

**BUSINESS CURRICULUM
ARTICULATION AGREEMENT
BETWEEN
HOFSTRA UNIVERSITY
AND
SUFFOLK COUNTY COMMUNITY COLLEGE**

Effective September 1, 2006



HOFSTRA UNIVERSITY

Suffolk

COUNTY COMMUNITY COLLEGE



HOFSTRA UNIVERSITY™

FRANK G. ZARB SCHOOL OF BUSINESS

**Transfer Credit Articulation Agreement
Between
Hofstra University
Frank G. Zarb School of Business
and
Suffolk County Community College**

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ARTICULATION AGREEMENT
between
HOFSTRA UNIVERSITY
and
SUFFOLK COUNTY COMMUNITY COLLEGE

This document represents the transfer credit Articulation Agreement between Hofstra and Suffolk County Community College. This agreement is applicable to Suffolk County Community College students transferring into the Frank G. Zarb School of Business.

The information included will be effective as of September 1, 2006 and renews automatically. This agreement will be reviewed by both institutions every other year and updated or terminated as determined by either party on six months notice.

The attached documents are the result of dialogue between the Suffolk County Community College and Hofstra University Deans and Department Chairs. Each business course outline has been reviewed by both parties for content and transferability.

Excerpts from the 2006-2007 Hofstra University General Bulletin are included describing the Zarb School of Business degree requirements for B.B.A. students, transfer credit and advanced standing policy.

1. Hofstra University will accept up to 65 semester hours (s.h.) of transfer credits from Suffolk County Community College. Any given course must have a grade of C- or better and the overall GPA must meet current Hofstra Bulletin requirements.
2. The attached articulation agreement serves as a guideline for the minimum number of transfer credits from Suffolk County Community College to Hofstra University. Suffolk County Community College students will be given the opportunity to complete the requirements for a Bachelor of Business Administration Degree from the Frank G. Zarb School of Business within four additional semesters of full-time study (12-17 s.h.).
3. To receive a Bachelor of Business Administration degree from the Frank G. Zarb School of Business students are required to complete a minimum of 128 semester hours. For details see specific requirements for the B.B.A. degree on page 5-7.
4. Hofstra University requires that at least 50% of the total business credits required for the Bachelor of Business Administration degree must be earned at Hofstra.

To better serve the needs of Suffolk County Community College students considering transfer to Hofstra, to facilitate the transfer process and to ensure that students are provided the information they need, it is agreed:

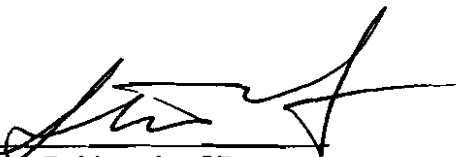
Hofstra University will:

- A. designate an academic adviser in the Center for University Advisement for SCCC students transferring to Hofstra. Additionally, an academic adviser in the Zarb School of Business will be designated to work with SCCC students transferring into a School of Business major.
- B. conduct an orientation and registration program specific for SCCC students transferring to Hofstra.
- C. provide regular on-site advising session on the SCCC campus for students interested in transferring to Hofstra.
- D. have faculty continue to work with SCCC faculty in reviewing additional courses for transferability.
- E. grant SCCC transfers who apply for housing by May 1st the same priority for housing assignments as all other new incoming students.
- F. designate a financial aid counselor for SCCC students transferring to Hofstra.

Suffolk County Community College will:

- A. publicize this agreement to students, faculty and professional staff in campus publications.
- B. have advisers inform interested students of this opportunity.
- C. provide a list upon request of graduates.
- D. provide a list upon request of business majors.
- E. organize a Hofstra Day for students to meet with your advisers on the SCCC campus.
- F. make sure brochures and other printed materials are distributed to the Transfer Office, Advisement Center and Academic Departments.
- G. advertise any special programs or events Hofstra is offering on the SCCC campus.

