



TRANSFER ARTICULATION AGREEMENT

Utica College
Management (BS)

and

Mohawk Valley Community College
Business Management (AAS)

May 2016

Utica College and Mohawk Valley Community College, in recognition of a mutual respect for the integrity of parallel academic programs and in an effort to better serve students intending to pursue the completion of a bachelors degree, hereby enter into an agreement of articulated degree programs.

OBJECTIVES:

1. To encourage the transfer of qualified students from Mohawk Valley Community College (MVCC) to Utica College (UC).
2. To award academic credit for courses completed at MVCC, that meet the terms of the Associate Degree programs for application toward the requirements a Bachelor of Arts or a Bachelor of Science at UC.
3. To provide effective and concise guidelines for students seeking to transfer to UC. Students will have accurate and clear information regarding the transfer of their coursework and credits toward the Bachelors degree at UC.

TERMS OF THE TRANSFER ARTICULATION AGREEMENT:

1. UC guarantees the acceptance of students who completed an Associate Degree at MVCC with a cumulative GPA of 2.5 or better to UC. Transfer students who do not meet these criteria will be evaluated individually.
2. This agreement assumes the completion of the Associate Degree. UC requires that the last 30 credit hours granted toward the Bachelor degree must be earned in residence, with matriculated status. Additionally, the Bachelor of Arts degree requires that a minimum of 90 credits must be in the liberal arts while the Bachelor of Science requires a minimum of 60 credits must be in the liberal arts.
3. MVCC transfer Students will be subject to all general education requirements of UC as set forth in the UC catalogue.
 - Transfer students with a completed Associates Degree will be exempt from Components I & II of UC's Core Requirements.
 - Students who transfer 30 credits of liberal arts and sciences (with at least 2 courses in each of UC's three categories of Component II Core—including one lab science course) will be exempt from Component II Core.
 - Transfer Students who enter UC with Components I & II complete will be required to complete 3 credits of Component III: Integrated Writing.
4. This document is based upon the evaluation of course descriptions presented to UC. Courses will transfer to UC provided a grade of "C" or better has been earned. Credit will be granted where the coursework is comparable to that offered at UC or as general elective and/or liberal arts credit.
5. This Agreement shall remain in effect for a period of two years from the date listed below, with the provision that the terms specified herein will continue to apply to the students admitted from MVCC within one year of the expiration of the agreement. Each institution agrees to provide timely notice to the other in the event of any modification to the curriculum that might affect the compatibility for admission and transfer of coursework. This agreement may be subject to change, without notice, if curriculum requirements change at either institution. Students admitted to MVCC prior to such notification shall be admitted to UC on the basis of this agreement.

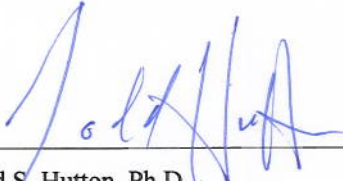
BENEFITS/ADVANTAGES:

1. MVCC transfer students are eligible for scholarship and financial aid in all ways the same as continuing Utica College students.
2. Utica College will provide housing in campus residence halls within the guidelines and practices governing availability of housing for continuing students.
4. MVCC transfer students are eligible to participate in internships, externships, co-ops, field placements and study abroad opportunities open to continuing Utica College students.

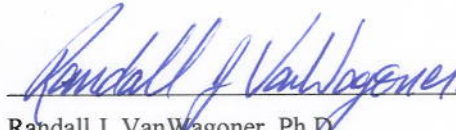
SIGNATURES

Utica College

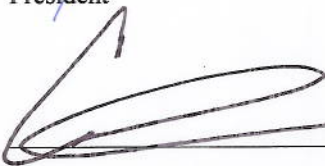
Mohawk Valley Community College



Todd S. Hutton, Ph.D.
President



Randall J. VanWagoner, Ph.D.
President



Craig P. Dewan, M.S.
Registrar



Michael H. Henningsen, M.S.
Asst. Director, Office of Career & Transfer Services

MVCC - Course Planning Worksheet

Name: _____ Date: _____

Curriculum: _____ Catalog Year: _____

Educational Goal: • AS • Transfer • Advisor: _____

Transfer Major: A.A.S. Business Management Transfer University: Utica College – Management (BS)

