

Articulation Agreement Between Clarkson University and State University of New York at Cobleskill

This Articulation Agreement (the “Agreement”) is made this 9th day of May 2022, by and between CLARKSON UNIVERSITY, with an address of 8 Clarkson Avenue, Potsdam, New York. 13699 (“Clarkson”) and STATE UNIVERSITY OF NEW YORK AT COBLESKILL, with an address of 106 Suffolk Circle, Cobleskill, New York 12043 (“SUNY Cobleskill”).

- 1. Purpose:** The parties agree that they wish to enter into this Agreement to provide extended academic opportunities to their respective students and faculty. It is understood that the purpose of this Agreement is to attract qualified students into Clarkson’s residential one-year Master of Business Administration Program (“MBA Program”) and to provide SUNY Cobleskill graduates with an accelerated admissions process to Clarkson’s MBA Program, as well as certain scholarship opportunities.
- 2. The Program:** Clarkson agrees to deliver its accelerated MBA Program in accordance with the following: (a) offering students the opportunity to work in a team-oriented setting with world renowned professors; and (b) students shall be given opportunities for specialized areas of study, international business experience, and a strong commitment to a differentiated business experience that is based on preparation for careers immediately upon graduation.

One-Year MBA Program Structure

The one -year MBA program consists of 38 semester hours of study at the graduate level. The core consists of ten modules each worth two (2) credit hours.

The remaining eighteen hours (six courses) consist of five electives from among the graduate offerings of Clarkson’s Reh School of Business and one required experiential course in the form of a faculty-led international experience.

One Year MBA Foundation Courses

All applicants must complete foundation course requirements prior to their one -year MBA Program at Clarkson. Students at SUNY Cobleskill should endeavor to complete the foundation courses as part of their undergraduate programs if possible (see table below). Any or all of these requirements can also be completed, at no cost to the student, during the Reh Summer Business Concepts Program that occurs in a ten week online format prior to the start of the MBA Program. Requirements can also be completed at another institution with prior approval. This program would still make it possible for students of any major to complete the program in twelve months or one calendar year.

The foundation requirements include satisfactory completion of foundation preparation in eleven specified areas:

Financial Accounting	Microeconomics
Managerial Accounting	Macroeconomics
Corporate Finance	Statistics
Operations Management	Organizational Behavior
Marketing	Information Systems
Business Law	

The 4 + 1 Plan

SUNY Cobleskill and the Reh School of Business at Clarkson have cooperated in establishing a program which guides students in planning their undergraduate programs to include courses that serve as a foundation for graduate work in business management. These foundation courses include material normally covered in the first year of study in MBA programs. SUNY Cobleskill graduates have the opportunity, pursuant to this Agreement, to carefully plan their program completion to include courses equivalent to the foundations outlined in the table below.

Partner School Equivalents

The following table indicates the courses available to undergraduates at SUNY Cobleskill that have been approved for satisfying the foundation requirements in the one-year MBA:

Foundation Subject	Clarkson University Course	SUNY Cobleskill Equivalent
Accounting	AC 201 and AC 203 or AC 205: Financial and Managerial Accounting	ACCT 101 and ACCT 103: Financial and Managerial Accounting)
Economics	EC 150 and EC 151: Micro and Macro economics	ECON 123 and ECON 124: Micro and Macro economics
Corporate Finance	FN 361: Financial Management	ACTT 335: Financial Management
Operations/Production Management	OM331: Operations & Supply Chain Management	BADM 400: Operations Management
Information Systems	IS110 or IS200: Intro to Enterprise Info Systems	CITA 110: Intro to Computer Applications
Statistics	MA 282 or MA 284: Statistics	MATH 125: Statistics
Business Law	LW 270: Law and Society	BADM 223: Business Law I
Organizational Behavior	OS 286: Organizational Behavior	No Equivalent
Principles of Marketing	MK 320: Principles of Marketing	BADM 134: Marketing

Institutional Relationship

The parties hereby agree to work together, recognizing operational requirements of each party, to facilitate a streamlined experience for the students, including, but not limited to, undertaking the actions set forth below:

Clarkson agrees to:

- (a) provide information in a timely manner on programmatic or admissions that affect the nature of the 4+1 pathway program;

- (b) provide SUNY Cobleskill with the most up-to-date publications/materials associated with the MBA Program and the 4+1 partnership;
- (c) a commitment of at least one physical visit per academic year with additional visits, as needed. Additional engagement opportunities such as online webinars shall also be promoted.

