

## THE AGREEMENT

This articulation agreement is intended to facilitate the transfer of graduates from SUNY Cobleskill's Business Administration (A.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	BADM145 Business Communications	3
CITA110 Microcomputer Applications I	3	ENGL General Education (Literature)	3
General Education	3	Elective	0-3
Elective	<u>3</u>	General Education	<u>3</u>
	18		15-18

**SUNY Cobleskill**  
**Second Year**

<u>Fall Semester</u>	<u>Credits</u>	<u>Spring Semester</u>	<u>Credits</u>
BADM223 Business Law I	3	BADM224 Business Law II	3
ECON123 Micro-Economics	3	BADM249 Management	3
BADM Business Administration Elective	3	BADM Business Administration Elective	3
General Ed (American History)	3	Elective (MATH125 Statistics)	3
MATH131 Pre-Calculus	4	Elective (ECON124 Macro-Eco)	3
PHED Physical Education	<u>1</u>	PHED Physical Education	<u>1</u>
	17		16

**Plattsburgh State University**  
**Third Year**

<u>Fall Semester</u>	<u>Credits</u>	<u>Spring Semester</u>	<u>Credits</u>
MGM310 Personnel Management	3	ACC355 Principles of Finance	3
MGM311 Organizational Behavior	3	MGM Management Elective	3
MGM397 Writing Portfolio	1	MGM350 Quantitative Analysis for	
LIB101 Library Skills	1	Production Systems	3
MAT221 Calculus for Life Mgt Soc Sci I	3	ECO362 Business and Economic Data	
Gen. Ed. "Arts"	3	Modeling	3
Gen. Ed. "Western Civilization"	<u>3</u>	Gen. Ed. "Science" (w/Lab)	<u>4</u>
	17		16

**Plattsburgh State University**  
**Fourth Year**

<u>Fall Semester</u>	<u>Credits</u>	<u>Spring Semester</u>	<u>Credits</u>
MGM Management Elective	3	MGM Management Elective	3
ACC/MGM/ECO International Business		MGM490 Strategic Management	3
Gen. Ed. "Other World Civ."	3	Gen. Ed. "Perspectives"	3
Gen. Ed. "Science"	3	Free Elective	<u>3</u>
Gen. Ed. "Foreign Language"	3		12
Liberal Arts Elective	<u>3</u>		
	15		

**NOTES:**

1. At Cobleskill, students must select one course from seven (7) of the ten (10) General Education Requirement categories to include ENGL102 and MATH111 or higher. Students requiring a lower level mathematics course(s) should take them as electives in order to meet transfer mathematics requirements.
2. The General Education requirements listed in the Plattsburgh third and fourth years will be adjusted, if the Cobleskill student completed those requirements while at Cobleskill.

**Management Electives: (9 cr.)**

MGM314	Labor Relations
MGM315	International Business Management (only if this course was not taken for #10 – International course)
MGM316	Comparative and Multinational Management (only if this course was not taken for #10 – International course)
MGM318	Health Care Management
MGM333	Canadian and US Business: A Comparative View
MGM334	Entrepreneurship and Small Business Management
MGM415	Organization Theory
MGM434	Gender and Management: Issues and Strategies
MGM440	Business Information Systems
MGM444	Selected Topics in Management
MGM445	Production and Operations Management
MGM446	Modern Manufacturing Management
MGM498	Management Internship (only one 3-credit internship may be taken)

**Note:**

If either MGM315 or MGM316 was taken to satisfy the international course under item #10, then the student may take any 3-credit upper-division MGM, ACC, or ECO course, to satisfy 3 credits in this section.

**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

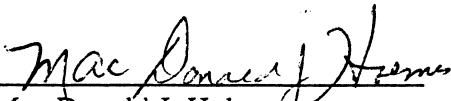
Plattsburgh State University




Kenneth E. Wing,  
President



Horace A. Judson,  
President



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



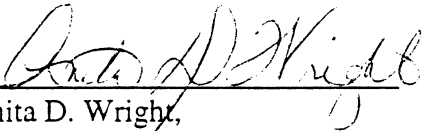
Cynthia S. Hirtzel,  
Provost and Vice President for  
Academic Affairs



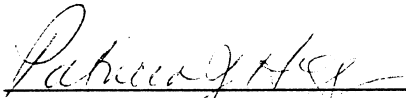
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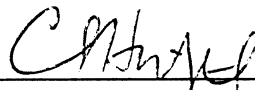
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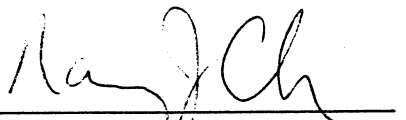
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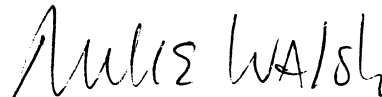
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Director of Transfer Admissions