



**ARTICULATION AGREEMENT FORM**

**A. SENDING AND RECEIVING INSTITUTIONS**

**Sending College:** Borough of Manhattan Community College (BMCC)  
Department: Business Management  
Program: Business Management  
Degree: A.A.S.

**Receiving College:** CUNY School of Professional Studies (CUNY SPS)  
Department: N/A  
Program: Business  
Degree: B.S.

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**B. ADMISSION REQUIREMENTS FOR SENIOR COLLEGE PROGRAM**

Graduates of the BMCC associate's degree program in Business Management will qualify for admission into the CUNY SPS Bachelor of Science degree in Business if they have maintained a minimum overall GPA of 2.5 and are in good standing at BMCC.

Applicants will follow the standard admissions process, which includes completing a transfer application and a personal essay that will help CUNY SPS understand the student's educational goals and readiness for baccalaureate study.

BMCC Business Management graduates will be awarded 60 transfer credits toward the bachelor's degree based on the Business Management curriculum effective spring 2018. Should that curriculum change, it will be necessary to reevaluate the transfer credit process. Courses in Mathematics and English require a grade of C or better for transfer in accordance with current University policy. Upon matriculation into the B.S. program in Business, students will be required to fulfill elective and major requirements specified on the following pages.

**Total transfer credits granted toward the baccalaureate degree: 60**

**Total additional credits required at the senior college to complete baccalaureate degree: 60**

**Total credits required for the B.S. in Business: 120**

**C. COURSE TO COURSE EQUIVALENCIES AND/OR TRANSFER CREDITS AWARDED**

BMCC graduates who complete the A.A.S. in Business Management will receive 60 credits toward the B.S in Business at CUNY SPS.

<b>General Education</b>		<b>17</b>
<b>Required Core</b>		<b>14</b>
English Composition	ENG 101 – English Composition	3
	ENG 201 – Introduction to Literature	3
Mathematical and Quantitative Reasoning	MAT 150 – Introduction to Statistics or MAT 2xx – Choose any MAT200 or higher	4
Life and Physical Sciences	Choose 1 from AST 110 or PHY110	4
<b>Flexible Core</b>		<b>3</b>
World Cultures and Global Issues	(complete at CUNY SPS)	
U.S. Experience in Its Diversity	(complete at CUNY SPS)	
Creative Expression	SPE 100 - Fundamentals of Speech	3
Individual and Society	(complete at CUNY SPS)	
Scientific World	(complete at CUNY SPS)	
Three credits in any of the above categories	(complete at CUNY SPS)	
<b>A.A.S. in Business Management</b>		<b>43</b>
<b>Major Requirements</b>		<b>41</b>
ACC 122 - Accounting Principles I		3
BUS 104 - Introduction to Business		3
BUS 110 - Business Law		3
BUS 150 - Business Communication		3
BUS 210 - Business Methods		3
BUS 220 - Managerial Decision Making		3
CED 361 - Business Management Internship I		2
CIS 100 - Introduction to Computer Applications OR CIS 200 - Introduction Systems and Technologies		3
ECO 201 - Macroeconomics OR ECO 202 - Microeconomics		3
FNB 100 - Introduction to Finance		3
MAR 100 - Introduction to Marketing		3
<b>Business Concentration Electives</b>		<b>9</b>
<b>General Elective</b>		<b>2</b>
<b>TOTAL CREDITS</b>		<b>60</b>

#### D. SUMMARY OF TRANSFER CREDITS FROM BMCC AND CREDITS TO BE COMPLETED AT CUNY SPS

To fulfill the Business Concentration Electives at BMCC students select from four areas. Those who opt for the General Management Concentration will have a different transfer credit configuration than those in the Finance and Banking, Marketing, and Hotel, Travel and Tourism Concentrations, as outlined below.

##### General Management

	Requirement	BMCC Transfer	Complete at SPS
<b>General Education</b>	<b>36</b>	<b>15</b>	<b>21</b>
Required Core	12	12*	0
Flexible Core	18	3	15
College Option	6	0	6
<b>Major</b>	<b>60</b>	<b>30</b>	<b>30</b>
Core	39	15-18	21-24
Capstone	3	0	3
Major Electives**	18	12-15	3-6
<b>Free Electives</b>	<b>24</b>	<b>15*</b>	<b>9</b>
<b>Total</b>	<b>120</b>	<b>60</b>	<b>60</b>

##### Finance and Banking, Marketing, and Hotel, Travel and Tourism

	Requirement	BMCC Transfer	Complete at SPS
<b>General Education</b>	<b>36</b>	<b>15</b>	<b>21</b>
Required Core	12	12*	0
Flexible Core	18	3	15
College Option	6	0	6
<b>Major</b>	<b>60</b>	<b>21</b>	<b>39</b>
Core	39	12-15	24-27
Capstone	3	0	3
Major Electives**	18	6-9	9-12
<b>Free Electives</b>	<b>24</b>	<b>24*</b>	<b>0</b>
<b>Total</b>	<b>120</b>	<b>60</b>	<b>60</b>

#### Notes:

\*Two credits from Required Core will be transferred as Free Elective credit.