SUNY Cobleskill agrees to:

- (a) assurance of class offerings of foundation courses outlined in this Agreement for students who are making plans for this pathway program;
- (b) provide opportunities for the Clarkson to hold information sessions, club meetings, and other specialized events to disseminate information to students;
- (c) maintain an adequate supply of materials for their students.

Admissions Requirements and Specialized Policies

Admissions and Guaranteed Pathways

Students who apply for the MBA Program pursuant to this Agreement may do so at anytime and do not need to wait until their senior year to complete an application. The application is found online and there shall be no application fee to apply. Students shall have their application fee waived utilizing the fee waiver code "RehMBA."

The following two exemptions shall be provided:

- Candidates whose GMAT/GRE equivalent scores exceed 500 and GPA exceeds 3.0 are **guaranteed admission**, with submission of two acceptable letters of recommendation. Such candidates do not need to submit application essays.
- Candidates whose GMAT/GRE equivalent scores exceed 550 and GPA exceeds 3.0 can be **automatically accepted** without additional

supporting documents. An application and transcripts are all that shall be needed.

- Candidates who graduate with a business degree with a GPA of 3.3 or higher from a program that is accredited by prominent business school accreditation bodies such as AACSB, EQUIS, ACBSP, and IACBE will have GMAT/GRE/EA waived.

All applicants from SUNY Cobleskill who successfully complete their undergraduate program and complete the Clarkson admission materials shall be considered for admission to the MBA Program. Applicants not accepted immediately shall be advised on an individual basis as to what can be done to strengthen their application file. This applies to all SUNY Cobleskill students regardless of their major.

3. Tuition: Qualified admitted SUNY Cobleskill graduates shall receive a scholarship representing a reduction in tuition costs.

(a) The baseline scholarship, the “Fellowship Scholarship,” shall be provided, at a minimum, to any student admitted pursuant to this Agreement. This is an exception to Clarkson’s existing merit scholarship policies. Students may retake their standardized exams in an effort to improve this baseline award up until December 1 of their first semester in the Program.

(b) A “Travel Scholarship” in the amount of \$4,000 shall be provided upon enrollment. This scholarship is unique to the Program and serves as an additional discount to the overall cost of the Program in support of the experiential global trip requirement. If a student elects not to participate in this trip, the scholarship shall not be awarded.

(c) Students are guaranteed a Graduate Assistant position, if they choose to accept it, in the amount of \$3,105. This amount is provided in the form of student employment and is not deducted from tuition.

(d) Students who choose to confirm their enrollment by the deadlines listed below shall be eligible for an Early Decision Award. This

award is added as a scholarship upon enrollment, and the amount is based upon the level of merit scholarship awarded at the time of admission. These awards and deadlines are as follows:

Commitment Deadlines:

- Spring semester – November 1st
- Fall semester – March 1st

Award levels for Early Decision recipients*:

- Fellowship: \$3,000
- Dean's: \$5,000
- Presidential: \$7,000
- Trustees: \$9,000

**Note that these awards shall be adjusted if necessary, as all awards (merit and otherwise) may not exceed the total cost of tuition for the program)*

- 4. Notices:** Any notices or other communications required or permitted under this Agreement shall be in writing and shall be deemed to have been duly given and delivered when delivered either in person, by email, or by overnight delivery services to the recipient at the following address or email address, or to such other address or email address as to which the other party subsequently shall have been notified in writing by such recipient

If to Clarkson:

Joshua LaFave
Director of Graduate Business Programs
Clarkson University
8 Clarkson Avenue, Potsdam, NY 13699
jlafave@clarkson.edu

With a copy to:

Debra Pulenskey Drescher, Esq.