Fall: 1 Spring: _____ Summer: 20

Course Title & Number	Utica College Equivalency	Credit	Grade
ED 100-College Seminar		1	
EN 101-English I	ENG 101 WRITTEN COMMUNICATION I	3	
AC 115-Financial Accounting	ACC 201 FINANCIAL ACCOUNTING	3	
BM 129-Business Mathematics	MAT 11A MATHEMATICS ELECTIVE	3	
IS 101-Computers & Society	CSC 117 MICROCOMPUTERS AND APPLICATION SOFTWARE	3	
GE Social Sciences*	See elective equivalency list	3	
Phys Ed		.5	
Total Credits		16.5	

Fall: _____ Spring: 2 Summer: 20

Course Title & Number	Utica College Equivalency	Credits	Grade
BM 120-Prin.Marketin	MKT 211 PRINCIPLES OF MARKETING	3	
AC 116-Manag. Acct	ACC 202 MANAGERIAL ACCOUNTING	3	
BM 115-Prin of Macro	ECN 141 PRINCIPLES OF MACROECONOMICS	3	
MA 115-Inter. Math	MAT 124 INTERMEDIATE ALGEBRA	4	
Phys Ed		.5	
Total Credits		13.5	

Fall: 3 Spring: _____ Summer: 20

Course Title & Number	Utica College Equivalency	Credit	Grade
EN 102—English II	ENG 135 INTRODUCTION TO LITERATURE	3	
BM 251—Org. Behavior	MGT 2FE MANAGEMENT ELECTIVE	3	
IS 200—Spreadsheets Concepts & Apps	CSC 217 COMPUTER PROGRAMMING FOR BUSINESS APPLICATIONS	3	
BM 110-Microeconomics	ECN 131 PRINCIPLES OF MICROECONOMICS	3	
Concentration Ele **	See elective equivalency list	3	
Phys Ed		.5	
Total Credits		15.5	

Fall: _____ Spring: 4 Summer: 20

Course Title & Number	Utica College Equivalency	Credits	Grade
AC 131-Business Law I	BUL 302 LAW OF BUSINESS ORGANIZATIONS	3	
EN 150—Eff Speech	COM 103 INTRODUCTION TO PUBLIC SPEAKING	3	
GE Natural Science ***	See elective equivalency list	4	
Concentration Elective**	See elective equivalency list	3	
Concentration Elective**	See elective equivalency list	3	
PE Credit		.5	
Total Credits		16.5	

Notes:

For GE Social Sciences

Any GE Social Science course, except for BM 101, Survey of Economics. Choose from the following: AN 101, GE 101, PS 101, PY 101 or SO 101

****For Concentration Elective****

Students can choose courses from the following concentration choices:

- A.) General Business Management**—3 courses in any AC, BM, IS or CI 142, MA 110 EXCEPT for those already in the program, and AC 110, BM 100, BM 101, BM 110, BM 115, IS 100 or IS 101
- B.) Marketing**—BM 262 & 2 classes chosen from: BM 206, BM 213, BM 264, BM 294, IS 125 or MD 140
- C.) Recreation Management**—RE 100, RE 102 & RE 210
- D.) Computer Applications**—3 courses chosen from: AC 127, BM 294, IS 120, IS 125, IS 130, IS 140, IS 201, IS 208, IS 210, IS 220, IS 240, IS 250 or IS 280.
- E.) Human Resources Management**-- BM 254 & 2 classes chosen from: BM 108, BM 206, BM 244, BM 252, BM 294, IS 201, IS 210
- F.) International Business WITH Foreign Language**—BM 212, 1 course chosen from AN 102, BM 206, BM 213, BM 230, BM 262, BM 294, PS 202 AND 1 course in either French, Spanish, German, Italian or Spanish
- G.) International Business WITHOUT Foreign Language**-- BM 212, 1 course chosen from AN 102, BM 206, BM 213, BM 230, BM 262, BM 294, PS 202

*****For Natural Sciences*****

Student must take one of the following:

BI 103, BI 105, BI 141, BI 216, CH 101, CH 111, CI 131, Ch 141, GL 100, GL 101, GL 102, PH 112, PH 141, PH 151, PH 261 or WE 101

Student ID: _____
Student Name: _____
Adviser Name: _____

Publication: Summer - Fall 2015 Undergraduate Catalog
Program: Management (B.S.)
Minimum Credits Required: _____

Management (B.S.)