\*\*A.A.S. major requirement includes ECO 201 OR ECO 202. Students who take ECO 201 at BMCC will satisfy ECO 202 at SPS, which is a required course. Students who take ECO 202 at BMCC will satisfy ECO 201 at SPS, which is a Business Elective course.

#### E. COURSE EQUIVALENCIES

BMCC	SPS
ACC 122 – Accounting Principles I	BUS 305 - Accounting Fundamentals
BUS 104 - Introduction to Business	BUS 200 - Introduction to Business
BUS 110 - Business Law	BUS 330 - Business Law I
BUS 200 – Business Organization and Management	BUS 320 - Principles of Management
BUS 311 – Human Resource Management	BUS 321 - Human Resource Management
CIS 200 - Introduction Systems and Technologies	CIS 101 - Computer Fundamentals and Applications
ECO 201 - Macroeconomics	ECO 202 - Macroeconomics
ECO 202 – Microeconomics	ECO 201 - Microeconomics
MAR 100 - Introduction to Marketing	BUS 315 - Principles of Marketing
SBE 100 – Product & Service Creation	BUS 340 - Small Business Management and Entrepreneurship

**F. SENIOR COLLEGE REQUIREMENTS FOR THE BACCALAUREATE DEGREE**

Students will be required to take the following courses at CUNY SPS after completing the A.A.S. in Business Management at BMCC.

**General Management**

<b>GENERAL EDUCATION</b>		<b>21</b>
<b>Required Core</b>		
English Composition	(complete at BMCC)	
Mathematical and Quantitative Reasoning	(complete at BMCC)	
Life and Physical Sciences	(complete at BMCC)	
<b>Flexible Core</b>		<b>15</b>
World Cultures and Global Issues	TBD by student	3
U.S. Experience in Its Diversity	TBD by student	3
Creative Expression	(complete at BMCC)	
Individual and Society	TBD by student	3
Scientific World	TBD by student	3
Three credits in any of the above categories	TBD by student	3
<b>College Option</b>		<b>6</b>
Six credits from the following choices: PHIL 110; COM 110; PLA 300 ; QUAN 201; COM 210		6
<b>BS in Business</b>		<b>39</b>
<b>Required Courses</b>		<b>21-24</b>
BUS 210 - Business Math		3
BUS 301 - Managerial Economics		3
BUS 305 - Accounting Fundamentals		0
BUS 310 - Foundations of Business Statistics		3
BUS 315 - Principles of Marketing		0
BUS 320 - Principles of Management		0
BUS 325 - Principles of Management Information Systems		3
BUS 330 - Business Law I		0
BUS 333 - Corporate Finance		3
BUS 335 - Operations Management		3
BUS 410 - Research Methods for Business Decision-Making		3
CIS 101 - Computer Fundamentals and Applications		0
ECO 202 - Macroeconomics		0-3
<b>Capstone: Students must also complete 3 credits from among the following capstone courses:</b>		
BUS 440 - Internship	BUS 470 - Strategic Management	3
BUS 460 - Virtual Enterprise	BUS 480 - Thesis	
<b>Business Electives: 18 credits required. 12 and 15 will be satisfied with BMCC courses.</b>		<b>3-6</b>
BUS 200 - Introduction to Business	BUS 340 - Small Business Management and Entrepreneurship	
BUS 306 - Managerial Accounting	BUS 345 - Strategic Electronic Marketing	
BUS 321 - Human Resource Management	BUS 346 - Investments	
BUS 331 - Global Business	BUS 348 - Real Estate Finance	
BUS 332 - Electronic Commerce	BUS 350 - Business Law II	
BUS 334 - Great Ideas in Business	BUS 415 - Essentials of Market Research	
BUS 336 - Special Topics in Business	ECO 201 - Microeconomics	
BUS 338 - International Trade	ORGD 341 - Organizational Change and Leadership	
BUS 339 - Sustainability and Green Business	PROM 210 - Project Management	
<b>Free Electives: 24 credits required. 15* credits from BMCC's will be transferred as free electives.</b>		<b>9</b>
<b>Transfer from BMCC</b>		<b>60</b>
<b>TOTAL CREDITS</b>		<b>120</b>

\*Two credits from Required Core will be transferred as Free Elective credit.

