

## THE AGREEMENT

This articulation agreement is intended to facilitate the transfer of graduates from SUNY Cobleskill's Business Administration (A.S.), International Business Concentration, degree to Plattsburgh State University's Business, Study Option in International Business (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 International Business 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 International Business.
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 International Business (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 International Business, 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
COMP130 Microcomputer Applications I OR	3	ECON123 Micro-Economics	3
COMP150 Introduction to Computer Science	3	ENGL English Elective (see note)	3
ENGL102 Composition	3	MATH231 Calculus I	4
MATH125 Statistics	3	PHED Physical Education	<u>1</u>
PHED Physical Education	<u>1</u>		17
	16		

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

<u>Fall Semester</u>	<u>Credits</u>	<u>Spring Semester</u>	<u>Credits</u>
BADM209 International Business	3	BADM234 International Marketing	3
BADM223 Business Law I	3	BADM249 Management	3
ECON124 Macro-Economics	3	Foreign Language	3
Foreign Language	3	Social Science	3
Lab Science	<u>4</u>	Social Science	3
	16	Elective	<u>2</u>
			17

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

<u>Fall Semester</u>	<u>Credits</u>	<u>Spring Semester</u>	<u>Credits</u>
MGM315 International Business Management	3	MGM316 Comparative and Multinational Management	3
MGM326 International Marketing Operations	3	ECO391 International Trade and Finance	3
MGM397 Writing Portfolio	1	MGM350 Quantitative Analysis for Production Systems	3
LIB101 Library Skills	1	ECO362 Business and Economic Data Modeling	3
ACC355 Principles of Finance	3	General Education Requirement	<u>3</u>
COM101 Introduction to Public Speaking	3		15
General Education Requirement	<u>3</u>		
	17		

**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	MGM490 Strategic Management	3
General Education "Perspectives"	3	General Education "Perspectives"	3
Liberal Arts Elective	3	Liberal Arts Elective	3
Liberal Arts Elective	3	Free Elective	<u>3</u>
Free Elective	<u>3</u>		12
	15		

**NOTE:**

At Cobleskill, in the second semester of the first year, the student should consider ENGL111 Fundamentals of Speech Communication. This will meet the Plattsburgh COM101 Introduction to Public Speaking requirement. Plattsburgh also accepts BADM145 Business Communications to meet the COM101 requirement. The student also has the option of completing COM 101 at Plattsburgh.

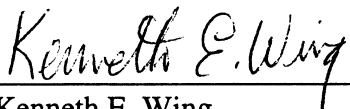
**Business or Economics Electives: (3 cr.)**

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		

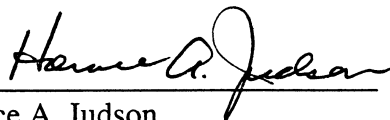
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SUNY Cobleskill

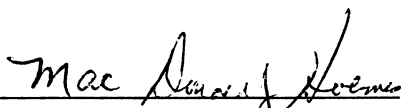
Plattsburgh State University



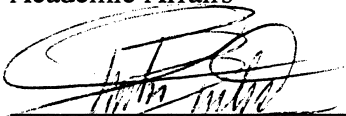
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President



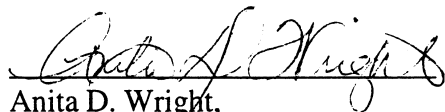
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President



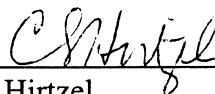
Mac Donald J. Holmes,  
Professor and Vice President for  
Academic Affairs



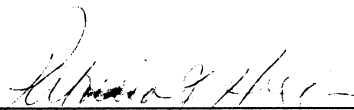
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Professor and Chair, Business and  
Computer Technologies



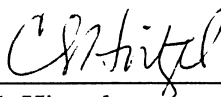
Anita D. Wright,  
Acting Director of Transfer  
Articulation and Career  
Development Services



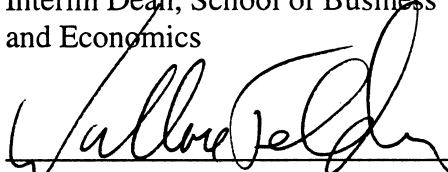
Cynthia S. Hirtzel,  
Provost and Vice President for  
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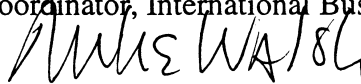
Patricia J. Higgins,  
Interim Associate Vice President  
for Academic Affairs



Cynthia S. Hirtzel,  
Interim Dean, School of Business  
and Economics



Wallace Feldman,  
Professor, Department of  
Management and Marketing &  
Coordinator, International Business



Michael J. Walsh,  
Director of Transfer Admissions