

ARTICULATION AGREEMENT

BETWEEN

PAUL SMITH'S COLLEGE
Business Management and Entrepreneurial Studies B.S.

AND
SUNY COBLESKILL
Business Administration A.A.S.

I. Introduction

This agreement establishes procedures to ensure admission of qualified transfer students from SUNY Cobleskill into Paul Smith's College. Students are expected to follow application procedures as outlined in the current catalog of Paul Smith's College.

II. Objectives of the Agreement

1. To attract qualified students to Paul Smith's College and to SUNY Cobleskill.
2. To promote efficient transfer of qualified graduates from SUNY Cobleskill to Paul Smith's College.
3. To provide specific information to students who wish to pursue a baccalaureate degree in Business Management and Entrepreneurial Studies.
4. To facilitate communication and academic coordination between faculty, students, and administrators at each institution.

III. Terms of the Agreement

1. Students from SUNY Cobleskill completing the degree listed above who
 - a. meet a minimum cumulative grade point average of 2.0 on a 4.0 scale for all completed college level courses at SUNY Cobleskill
 - b. fulfill requirements as indicated on the attached plan sheet
 - c. receive a 2.0 (C) or above grade in all required courses transferred into the program will be accepted into the B.S. program in Business Management and Entrepreneurial Studies.
2. Students who do not meet the requirements of this agreement will also be considered for admission. They will be evaluated on an individual basis.

3. Both Paul Smith's College and SUNY Cobleskill agree to encourage qualified students to participate by providing information and assistance to prospective transfer students.

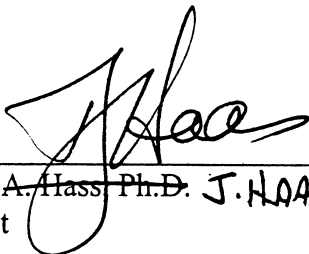
IV. Period of Agreement

This agreement will become effective immediately and shall be reviewed every two years, or when substantive changes are made in the curriculum on either campus. Both Paul Smith's College and SUNY Cobleskill reserve the right to withdraw from the agreement by submitting written notice of intent at least four (4) months prior to the start of the academic year.

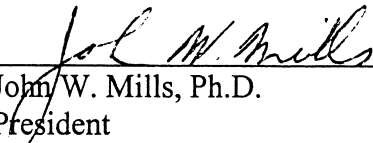
V. Signatures to this Agreement

For SUNY Cobleskill

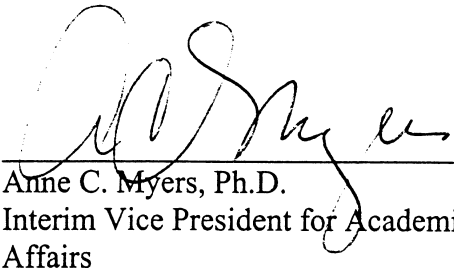
For Paul Smith's College



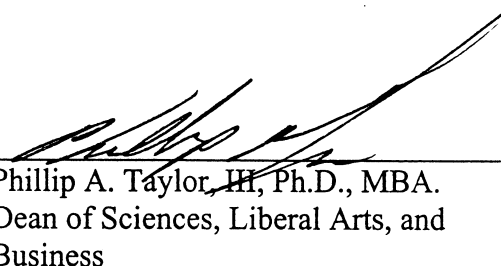
Thomas A. Haas, Ph.D. J. HAAS
President




John W. Mills, Ph.D.
President



Anne C. Myers, Ph.D.
Interim Vice President for Academic
Affairs



Phillip A. Taylor, III, Ph.D., MBA.
Dean of Sciences, Liberal Arts, and
Business



Anita D. Wright, M.A.T.
Director of Transfer, Articulation, and
Career Development Services