For Hofstra University:



Stuart Rabinowitz, J.D.
President
Hofstra University

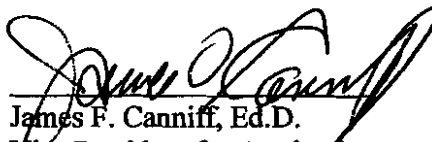
For Suffolk County Community College:



Shirley Robinson Pippins, Ed.D.
President
Suffolk County Community College



Herman A. Berliner, Ph.D.
Provost for Senior Vice President
for Academic Affairs



James F. Canniff, Ed.D.
Vice President for Academic
and Student Affairs

I. Degree Requirements for B.B.A. Students
BACHELOR OF BUSINESS ADMINISTRATION

Candidates for graduation with the degree of Bachelor of Business Administration must fulfill the following requirements:

1. The successful completion of at least 128 semester hours, including all requirements, and a cumulative grade point average of 2.0 in work completed at Hofstra.
 NOTE: Majors in accounting must also have an overall GPA of 2.0 in accounting course work at Hofstra. In addition, they must have a C- or better in ACCT 101, 102, 123, and 124 whether taken at Hofstra or transferred in from another institution. Otherwise, these accounting courses must be retaken at Hofstra since no waivers will be granted for them. Students transferring from two-year colleges who have successfully completed the equivalent of ACCT 123 and 124 will receive transfer credit for these courses provided that they successfully complete ACCT 125 with a grade of C or better.
2. At least 58 semester hours, including all requirements, must be in liberal arts, and 6 semester hours of general education requirements fulfilled by QM 1 and 122 must be completed.
3. B.B.A. students must complete in residence 15 semester hours in the major field of specialization and the last 30 hours toward their degree. The 15 hours need not be included within the last 30 hours.
4. At least 50 percent of the business credits required for the B.B.A. degree must be earned at Hofstra.
5. **Liberal Arts Distribution Requirements (33 s.h.)**
 - a. Humanities Division, 9 semester hours including:

Literature Category.....	3 s.h.
The Arts Category (Appreciation and Analysis <i>or</i> Creative Participation*)	3 s.h.
Literature Category <i>or</i> Appreciation and Analysis	3 s.h.

*Note: No more than 3 s.h. of Creative Participation courses may be used to satisfy the Humanities requirement.
 - b. Natural Sciences, Mathematics/Computer Science Division, 9 semester hours including:

Mathematics/Computer Science Category*	3 s.h.
Natural Sciences Category	3 s.h.
Natural Sciences Category <i>or</i> Mathematics/Computer Science Category*	3 s.h.

* B.B.A. students must take MATH 40 or above. Students who plan to pursue an M.B.A. degree are strongly urged to take a calculus course (MATH 61, 61A, or 71). See item 7b.
 - c. Social Sciences Division, 9 semester hours including:

Behavioral Social Sciences Category	3 s.h.
History, Philosophy, Religion Category	3 s.h.
Behavioral Social Sciences Category <i>or</i> History, Philosophy, Religion Category	3 s.h.
 - d. Cross-Cultural Division

- e. Interdisciplinary Studies Division3 s.h.
Choose one 3 s.h. course from the Interdisciplinary Studies Division or an elective from a) through d) above (excluding SPCM 1 or 7 or any other course as part of the Specific Liberal Arts requirements for B.B.A. students stated below).
6. **ENGL 1 and 2** (6 s.h.), which includes the Writing Proficiency Exam (See University Degree Requirements. [All students must take and pass the Hofstra English Proficiency Exam as a requirement for graduation.]
7. **Specific Liberal Arts Requirements for B.B.A. Students** (18 s.h.)
Students may use courses listed below (except SPCM 1 or 7) to fulfill or reduce the Liberal Arts Distribution Requirements listed above in section 5. Students should see an adviser in their major department.
- a. ECO 1, 26 s.h.
A third economics course if specified by the department. (These economics courses may not be taken on a Pass/D+/D/Fail basis.)
NOTE: a maximum of 9 semester hours in economics will be accepted toward the fulfillment of the liberal arts requirement.
- b. Mathematics course: MATH 40 or above, *chosen under business department advisement* for majors in Accounting, Business Computer Information Systems, Entrepreneurship, International Business, Legal Studies in Business, Management and Marketing. For majors in Finance, MATH 61, 61A, or 71 or above, *chosen under business department advisement*.....3 s.h.
- c. Ethics course: PHI 14 or 903 s.h.
- d. Speech course: SPCM 1 or 7.....3 s.h.
- e. Political science course (any PSC course fulfills the requirement) ...3 s.h.
8. **International business majors must fulfill the following additional specific liberal arts requirements.** *Any of the courses listed below may be used to fulfill or reduce the Liberal Arts Distribution Requirements listed above in Section 5. Students should see an adviser in the Department of Marketing and International Business.*
- a. ECO 142
- b. 3 s.h. chosen from CLL 39 or 40; ENGL 43 or 44; HIST 11 or 12.
- c. Foreign language, level 5 or equivalent; standardized test assessments acceptable (*no credit provided for tests*).
9. **Additional Liberal Arts Electives**
Students may select courses from any liberal arts area as needed to complete the minimum of 58 s.h.
10. **Requirements for B.B.A. Majors** (18-24 s.h.)
- | | |
|--|---------|
| Accounting | 24 s.h. |
| Business Computer Information Systems..... | 24 s.h. |
| Entrepreneurship | 24 s.h. |
| Finance..... | 21 s.h. |
| International Business..... | 21 s.h. |
| Legal Studies in Business | 21 s.h. |
| Management..... | 18 s.h. |