## Finance and Banking, Marketing, and Hotel, Travel and Tourism

<b>GENERAL EDUCATION</b>		<b>21</b>
<b>Required Core</b>		
English Composition	(complete at BMCC)	
Mathematical and Quantitative Reasoning	(complete at BMCC)	
Life and Physical Sciences	(complete at BMCC)	
<b>Flexible Core</b>		<b>15</b>
World Cultures and Global Issues	TBD by student	3
U.S. Experience in Its Diversity	TBD by student	3
Creative Expression	(complete at BMCC)	
Individual and Society	TBD by student	3
Scientific World	TBD by student	3
Three credits in any of the above categories	TBD by student	3
<b>College Option</b>		<b>6</b>
Six credits from the following choices: PHIL 110; COM 110; PLA 300 ; QUAN 201; COM 210		6
<b>BS in Business</b>		<b>39</b>
<b>Required Courses</b>		<b>24-27</b>
BUS 210 - Business Math		3
BUS 301 - Managerial Economics		3
BUS 305 - Accounting Fundamentals		0
BUS 310 - Foundations of Business Statistics		3
BUS 315 - Principles of Marketing		0
BUS 320 - Principles of Management		3
BUS 325 - Principles of Management Information Systems		3
BUS 330 - Business Law I		0
BUS 333 - Corporate Finance		3
BUS 335 - Operations Management		3
BUS 410 - Research Methods for Business Decision-Making		3
CIS 101 - Computer Fundamentals and Applications		0
ECO 202 - Macroeconomics		0-3
<b>Capstone: Students must also complete 3 credits from among the following capstone courses:</b>		
BUS 440 - Internship	BUS 470 - Strategic Management	3
BUS 460 - Virtual Enterprise	BUS 480 - Thesis	
<b>Business Electives: 18 credits required. Six and nine will be satisfied with BMCC courses.</b>		<b>9-12</b>
BUS 200 - Introduction to Business	BUS 340 - Small Business Management and Entrepreneurship	
BUS 306 - Managerial Accounting	BUS 345 - Strategic Electronic Marketing	
BUS 321 - Human Resource Management	BUS 346 - Investments	
BUS 331 - Global Business	BUS 348 - Real Estate Finance	
BUS 332 - Electronic Commerce	BUS 350 - Business Law II	
BUS 334 - Great Ideas in Business	BUS 415 - Essentials of Market Research	
BUS 336 - Special Topics in Business	ECO 201 - Microeconomics	
BUS 338 - International Trade	ORGD 341 - Organizational Change and Leadership	
BUS 339 - Sustainability and Green Business	PROM 210 - Project Management	
<b>Free Electives: 24 credits required. 24* credits from BMCC's will be transferred as free electives.</b>		
<b>Transfer from BMCC</b>		<b>60</b>
<b>TOTAL CREDITS</b>		<b>120</b>

\*Two credits from Required Core will be transferred as Free Elective credit.

## **G. ARTICULATION AGREEMENT FOLLOW UP PROCEDURES**

1. Procedures for reviewing, updating, modifying or terminating agreement:

The Academic Director and Department Chair from both programs will review the agreement annually. They will be expected to review student retention, progress to graduation including transitions between prerequisite and follow-on courses, degree completion and GPA. Modification or termination of this agreement requires the approval of both Chief Academic Officers of both institutions.

Should the agreement be modified or terminated, CUNY SPS shall honor the terms granted to students who have already transferred into the B.S. in Business.

2. Procedures for evaluating agreement, i.e., tracking the number of students who transfer under the articulation agreement and their success:

The CUNY Institutional Research Database will be used to track all transfer students, including their performance (credit accumulation and GPA) and persistence (retention and graduation).

3. Sending and receiving college procedures for publicizing agreement, e.g., college catalogs, transfer advisers, Websites, etc.:

Both CUNY SPS and BMCC value this agreement and see it as a “win” for our students. Both schools will promote the agreement in their respective publications (i.e. annual bulletins, course catalogs, websites, program marketing materials, etc.). Transfer advisors at BMCC will promote this agreement with eligible students.

**Effective Date:** Spring 2018