
	Elective	3		Liberal Arts Elective	3
	General Education "Perspective"	3		Free Elective	<u>3</u>
	Liberal Arts Elective	3			12
	Free Elective	<u>3</u>			
		15			

Business or Economics Electives: (9 cr.)

MGM314	Labor Relations	ECO303	Environmental Economics
MGM315	International Business Management	ECO311	World Food, Population and Poverty
MGM316	Comparative and Multinational Mgt.	ECO312	Urban and Regional Economics
MGM318	Health Care Management	ECO319	History of American Business
MGM321	Principles of Advertising	ECO320	European Economic History
MGM322	Sales Force Management	ECO321	United States Economic History
MGM323	Retail Store Management	ECO331	Labor Economics
MGM325	Marketing Channels Strategy	ECO344	Latin American Economics
MGM326	International Marketing Operations	ECO353	Comparative Economic Systems
MGM328	Services Management	ECO355	The Canadian Economy
MGM335	Marketing Research	ECO370	Mathematical Economics
MGM379	Government and Business	ECO379	Government and Business
MGM415	Organization Theory	ECO380	Public Finance
MGM421	Analysis of Consumer Behavior	ECO386	Industrial Organization
MGM422	Business to Business Marketing	ECO390	Money and Banking
MGM434	Gender and Management	ECO391	International Trade and Finance
MGM440	Business Information Systems	ECO392	History of Economic Thought
MGM442	Selected Marketing Topics	ECO395	Money and Fiscal Policy
MGM444	Selected Topics in Management	ECO396	Money and Capital Markets
MGM445	Production and Operations Management		
MGM446	Modern Manufacturing Management	ACC	Any accounting course above ACC202
MGM451	Canadian Multinational Corporations		
MGM480	Marketing Strategy		
MGM491	Business Policies		

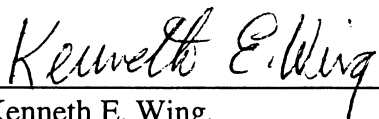
International Business Elective: (3 cr.)

ACC376	International Financial Management
ACC377	International Accounting
ECO391	International Trade and Finance
MGM315	International Business Management
MGM316	Comparative and Multinational Management
MGM317	Introduction to Business and Economics in Hispanic Cultures
MGM326	International Marketing Operations

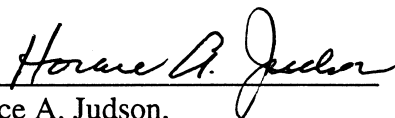
Approved By:

SUNY Cobleskill

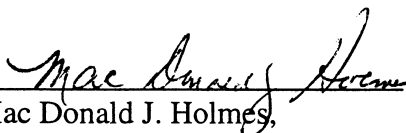
Plattsburgh State University



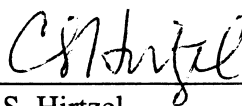
Kenneth E. Wing,
President



Horace A. Judson,
President



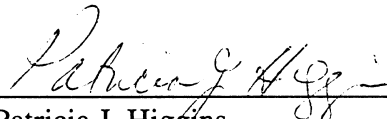
Mac Donald J. Holmes,
Professor and Vice President for
Academic Affairs



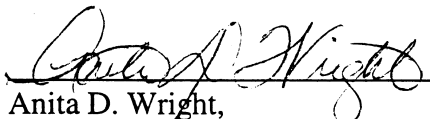
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Provost and Vice President for
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Professor and Chair, Business and
Computer Technologies



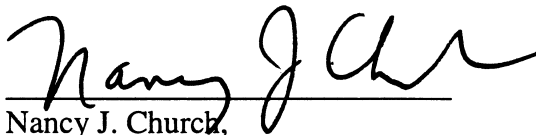
Patricia J. Higgins,
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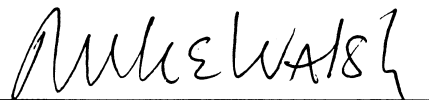
Anita D. Wright,
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