- Marketing.....21 s.h.
11. **Business Core Requirements (34 s.h.)**
- ACCT 101, 102 (sophomores or above)H6 s.h.
- BCIS 144 s.h.
- FIN 101 (sophomores or above)H3 s.h.
- FIN 110 (juniors or above)H3 s.h.
- GBUS 180 or 180H (seniors only)H3 s.h.
- IB 150 (sophomores or above)H3 s.h.
- LEGL 203 s.h.
- MGT 101 (sophomores or above)H3 s.h.
- MGT 110 (juniors or above) H.....3 s.h.
- MKT 101 (sophomores or above)H3 s.h.
- HSophomore class standing (completion of 24 s.h. or above) is required. Junior class standing (completion of 58 s.h. or above) is required. Senior class standing (completion of 88 s.h. or above) is required. These requirements cannot be waived.
12. **General Education Requirements**
- QM 1, 122.....6 s.h.
13. **Free Electives**
- Electives as needed to complete the 128 semester hour minimum.

II. Transfer Credit and Advanced Standing Policy

TRANSFER CREDIT AND RESIDENCY REQUIREMENTS

1. **Transfer of Business Credits**
At least 50% of the business credits required for the B.B.A. degree must be earned at Hofstra.
2. **Transfer of Liberal Arts Distribution Courses**
Students may be able to use transfer credit and/or advanced standing/placement credit to reduce the liberal arts distribution course requirements in the Bachelor of Business Administration program described above.
Credits earned elsewhere may be used to reduce distribution requirements only if courses are completed *before the student matriculates at Hofstra*. Credits that Hofstra students earn as visiting students elsewhere *may not be used* to reduce distribution course requirements. See HCLAS transfer credit requirements regarding transfer credit of liberal arts distribution courses.
3. **Hofstra Students as Visiting Students Elsewhere**
Currently enrolled Hofstra students who want to earn business or nonbusiness credits as visiting students elsewhere must obtain prior approval from the major adviser and/or chairperson of their major department and the Office of the Dean, Zarb School of Business. Only business credits earned at AACSB-accredited institutions may be approved.

TRANSFER CREDIT

Transfer credit will be given for appropriate courses completed at regionally-accredited institutions previously attended in accordance with the ratings contained in the current Report of Credit Given by Educational Institutions of the American Association of Collegiate Registrars and Admissions Officers. Official college transcripts of completed course work should be forwarded directly to the Office of Admissions for evaluation as part of the student's application for admission.

TRANSFER CREDIT POLICY

Appropriate courses completed with a minimum grade of C- or the equivalent at fully-accredited institutions are transferable. Grades attained at another institution are not recorded on the Hofstra record and are not included in the grade point average to meet graduation requirements. Appropriate courses completed at fully-accredited institutions with a grade of D or the equivalent will be considered for course credit without semester hour value. These may not apply toward the total number of credits needed for graduation. As many as 30 elective credits graded on a pass/fail basis from another accredited institution may be transferred to Hofstra. Students transferring to Hofstra with more than 30 credits graded on a Pass/Fail basis must have the approval of the Undergraduate Academic Affairs Committee. For these students, courses graded pass/fail shall not exceed 50 percent of the total credit hours required for the degree.