Date 11/19/04

Date 8/2/2004

BUSINESS MANAGEMENT AND ENTREPRENEURIAL STUDIES

Paul Smith's College Requirements

SUNY Cobleskill Equivalents

Degree in appropriate field		Business Administration A.A.S.	
English Composition	6	ENGL 101 Composition I <i>and</i> Trustees General Education Core Requirement Course: <i>Choose one:</i> ENGL 219, 221, 223, ENGL 241	6
Social Science/Humanities Elective	3	Trustees' General Education Core Requirement Course: <i>Choose one from any of the following areas:</i> American History, Western Civilization, or World Cultures	3
Psychology	3	Trustees' General Education Core Requirement Course: PSYC 111 Psychology	3
Natural Sciences	6-8	Trustees' General Education Core Requirement Course <i>and</i> General Elective: Two science courses	8
Mathematics course	3	Math/Science Course: Mathematics course (MATH 101 or higher)	3-4
Statistics 235	3	General Elective: MATH 125 Statistics	3
Introduction to Economics 131	3	ECON 123 Micro-Economics	3
Financial Accounting I 131	3	ACCT 101 Financial Accounting	3
Managerial Accounting II 132	3	ACCT 103 Managerial Accounting	3
Business Law 232	3	BADM 223 Business Law I	3
Entrepreneurship 232	3	BADM Elective: BADM 133 Entrepreneurship	3
Human Resource Management 232	3	BADM Elective: BADM 310 Human Resource Management	3
Micro-Computer Business Applications	3	CITA 110 Microcomputer Applications I	3
Communications Elective	3	BADM 145 Business Communication (counts as a Liberal Arts course)	3
Liberal Arts/Science Courses (60 total required for B.S. degree)		Additional Liberal Arts/Science Courses: Trustees' General Education Core Requirement Course	3
Electives		Electives*	11

➤ Organizational Behavior 132 3

Total Transferred: 65-68

*** BADM 131, BADM 134, BADM 224, 249 (3 cr. each), General Elective (2 cr.)**

➤ **Note to SUNY Cobleskill: his course must be taken at PSC.**

All requirements have been satisfied, except for an organizational behavior course. In addition, the Business Management and Entrepreneurship program requires 60 credits in the Liberal Arts/Sciences. The SUNY Cobleskill Business Administration A.A.S. student enters Paul Smith's College with at least 35 credits towards this requirement, provided the student has taken two 4 credit science courses.

The curriculum sequence on the next page shows how a B.S. degree could be completed at Paul Smith's College. It serves only as a suggested sequence and it is dependent upon student ability and course availability. Each student plans his/her actual curriculum with the help of a faculty advisor. In no additional semesters will be required at Paul Smith's to complete the B.S. degree, apart from the usual summer externship.

Curriculum Summary: BUSINESS MANAGEMENT AND ENTREPRENEURIAL STUDIES, B.S. For students who have completed the A.A.S. degree in Business Administration at SUNY Cobleskill.

Third Fall Semester

The Careerist 131	3
Total Quality Management/Operations Management 231	3
Concentration elective	3
The Global Market 431	3
Total credits	15

Third Spring Semester

Organizational Behavior 132	3
Liberal Arts/Science elective	3
Concentration Elective	3
Introduction to Marketing and Sales 232	3
Liberal Arts/Science Elective (upper division)	3
Capstone Planning Seminar	1
Total credits	16

Summer

Business Externship (or equivalent experience)	6
Liberal Arts/Science elective (upper division)	3
Liberal Arts/Science elective (upper division)	3

Fourth Fall Semester

Liberal Arts/Science Elective	3
Concentration elective	3
Family Business 431	3
Developing a Business Plan 431	3
Finance 431	3
Total credits	15

Fourth Spring Semester

Concentration Elective	3
Concentration Elective	3
Liberal Arts/Science Elective (upper division)	3
Advertising & Promotion 432 <i>or</i> Management Effectiveness Through Strategic Planning 432	3
Senior Capstone	3
Total Credits	15