(Bachelor of Science Degree)

(Concentrations in General Management, Human Resources Management, and Marketing Management)

The purpose of the major is to prepare graduates for competent and responsible participation in business and society. Recognizing the crucial role of business activity for our economy and society, the major is designed to introduce students to the way business organizations function in the larger social context. Issues of ethics and social responsibility, the global nature of business, and technological developments are emphasized throughout the curriculum. Skills in interpersonal dynamics, research, and oral and written communicational skills are also emphasized. Coursework is presented following an integrative approach and supported with discipline-specific content areas. An emphasis is also placed on the importance of experiential learning. Students will also have the opportunity to complete an experiential learning internship or project.

Total credit hours required for degree: 120

Learning Objectives

Graduates from this program will be able to:

- demonstrate analytical and critical thinking skills.
- demonstrate effective oral communications skills.
- demonstrate effective written communications skills.
- demonstrate quantitative skills.
- demonstrate an awareness of the global business environment.
- demonstrate competence in the use of technology.
- identify and analyze legal and ethical issues in business.
- demonstrate a working knowledge of fundamental business and management concepts.
- demonstrate the ability to work well in a teamwork environment

Academic Requirements

See Core section of this catalog.

Core: 34-55 Credit Hours

Major Course Requirements

(Economics electives may be used to satisfy liberal arts requirements.)

Course Name	MVCC Course	Grade	Credits
MGT 101 - Introduction to Contemporary Business (3)			3
MGT 201 - Principles of Organization and Management (3)			
MKT 211 - Principles of Marketing (3)	BM 120		3
MGT 325 - Management of Technology (3)			
MGT 371 - Human Resource Management (3)			
FIN 333 - Corporate Finance (3)			
MGT 428 - Strategic Management and Leadership (3)			
MGT 470 - Management - Internship (3)			
• Elective - 300- or 400-level elective in Accounting, Economics, Finance, Management or Marketing (3) *			

27 Credit Hours

Note:

*Must be a course other than the one used in the concentration.

Major-Related Course Requirements

(Some of the following may be used to satisfy core and liberal arts requirements.)

Course Name	MVCC Course	Grade	Credits
ACC 201 - Financial Accounting (3)	AC 115		3
ACC 202 - Managerial Accounting (3)	AC 116		3
BUL 301 - The Legal Environment of Business (3)			

ECN 131 - Principles of Microeconomics (3)	BM 110		3
ECN 141 - Principles of Macroeconomics (3)	BM 115		3
ECN 241 - Statistics (3)			3
• Economics elective - 300- or 400-level course in Economics (3)			
•			
MAT 143 - Mathematical Analysis for Business & Economics I (3)			
• <i>or</i>			
MAT 201 - Calculus I (3)			4

24 Credit Hours

Concentration

Day students should select one concentration from among General Management, Human Resources Management, Marketing Management, and Risk Management and Insurance. Continuing Education students must select the General Management concentration.

Concentration in General Management

Choose two courses in Management at the 300- or 400-level (6)

Choose one 300- or 400-level course from each of two of the following areas:

Accounting, Economics, Finance, Marketing, and Risk Mgt & Insurance (6)

12 Credit Hours

Concentration in Human Resources Management

Choose any four of the following courses:

Course Name	MVCC Course	Grade	Credits
ECN 344 - Labor Problems (3)			
• <i>or</i>			
ECN 375 - Health Economics (3)			
•			
MGT 375 - Labor Relations and Collective Bargaining (3)			
MGT 471 - Organizational Behavior (3)			
MGT 473 - Total Compensation: Theories and Practices (3)			
MGT 474 - Human Resource Development (3)			
•			
MGT 300 - Selected Topics: (1 to 3) (If related to Human Resource Mgt)			
• <i>or</i>			
MGT 400 - Select Topics: Management (1 to 3) (If related to Human Resource Mgt)			

12 Credit Hours

Concentration in Marketing Management

Course Name	MVCC Course	Grade	Credits
MKT 481 - Marketing Management (3)			

Choose three of the following courses:

Course Name	MVCC Course	Grade	Credits
ECN 332 - Managerial Economics (3)			
MKT 311 - Elements of Integrated Marketing Communication (3)			3
MKT 313 - Marketing Research (3)			
MKT 315 - Consumer Behavior (3)			
MKT 412 - Sales Management and Personal Selling (3)			
MKT 415 - International Marketing (3)			
• Marketing 300 or 400 - Selected or Advanced Topics in Marketing (3)			