1. A course deemed appropriate for transfer is one which might logically be a part of the course of study offered at Hofstra University.
2. The semester hours of transfer credit (advanced standing) allowed a transfer will not necessarily apply to the major selected by the student and may not necessarily satisfy university graduation requirements.
3. A maximum of 64 semester hours is transferable from a junior or community college with the following exceptions:
 - o engineering programs, 69 semester hours and
 - o business administration programs, 65 semester hours.
4. The amount of transfer credit per course shall not exceed the amount of semester hour credit allowed at the credit granting institution.
5. Credits earned at institutions on quarter or term systems shall be prorated with the semester system.

NOTE: switching schools and/or majors may entail loss of credit.

ADVANCED STANDING

Hofstra University participates in the following testing programs for which students may receive advanced standing upon admission:

- ξ Advanced Placement Examinations (AP)
- ξ College Level Examination Program (CLEP)
- ξ International Baccalaureate Program (IB)

Students should forward official testing results to the Office of Admissions. Examination results will be evaluated prior to enrollment. The maximum number of credits that may be received through tested credit is 30. Credit will not be awarded for CLEP exams taken in foreign language.

III. Major Requirements

A. Accounting (24 s.h.)

B.B.A. Specialization in Accounting: This program qualifies students for admission to the New York State Certified Public Accountant (CPA) examination and to those of many other states. (Note: The New York State Board of Regents adopted the 150-hour requirement for admission to the CPA examination effective August 2004. Students should check with their major adviser.) This option reduces the experience requirement for certification to one year. Students planning to obtain CPA licenses in states other than New York should also consider taking the New York state 150-hour option. Majors in accounting must have an overall grade point average of 2.0 in accounting course work at Hofstra. In addition, they must have a C- or better in ACCT 101, 102, 123 and 124 whether taken at Hofstra or transferred in from another institution. Otherwise, these accounting courses must be retaken at Hofstra since no waivers will be granted for them. The requirements are: ACCT 123, 124, 125, 131, 133, 143, 144; LEGL 24 and electives chosen under advisement.

B. Business Computer Information Systems and Quantitative Methods (24 s.h.)

B.B.A. Specialization in Business Computer Information Systems: (All specializations must have prior approval of adviser). BCIS 30; one of the following four courses: BCIS 40, 50, 90, 95; and 116, 117, and 120. (NOTE: Students who choose the E-Commerce and Internet Technology Track must take BCIS 95.) All students must select one of the following tracks:

Track I: Information Systems Technology

Required courses (noted above)	15 s.h.
Three BCIS electives, selected under advisement, (3 s.h. each)	<u>9 s.h.</u>
	24 s.h.

Track II: E-Commerce and Internet Technology

Required courses (noted above)	15 s.h.
BCIS 35, 76, 136 (3 s.h. each)	<u>9 s.h.</u>
	24 s.h.

Track III: Network Design and Management

Required courses (noted above)	15 s.h.
BCIS 122, 123 (3 s.h. each)	6 s.h.
One BCIS elective, selected under advisement, (3 s.h.)	<u>3 s.h.</u>
	24 s.h.

C. Entrepreneurship (24 s.h.)

B.B.A. Specialization in Entrepreneurship:

All specializations must have prior approval of adviser. The requirements are: ENTR 115, 120, 125 and one of the following: ENTR 165, 170 or 185; and four 3 s.h. courses from one of the following areas: ACCT, BCIS, FIN, LEGL, MGT or MKT (excluding Business Core listed under #11 of Zarb School of Business Bachelor of Business Administration requirements) selected under advisement.

D. Finance (21 s.h.)

B.B.A. Specialization in Finance: FIN 132, 160, 165 and 12 semester hours of electives in finance. (No credit given for FIN 31. With permission of department chairperson, finance elective credit given for GBUS 170); three semester hours of economics chosen from ECO 125, 130, 132, or 142; and electives chosen under advisement.

E. International Business (21 s.h.)

B.B.A. Specialization in International Business: The core requirements are: IB 150, 154; one of the following four courses: IB 160, 161, 162, or 163; IB 175, FIN 165, MGT 171, and MKT/IB 170. In addition, a three-credit IB elective not part of IB core is required. Only one additional IB 160-level course can be taken as an elective.

