

The City University of New York

Articulation Agreement

Agreement initiated by: Lehman College

Sending College: Bronx Community College (BCC)

Department: Business and Information Systems

Programs: Business Administration -
Accounting Option
Management Option
Marketing Management Option

Degree: Associate in Science (A.S.) Business Administration

Receiving College: Lehman College

Department: Economics, Accounting, and Business Administration

Degree: Bachelor of Business Administration (B.B.A.)

Admission requirements: This agreement concerns only the holders of an A.S. degree from BCC in one of the three programs listed above. BCC graduates in these programs will receive 60 credits toward the B.B.A. In addition, they will be deemed to have met all lower level division general education requirements at Lehman College. Students must complete one course designated as writing intensive after transferring to Lehman that may be chosen from among major, minor, upper-division general education or elective courses. The only general education courses the BCC graduates will be required to take at Lehman College will be:

LEH 300: The Humanities (3 credits); and,
LEH 301: The American Experience (3 credits).

Total Bronx Community College transfer credits toward the B.B.A. degree: 60 credits

Total Lehman College credits remaining to complete B.B.A. degree: 60 credits

COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED

Articulation with BCC's Business Administration- A.S. Degree

Sending College		Receiving College	
Bronx Community College		Lehman College	
Course and Title	Cr.	Course and Title	Cr. Granted
<i>CORE REQUIREMENTS</i>		<i>GENERAL EDUCATION</i>	
ENG 11 Fundamentals of Written Comp	3	ENG 101 (110)	3
CMS 11 Fund. of Interpersonal Comm.	3	SPE 204	3
HIS 10 History of Modern World or HIS 11 Introduction to Modern World	3	HIS 272	3
MTH 29 Pre-calculus for Business or MTH 30 Pre-calculus Math or MTH 31 Anal. Geom and Calc. 1	4	MAT 171 or MAT 172 or MAT 175	4
BIO 11, CHM 10, CHM 11, PHY 11, AST 11, or AST 12 (Natural Science)	4	BIO 166, CHE elective, CHE 166/167, PHY 166, or AST elective	4
SUBTOTAL	17	SUBTOTAL	17
REQUIRED AREAS OF STUDY			
ECO 11 Microeconomics or ECO 12 Macroeconomics	3	ECO 167 or ECO 166	3
ENG 12 Fund. of Written Comp. II or ENG 14,15 or 16 Comp and Lit	3	ENG 102 (120) or 211, 212, or 213	3
Restricted Electives (Select from Art, Econ, Hist, only 1 course in Health Ed or 2 courses in Phys Ed, Mod Lang, Music, Philo, Psych, Pol Sc, Soc -- No more than 2 courses from the same department or discipline)	7	General Education Electives	7
SUBTOTAL	13	SUBTOTAL	13
SPECIALIZATION REQUIREMENTS			
One of three Options: Accounting; or Management; or Marketing Management See pages 3, 4, and 5.	30	Business Courses/General Electives	30
GRAND TOTAL	60	GRAND TOTAL	60

COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED*

Articulation with BCC's Business Administration- Accounting Option

Sending College		Receiving College		Credit Granted
		Equivalent (Or Other Evaluation)		
Course & Title	Cr.	Course & Title	Cr.	
Specific Program Requirements (Including Prerequisites)				
ACC 11-Fundamental Accounting I	4	ECO 171-Principles of Accounting I	3	3
BUS 41-Business Statistics	3	ECO 302-Economic & Business Statistics	3	3
BUS 51-Business Org. & Mgmt.	3	ECO 304-Principles of Management	3	3
CMS 12-Voice & Diction-Business	2	SPE 101-Voice & Articulation	2	2
DAT 10-Computer Fund. & Applic.	3	CIS 106-Computer Literacy	3	3
LAW 41-Business Law	3	ECO 336-Business Law I	3	3
ACC 12-Fundamental Accounting II	4	ECO 272-Principles of Accounting II	3	3
ACC 13-Intermediate Accounting	4	ECO 334-Intermediate Accounting I	3	3
ACC 15-Accounting Info. Systems	3	General Elective	3	3
KEY 10-Keyboarding for Computers	1	General Elective	1	1
Credit diff between ACC 11 & ECO 171, ACC 12 & ECO 272, ACC 13 & ECO 334		General Elective	3	3
SUBTOTAL				30
TOTAL				60

* Course equivalency information is available and kept current on the CUNY Transfer Information and Program Planning System (CUNY TIPPS) website. Log on to TIPPS (tipps.cuny.edu) and click on *Transfer Policies* for important information regarding the transfer of general education courses.

CUNY's transfer policy states: Upon transfer, students will be granted a minimum of 60 credits toward a baccalaureate degree and be required to complete only the difference between 60 credits granted and the total credits normally required for the baccalaureate degree.

COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED*

Articulation with BCC's Business Administration - Management Option

Sending College		Receiving College		Credit Granted
		Equivalent (Or Other Evaluation)		
Course & Title	Cr.	Course & Title	Cr.	
<i>Specific Program Requirements (Including Prerequisites)</i>				
ACC 11 -Fundamental Accounting I	4	ECO 171-Principles of Accounting I	3	3
BUS 41-Business Statistics	3	ECO 302-Economic & Business Statistics	3	3
BUS 51-Business Org. & Mgmt.	3	ECO 304-Principles of Management	3	3
CMS 12-Voice & Diction-Business	2	SPE 101-Voice & Articulation	2	2
DAT 10-Computer Fund. & Applic.	3	CIS 106-Computer Literacy	3	3
LAW 41-Business Law	3	ECO 336-Business Law I	3	3
BUS 21-Small Business Management	3	General Elective		3
FIN 31-Principles of Finance	3	General Elective	3	3
MKT 11-Principles of Marketing	3	General Elective	3	3
MKT 41-Mgmt. of Retail Operations	3	General Elective	3	3
Credit difference ACC 11 & ECO 171		General Elective	1	1
			SUBTOTAL	30
			TOTAL	60

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CUNY's transfer policy states: Upon transfer, students will be granted a minimum of 60 credits toward a baccalaureate degree and be required to complete only the difference between 60 credits granted and the total credits normally required for the baccalaureate degree.

COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED*

Articulation with BCC's Business Administration- Marketing Management Option

Sending College		Receiving College		Credit Granted
		Equivalent (Or Other Evaluation)		
Course & Title	Cr.	Course & Title	Cr.	
<i>Specific Program Requirements (Including Prerequisites)</i>				
ACC 11 -Fundamental Accounting I	4	ECO 171-Principles of Accounting I	3	3
BUS 41-Business Statistics	3	ECO 302-Economic & Business Statistics	3	3
BUS 51-Business Org. & Mgmt.	3	ECO 304-Principles of Management	3	3
CMS 12-Voice & Diction-Business	2	SPE 101-Voice & Articulation	2	2
DAT 10-Computer Fund. & Applic.	3	CIS 106-Computer Literacy	3	3
LAW 41-Business Law	3	ECO 336-Business Law I	3	3
MKT 11-Marketing	3	General Elective	3	3
MKT 48-Marketing Management	3	General Elective	3	3
MKT 18-Consumer Behavior or MKT 47-E-Marketing	3	General Elective	3	3
MKT 41-Mgmt. of Retail Operations or MKT 43-Principles of Advertising	3	General Elective	3	3
Credit difference ACC 11 & ECO 171		General Elective	1	1
				SUBTOTAL 30
				TOTAL 60

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**LEHMAN COLLEGE UPPER DIVISION COURSES REMAINING FOR
BACCALAUREATE DEGREE**

**Articulation with BCC's Business Administration - A.S. Degree
Accounting, Management, and Marketing Management Options**

<u>Course and Title</u>	<u>Credits</u>
<i>General Education (Liberal Arts, Core, Distribution) and other Required Courses</i>	
ENW 204: Report Writing	3
LEH 300: The Humanities	3
LEH 301: The American Experience	3
*MAT 171: Problem Solving for Management, Economics, and Life Sciences or MAT 174: Elements of Calculus (Either course satisfies math requirement.)	0-4
SUBTOTAL	
9-13	
<i>Prerequisite and Major Courses</i>	
<i>A. Foundation Courses:</i>	
*ECO 166 or 167 Macroeconomics or Microeconomics	3
*ECO 272: Principles of Accounting II	0-3
ECO 324: International Economics	3
ECO 331: Industrial Organization and Management	3
ECO 402: Quantitative Methods for Economics and Business	3
ECO 405: Management Process and Systems	3
ECO 431: Managerial Economics	3
<i>B. Areas of Specialization: 3 courses in one of the following five blocks</i>	6-9
1. Finance:	
ECO 307: Financial Institutions	
ECO 308: Corporation Finance	
ECO 310: Security and Investment Analysis	

2. Marketing:

ECO 332: Marketing Management
ECO 367: Consumer Behavior
ECO 467: Marketing Research

3. Human Resources:

ECO 328: Human Resources Management
ECO 326: Labor Economics
ECO 329: Union-Employer Relations

4. Accounting:

**ECO 334: Intermediate Accounting I*
ECO 335: Intermediate Accounting II
ECO 342: Advanced Accounting

5. Business Law:

**ECO 336: Business Law I*
ECO 337: Business Law II
ECO 329: Union-Employer Relations

SUBTOTAL 24-30

MINOR FIELD REQUIREMENT

Twelve (12) credits of related courses beyond the 100 level in another department, with at least six (6) credits taken in 300- or 400-level courses. 12

SUBTOTAL 12

GENERAL ELECTIVES

Sufficient credits to reach a total of 120 credits required for graduation. **SUBTOTAL 5-15**

TOTAL 60

*Courses in italics may have been taken at Bronx Community College.

**Take Macroeconomics at Lehman, if Microeconomics was taken at BCC. Take Microeconomics at Lehman if Macroeconomics was taken at BCC.