

ARTICULATION AGREEMENT

BETWEEN

PAUL SMITH'S COLLEGE
Hotel, Resort, and Tourism Management B.S.

AND
SUNY COBLESKILL
Restaurant Management, A.A.S. or Hotel Technology, 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 Hotel, Resort, and Tourism Management.
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 one of the degrees 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 Hotel, Resort and Tourism Management.
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.

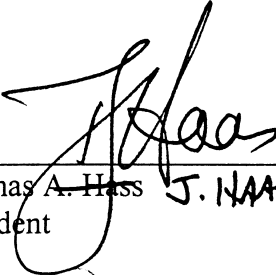
IV. Period of Agreement

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.

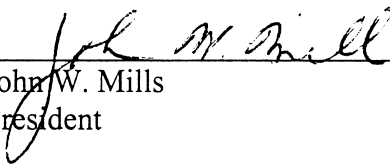
V. Signatures to this Agreement

For SUNY Cobleskill

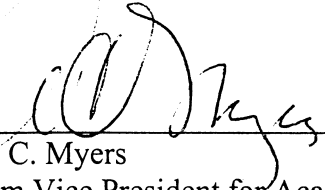
For Paul Smith's College



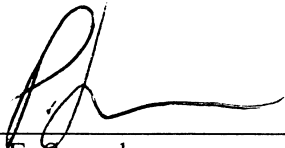
Thomas A. Hass J. HAAS
President



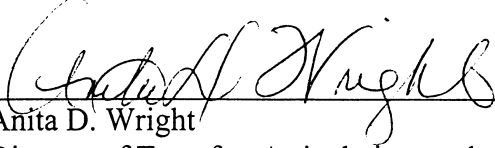
John W. Mills
President



Anne C. Myers
Interim Vice President for Academic
Affairs



Paul E. Sorgule
Dean of Culinary Arts and Hospitality
Management



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

Date 11/19/04

Date 8/2/2004

HOTEL, RESORT, AND TOURISM MANAGEMENT (From Restaurant Management)

Paul Smith's College Requirements	SUNY Cobleskill Equivalents
Degree in appropriate field	A.A.S. Restaurant Management
English Composition 131	ENG 101 Composition I 3 credits
English Composition 132	Trustees' General Education Requirement in Humanities: <i>Choose one:</i> ENGL 215, ENGL 219, ENGL 221, ENGL 223, ENGL 241 3 credits
Mathematics course	Science/Mathematics course: Mathematics course (not business or hospitality math) 3-4 credits
Mathematics course	
Science courses 6-8 credits	Trustees' General Education Core Course: Science Course 3-4 credits NTRN 122 Nutrition 3 credits
Social Science/Humanities Course	Trustees' General Education Core Course: <i>One</i> from: American History, Arts, Humanities, Western Civilization, or World Cultures. 3 credits
Sociology 131 <i>or</i> Psychology 131	Trustees' General Education Core Course: Sociology <i>or</i> Psychology course 3 credits
Hotel, Resort, and Tourism Industry Orientation 131	CAHT 102 Orientation to the Hospitality Industry 1 credit
Introductory management course	CAHT 255 Management, Organization, and Supervision 3 credits
Human Resource Management 232	Elective: BADM 310 Human Resources Management 3 credits
Financial Accounting I	Elective: ACCT 101 Financial Accounting 3 credits
Hotel Accounting I	
Speech 132	
Language Sequence 6 credits	Trustees' General Education Core Course: A Foreign Language course 3 credits
Electives	Electives * 29 credits
Work Experience – 600 hours	CAHT 270 Restaurant Practicum (400 hrs) 3 credits
	Total Transferred: 65-67 credits

*CAHT 103 (2 cr.), CAHT 111, 132, 140, 145, 147, 215, 235, 247, TRAV 223 (3 cr. each).

HOTEL, RESORT, AND TOURISM MANAGEMENT (From Hotel Technology)

<u>Paul Smith's College Requirements</u>	<u>SUNY Cobleskill Equivalents</u>
Degree in appropriate field	A.A.S. Hotel Technology
English Composition 131	ENG 101 Composition I 3 credits
English Composition 132	Trustees' General Education Core Course: <i>Choose one:</i> ENGL 215, ENGL 219, ENGL 221, ENGL 223, ENGL 241 3 credits
Mathematics course	Science/Mathematics course: Mathematics course (not business or hospitality math) 3-4 credits
Mathematics course	
Science courses 6-8 credits	Trustees' General Education Core Course: Science Course 4 credits CAHT 103 Food Service Sanitation 2 credits
Social Science/Humanities Course	Trustees' General Education Core Course: Any <i>one</i> from the following areas of study: American History, Arts, Humanities, Western Civilization, or World Cultures. 3 credits
Sociology 131 <i>or</i> Psychology 131	Trustees' General Education Core Course: Sociology <i>or</i> Psychology course 3 credits
Hotel, Resort, and Tourism Industry Orientation 131	CAHT 102 Orientation to the Hospitality Industry 1 credit
Introductory management course	CAHT 255 Management, Organization, and Supervision 3 credits
Human Resource Management 232	Elective: BADM 310 Human Resources Management 3 credits
Financial Accounting I	Elective: ACCT 101 Financial Accounting 3 credits
Hotel Accounting I	
Speech 132	
Language Sequence 6 credits	Trustees' General Education Core Course: A Foreign Language course 3 credits
Electives	Electives * 29 credits
Work Experience – 600 hours	HOTL 275 Hotel Practicum (400 hrs) 3 credits
	Total Transferred: 66-67 credits

*CAHT 111, 132 or 235, 140, 147, HOTL 101, 110, 150, 205, TRAV 223 (3 cr. each), Elective (2 cr.)

In addition to the above course requirements a student must complete 600 hours of documented work experience. The Restaurant Management and Hotel Technology degrees at SUNY Cobleskill include a practicum. The remaining hours need to be satisfied and may include work done outside of the academic setting as an internship, or externship, or as work on a student's resume. Evaluation of work experience will be done on an individual basis during the required interview at Paul Smith's College.

All requirements have been satisfied, except for the following: a second math course, a hotel accounting course, and a speech course. The curriculum sheet on the next page shows how this requirement could be worked into the sequence of courses at Paul Smith's College. In all, no additional semesters will be necessary to complete the Baccalaureate degree, apart from a summer semester.

Course Sequence for Hotel Management

Fall Fifth Semester

Language Sequence	3
Hospitality Futures 331	3
The Service Economy 331	3
Macroeconomics	3
Mathematics Course	3
Hotel Accounting I 231	3

18 credits

Spring Sixth Semester

Ethics 235	3
Management: A Systems Approach 431	3
Facilities Planning and Environmental Management 332	3
Microeconomics	3
Liberal Arts and Science Elective (upper division)	3
Capstone Planning Seminar	1

16 credits

Summer Session

Externship 260 (or equivalent experience)	6 credits
---	------------------

Fall Seventh Semester

Cultural Anthropology 431	3
Business Law 332	3
Mobility in Modern Society 431	3
Finance 431	3
Developing A Business Plan 431	3
Resort/Recreation Management 431	3

18 credits

Spring Eighth Semester

Speech 132	3
Liberal Arts and Science Elective (upper division)	3
Management Through Strategic Planning 432	3
American Labor Movement 432	3
Senior Capstone 432	3

15 credits