F. Legal Studies in Business (21 s.h.)

B.B.A. Specialization in Legal Studies in Business: All specializations must have prior approval of adviser. The requirements are: LEGL 20, 23, 24, 25 and four legal studies electives. Under advisement, students may choose two of their electives from the following courses in other departments: ECO 131, 171; FIN 170, 175; HIST 123; PHI 120; PSC 120. See course listings for prerequisites.

G. Management (18 s.h.)

B.B.A. Specialization in Management: All specializations must have prior approval of adviser. Any six three-credit undergraduate elective courses in management and/or general business (except GBUS 1 and 180 or 180H) based on the student-s specified concentration.

H. Marketing (21 s.h.)

B.B.A. Specialization in Marketing: All specializations must have prior approval of adviser. The requirements are: MKT 124, 144, 175; and four additional three-credit courses in marketing (may include GBUS 170).

B.B.A. Summary Information

To receive a Bachelor of Business Administration degree from the Frank G. Zarb School of Business students are required to complete a minimum of 128 semester hours.

LIBERAL ARTS (58 s.h.) & GENERAL EDUCATION REQ. (6 s.h.)	64 S.H. MIN.
BUSINESS CORE, MAJOR REQUIREMENTS & FREE ELECTIVES.....	<u>64 S.H. MIN.</u>
TOTAL B.B.A.	128 S.H. MIN.

(64 s.h.)	<u>Liberal Arts & General Education Requirements</u>	
	Hofstra University Liberal Arts Distribution Requirements	33 s.h.
	Frank G. Zarb School of Business Specific Liberal Arts.....	18 s.h.
	Additional Liberal Arts Electives	1 s.h.
	General Education Requirements (QM 1, 122)	6 s.h.
	English Composition (ENGL 1, 2)	6 s.h.
(34 s.h.)	<u>Business Core Requirements</u>	
	ACCT 101, 102 (sophomores or above)	6 s.h.
	BCIS 14	4 s.h.
	FIN 101 (sophomores or above)	3 s.h.
	FIN 110 (juniors or above)	3 s.h.
	GBUS 180 or 180 H (seniors only)	3 s.h.
	IB 150 (sophomores or above)	3 s.h.
	LEGL 20.....	3 s.h.
	MGT 101 (sophomores or above)	3 s.h.
	MGT 110 (juniors or above)	3 s.h.
	MKT 101 (sophomores or above)	3 s.h.
(18-24 s.h.)	<u>Major Requirements for B.B.A.</u>	
	Accounting	24 s.h.
	Business Computer Information Systems	24 s.h.
	Entrepreneurship.....	24 s.h.
	Finance	21 s.h.
	International Business	21 s.h.
	Legal Studies in Business.....	21 s.h.
	Management	18 s.h.
	Marketing	21 s.h.
(6-12 s.h.)	<u>Free Electives</u>	
	Electives as needed to complete the 128 semester hour minimum.	
	Sophomore class standing (completion of 24 s.h. or above).	
	Junior class standing (completion of 58 s.h. or above).	
	Senior class standing (completion of 88 s.h. or above).	
	At least 50% of the business credits required for the B.B.A. degree must be earned at Hofstra. Last 30 semester hours must be taken at Hofstra.	

Hofstra University Liberal Arts Requirements

Liberal Arts Distribution Requirements

Humanities (9 s.h.)

Literature (LT) 3 s.h.

The Arts: 3 s.h.

Appreciation and Analysis (AA)

or

Creative Participation* (CP)

Section Elective: LT or AA 3 s.h.

*No more than 3 s.h. may be completed in Creative Participation

Natural Sciences, Mathematics/Computer Science (9 s.h.)

Math/Computer Science (MC) 3 s.h.

Natural Sciences (NS) 3 s.h.

Section Elective: MC or NS 3 s.h.

Social Sciences (9 s.h.)

Behavioral Social Sciences (BH) 3 s.h.

History, Philosophy, Religion (HP) 3 s.h.

Section Elective: BH or HP 3 s.h.

Cross Cultural (CC) 3 s.h.