12 Credit Hours

Concentration in Risk Management and Insurance

Course Name	MVCC Course	Grade	Credits
RMI 273 - Introduction to Risk Management and Insurance (3)			
RMI 483 - Risk Management (3)			
Choose two of the following courses:			
Course Name	MVCC Course	Grade	Credits
RMI 325 - Principles of Insurance: Life, Health, and Annuities (3)			
RMI 326 - Principles of Insurance: Property and Liability (3)			
RMI 367 - Derivatives Markets (3)			
RMI 375 - Quantitative Financial Analysis of Risk (3)			
12 Credit Hours			
Electives			
The student must complete sufficient elective courses to earn at least the minimum credit hours required for this degree, and at least 60 credit hours of the 120 required must be in the liberal arts and sciences. Students are encouraged to select electives that will complement their major course of study, for example, courses in Anthropology, Communications, Government and Politics, History, International Studies, Law, Professional Ethics, Psychology, and Sociology.			
Notes:			
The Bachelor of Science requires a <u>minimum of 60 credits must be in the liberal arts</u> . A maximum of 60 credits may transfer in from a community college to be applied towards a bachelors degree.			

AAS Business Management course equivalencies			
ENG 101 Written Communication	EN 101	Liberal arts	
ENG 135 Introduction to Literature	EN 102	Liberal arts	
MAT 124 Intermediate Algebra	MA 115	Liberal arts	
COM 103 Introduction to Public Speaking	EN 150	Liberal arts	
	GE Social Science	Liberal arts	
	GE Natural Science	Liberal arts	
ECN 131 Principles of Microeconomics	BM 110		
MKT 211 Principles of Marketing	BM 120		
MAT 1LA Business Math	BM129	Liberal arts	
FEL 1FE Free Elective	ED 100		
CSC 117 Microcomputers & Application Software	IS 101		
MGT 2FE Management Elective	BM 251		
CSC 217 Comp Programming for Bus App	IS 200		
AAS Business Management elective equivalencies			
ACC 1FE Accounting Elective	AC 127		
BUL 301 The Legal Environment of Bus	AC 132		
ACC 2FE Accounting Elective	AC 230		
ACC 2FE Accounting Elective	AC 243		
ANT 205 Human Beings in Evolutionary Perspective	AN 101	Liberal arts	
ANT Anthropology Elective	AN 102	Liberal arts	
CRJ 355 Cybercrime Invest & Forens I	CI 142		
FIN 101 Personal Finance	BM 108		
ECN 141 Prin of Macroeconomics	BM 115	Liberal arts	
MGT 1FE Management Elective	BM 150		
PHI 2LA Philosophy Elective	BM 206	Liberal arts	
MKT 2FE Marketing Elective	BM 212		
MGT 2FE Business Logistics	BM 213		

ECN 343 Money and Banking	BM 230	Liberal arts	
FEL 1FE Free Elective	BM 240		
INS 322 Casualty Insurance	BM 243		
INS 2FE Life Accident Health Insr	BM 244		
MGT 2FE Management Elective	BM 252		
MGT 2FE Management Elective	BM 253		
MGT 2FE Human Resources Mgmt	BM 254		
MKT 2FE Marketing Elective	BM 262		
MKT 2FE Marketing Elective	BM 264		
MKT 2FE Marketing Elective	BM 294		
CSC 1FE Computer Opp Sys & Enviro	IS 120		
CSC 1FE Intro Multimedia App Business	IS 125		
CSC 1FE Desktop Publishing Business	IS 130		
CSC 117 Microcomputers & App Software	IS 140		
CSC 2FE Princpl Computer Security	IS 201		
CSC 2FE Prac Compt 21st Cent	IS 208		
CSC 118 The Internet: Inform Ret & Org	IS 210		
CSC 2FE Visual Basic Bus Applications	IS 220		
CSC 2FE Networking Essentials	IS 240		
CSC 2FE Web Development 1	IS 250		
CSC 2FE Web Development 2	IS 280		
ECN 241 Statistics	MA 110	Liberal arts	
MAT 143 Math Analys for Business & Eco	MA 140	Liberal arts	
GOV 203 Comparative Politics	PS 202	Liberal arts	
GOV 221 State & Local Government	PS 203		
GOV 261 International Relations	PS 205		
TRC 106 History & Philosophy of Recreation and Leisure	RE 100		
TRC 1FE Free Elective	RE 102		
TRC 2FE Free Elective	RE 210		
French, Spanish, German or Italian		Liberal arts	