Director of Legal Affairs, Compliance and Risk Management
Clarkson University
80 Nott Terrace Schenectady, NY 12308
ddresche@clarkson.edu

If to SUNY Cobleskill:

Amanda Hantho
Coordinator of Internships and Graduate Pathways
103 Warner Hall
Cobleskill, New York 12043
HanthoAE@cobleskill.edu
T: 518.255.5556

5. Complete Agreement: This Agreement constitutes the complete agreement and sets forth the entire understanding and agreement of the parties as to the subject matter of this Agreement and supersedes all prior discussions and understandings in respect to the subject of this Agreement, whether written or oral. No amendment or modification of this Agreement, or waiver of any provision thereof, shall be valid or enforceable, unless in writing signed by the parties.

6. Term and Termination: (a) This Agreement shall be effective as of the date first written above and shall continue in full force and effect for five (5) years. The parties may mutually agree to extend the term of this Agreement by an amendment signed by both parties. Additions and changes to this Agreement may be made at any time with the written agreement of both parties.

(b) Except to the extent required by: (i) law or the (ii) the Middle States Commission, or (iii) necessary to ensure the safety and wellbeing of participating students where termination may be immediate, either party may terminate this Agreement upon ninety (90) days written notice to the other party.

7. FERPA: In the course of dealings between the parties, and in accordance with the Gramm-Leach Bliley Act (and the Federal Trade

Commission's implementing regulations) and the Family Education Rights and Privacy Act of 1974, each party represents, warrants and covenants that it is capable of maintaining appropriate safeguards for non-public personal financial information, student education records, and other protected information ("Protected Information") relating to students to which all parties shall be provided access to by the parties. Protected Information shall be held in confidence and may only be used/accessed for the purposes set forth in this Agreement. Each party shall safeguard such Protected Information in accordance with generally accepted commercial standards and no less rigorously than it protects its own confidential information.

8. Indemnity: Each party shall defend with competent counsel, indemnify, and hold harmless the other party and the other's trustees, officers, directors, employees, agents and representatives from and against all claims, demands, actions, suits, and proceedings (whether civil, criminal or administrative), and all liability, loss, expense (including reasonable attorneys' fees), costs or damages, which are proximately caused by (i) such party's breach of its obligations under this Agreement, or (ii) the intentional or negligent act or omission of such institution or any of its trustees, officers, directors, employees, agents, representatives or contractors.

9. Insurance: Each party shall procure and maintain insurance as it may deem necessary with respect to this Agreement, including without limitation any insurance reasonably necessary to cover any contractual liability.


10. Independent Contractor: In performing their respective obligations under this Agreement, SUNY Cobleskill and Clarkson shall be independent contractors and not partners, joint venturers, principal and agent, or parties to any other similar relationship. Neither party shall have, or hold itself out as having, the power or authority to bind or create liability for the other by its negligent or intentional act or omission. Neither party shall be liable for failure to perform any duty or obligation under this Agreement if the failure is occasioned by any act of God, fire, labor dispute, inevitable accident, casualty, war, pandemic, epidemic,

change in law or government regulation, or any other cause outside the reasonable control of the party that had the duty to perform.

11. Governing Law: This Agreement shall be governed by and construed in accordance with the laws of the State of New York. Any action or proceeding arising out of or relating to this Agreement shall be brought in a federal or state court in the County of St. Lawrence, State of New York, and the parties agree to submit to the jurisdiction and venue of such courts.


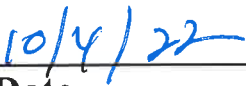
IN WITNESS WHEREOF, this Agreement is executed as of the date set forth above.


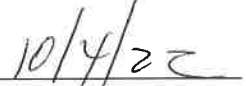
CLARKSON UNIVERSITY

By: 
Debra Pulenskey Drescher
Director of Legal Affairs, Compliance and Risk Management

By: 
Robyn Hannigan
Provost, Clarkson University

SUNY COBLESKILL

By:  
Marion A. Terenzio, Ph.D. **Date**
President

By:  
Susan J. Zimmermann, Ph.D. **Date**
Provost and Vice President for Academic Affairs