Interdisciplinary Studies (IS) 3 s.h.

Specific Liberal Arts Requirements for B.B.A. Students

Eco 1, 2 6 s.h.

Math 40 3 s.h.

Ethics (PHI 14 or 90) 3 s.h.

Speech (SPCM 1 or 7) 3 s.h.

Political Science 3 s.h.

Composition Requirements

ENGL 1, 2 6 s.h.

Course Equivalents

Hofstra University Liberal Arts Requirements

SCCC

Hofstra Equivalent

Liberal Arts Distribution Requirements

Humanities (9 s.h.)

<i>Literature (LT)</i>	EG 61	ENGL 41
	EG 62	ENGL 42
	EG 71	ENGL 51
	EG 72	ENGL 52
<i>Appreciation and Analysis (AA)</i>	VA 17	AH 3
	VA 18	AH 4
	MU 11	MUS 3
	MU 51	MUS 122
	MU 24	MUS 129
	TH 11	DRAM 1
<i>Creative Participation (CP)</i>	CO 11	SPCM 1
	CO 15	SPCM 7
	MU 40	MUS 1
	MU 62	MUS 20 (.5cr)
	MU 91	MUS 21 (.5cr)
	MU 93	MUS 20 (.5cr)
	MU 94	MUS 20 (.5cr)
	MU 95	MUS 20 (.5cr)
	MU 98	MUS 22 (.5cr)
	MU 99	MUS 20 (.5cr)
	TH 18	DRAM 78
	TH 21	DRAM 59A
	TH 25	DRAM 157

Natural Sciences, Mathematics/Computer Science (9 s.h.)

<i>Mathematics/Computer Science (MC)</i>	CM/CS 50	CSC 15
	CM/CS 51	CSC 16
	CM/CS 11	CSC 5
	MA 22	MATH 30A
	MA 36	MATH 40
	MA 64	MATH 61
	MA 68	MATH 50
	MA 70	MATH 50
	MA 87	MATH 71
	MA 88	MATH 71
	MA 89	MATH 71
	MA 92	CSC 14

<i>Natural Sciences (NS)</i>	BY 14	BIO 3
	BY 17	BIO 4
	BY 50	BIO 11,12,13 or 14*
	BY52	BIO 11,12,13,or 14*
	CH 33	CHEM 3A, 3B
	CH 34	CHEM 4A, 4B
	ES 15	GEOL 1C
	ES 16	GEOL 2C
	ES24	GEOL 5
	PH 37	PHYS 4
	PH 53	PHYS 1A, 1B
	PH 54	PHYS 2A, 2B
	PH 71	PHYS 11A
	PH 72	PHYS 11B
	PH 73	PHYS 12A
PH 74	PHYS 12B	

*Depending on departmental placement test (maximum 8 s.h.)

Social Sciences (9 s.h.)

<i>Behavioral Social Sciences (BH)</i>	AN 11	ANTH 3
	AN 21	ANTH 1
	AN 31	ANTH 5
	AN 55	ANTH 101
	CD11	SOC 8
	CJ 11	PSC 129
	CJ 41	SOC 172
	CJ 75	SOC 7
	GY16	GEOG 2
	PO 25	PSC 1

	SOC 11	SOC 4
	SOC 17	SOC 102
	SOC 22	SOC 103
	SOC 24	SOC 34
	SOC 33	SOC 36
	SOC 35	SOC 7
	SOC 37	SOC 104
	SOC 55	SOC 160

<i>History, Philosophy, or Religion (HP)</i>	HS 11	HIST 11
	HS 12	HIST 12
	ID 11	HIST 11
	ID 12	HIST 12
	PL 11	PHI 10
	PL 23	PHI 14
	PL 30	PHI 163
	HF 31	JWST 101

Specific Liberal Arts Requirements for B.B.A. Majors

Economics (6 s.h.)	EK 21	ECO 1
	EK 22	ECO 2

Mathematics (3 s.h.)	MA 36	MATH 40
	MA 64	MATH 61
	MA 68 or 70	MATH 50
	MA 87	MATH 71
	MA 88	MATH 72
	MA 89	MATH 73
	MA 90	MATH 131
	MA 93	MATH 135A

Ethics (3 s.h.), Philosophy	PL 23	PHI 14
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Speech (3 s.h.), Speech Communication	CO 11	SPCM 1
	CO 15	SPCM 7

Political Science (3 s.h.)	PO 20	PSC 115
	PO 25	PSC 1
	PO 40	PSC 135

Composition Requirements (6 s.h.)

English Composition	EG 11	ENGL 1
	EG 13	ENGL 2

Course Equivalents

Hofstra University Business Requirements

SCCC

Hofstra Equivalent

General Education Requirements

MA 23/MAT 103	Statistics I	QM 1	Intro. To Business Statistics
MA 24/MAT 104	Statistics II	QM 122	Inter. Business Statistics

Business Core Requirements

AC 11/ACC 101	Principles of Accounting I	ACCT 101	Financial Accounting
AC 12/ACC 102	Principles of Accounting II	ACCT 102	Managerial Accounting
AC 13/ACC 113 and AC 14/ACC 114	Fundamentals of Accounting I; Fundamentals of Accounting II	ACCT 101	Financial Accounting
AC 15/ACC 115	Managerial Accounting	ACCT 102	Managerial Accounting
AC 84/ACC 124	Corporate Finance	FIN 101	Intro. To Finance, Financial Markets & Institutions
BA 51/BUS 208	Management Principles and Practices	MGT 101	Intro. To Management
BD 57/MKT 101	Principles of Marketing	MKT 101	Principles of Marketing
BA 62/BUS 141	Fundamentals of International Business	IB 150	Intro. To International Business

For Accounting Majors

*AC 51/ACC 201	Intermediate Accounting I; Intermediate Accounting II	ACCT 123& 124	Financial Accounting – Theory & Practice
*AC 52/ACC 202	Intermediate Accounting I; Intermediate Accounting II	ACCT 123& 124	Financial Accounting – Theory & Practice
BL 72/LAW 212	Business Law II	LEGL 24	Legal Aspects of Business Organization

*To receive credit for ACCT 123 & 124, a student must receive a C or better in ACCT 125, Accounting Entities, at Hofstra.

General Business (Non-Major) Electives

AC 37/ACC 137	Computer Accounting Principles	GB 889	General Business Elective
AC 70/ACC 210	Cost Accounting I	GB 889	General Business Elective
AC 82/ACC 212	Electronic Spreadsheet Application for Acct.	GB 889	General Business Elective
BL 40/LAW 101	Introduction to Law	No Credit	
BL 43/LAW 202	Civil Litigation	No Credit	
BL 47/LAW 105	Law Office Management and Practices	No Credit	
BL 50/LAW 260	Paralegal Internship	No Credit	
BL 70/LAW 170	Law For Business	No Credit	
BL 71/LAW 111	Business Law I	LEGL 889	Legal Studies Elective
BA 11/BUS 101	Introduction To Business	GB 1	Foundations of Business
BA 15/BUS 105	Personal Financial Management	FIN 31	(Non-Finance Major Elective)
BA 21/BUS 107	Business Mathematics	No Credit	
BA 22/BUS 112	Computing For Business	No Credit	
BA 29/BUS 109	Supervision: Concepts and Practices	No Credit	
BA 42/BUS 114	Professional Development	No Credit	
BA 52/BUS 121	Office Management	GB 889	General Business Elective
BA 55/BUS 127	Organizational Behavior	GB 889	General Business Elective
BA 56/BUS 129	Human Resources Management	GB 889	General Business Elective
BD 58/MKT 201	Cases in Marketing Management	GB 889	General Business Elective
BD 59/MKT 107	Consumer Behavior	GB 889	General Business Elective
BD 63/RET 111	Retail Principles	GB 889	General Business Elective
BD 64/RET 112	Retailing Buying and Merchandising	GB 889	General Business Elective
BD 65/RET 115	Introduction to the Fashion Business	GB 889	General Business Elective
BD 68/RET 201	Retail Store Operations and Administration	GB 889	General Business Elective
BD 69/RET 211	Retail Management Problems	GB 889	General Business Elective
BD 70/RET 213	Advertising	GB 889	General Business Elective
BD 73/MKT 216	Salesmanship	GB 889	General Business Elective
BD 79/MKT 218	Marketing Research	GB 889	General Business Elective