

ARTICULATION AGREEMENT BETWEEN

SUNY WESTCHESTER COMMUNITY COLLEGE AND
LEHMAN COLLEGE – CITY UNIVERSITY OF NEW YORK

A. SENDING AND RECEIVING INSTITUTIONS

Sending College: **SUNY Westchester Community College**

Department: Business

Programs: Business

Degrees:

Business Administration, A.S.; Global Business, A.S.

Receiving College: **Lehman College of the City University of New York**

Departments: Economics and Business;

Programs: Business Administration;

Degree: BBA, Business Administration;

B. ADMISSION REQUIREMENTS FOR SENIOR COLLEGE PROGRAM

(e.g., minimum GPA, audition/portfolio):

Westchester Community College graduates with the Associate Degree in Business Administration will receive 60 credits toward the Bachelor of Business Administration (BBA) at Lehman College. In addition, they will be deemed to have met all Required Core, Flexible Core, and College Option Foreign Language requirements at Lehman College.

Total transfer credits granted toward the baccalaureate degree: 60

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

Students are required to complete at least 50 percent of their major and minor (if applicable) in residence at Lehman College.

SECTIONS C + D are appended

E. Articulation Agreement Follow-Up Procedures

1. Procedures for reviewing, up-dating, modifying or terminating agreement:

This agreement will be reviewed annually by department chairs at both Westchester Community College and Lehman College and all relevant changes will be made as an amendment to this agreement. This agreement may be terminated at any time by either party.

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

Lehman will inform Westchester Community College about the academic progress of transfer students.

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

Notice of articulation will be placed in the respective catalogues, recruiting brochures, and websites.

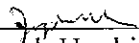
Respective transfer and academic advisors will be informed and provided with copies of this agreement.

The Lehman College Enrollment Management division will attend recruiting events on-campus at Westchester Community College regularly.

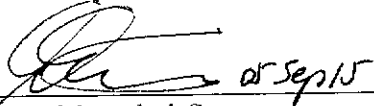
F. Additional Information

This agreement will be reevaluated upon the implementation of the CUNY Pathways General Education Curriculum.

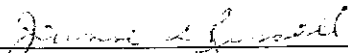
Effective Date: _____



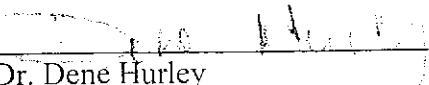
Dr. Joseph Hankin
President
SUNY Westchester Community College



Dr. Anny Morrobel-Sosa
Provost and Senior Vice President for Academic
Affairs
Lehman College



Dr. Joanne Russell
Vice President and Dean
Academic Affairs



Dr. Dene Hurley
Chair
Department of Economics and Business

C. COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED

Global Business AS to Business Administration, BBA

WESTCHESTER COMMUNITY COLLEGE		LEHMAN COLLEGE		
Course Number & Title	Credits	Course Number & Title	Credits	Credits Awarded
<i>Core Requirements</i>				
ENG 101 – Composition and Literature I	3	ENG 111 English Composition I	3	3
ENG 102 – Composition and Literature II	3	ENG 121 English Composition II	3	3
MATH 161 – Pre-calculus or MATH 140 - Statistics	4	MAT 172 Pre-calculus or MAT 132 Intro to Statistics	4	4
MATH 180 – Calculus for Business	4	MAT 174 – Elements of Calculus	4	4
Lab Science Courses (2)	8	Natural Science Equivalent	8	8
ECON 101 – Macroeconomics	3	BBA 168 Macroeconomic Foundations of Business	3	3
Behavioral Science Course	3	Behavioral Science Course	3	3
Humanities – Foreign Language* (*2 semesters)	6	Foreign Language Equivalent	6	6
Physical Education	2	Non Liberal Arts Elective	2	2
Subtotal	35	Subtotal	35	35
<i>Program Requirements</i>				
MGT 101 – Business Organization and Management	3	Business Elective	3	3
ACC 119 – Financial Accounting	4	ACC 171 Principles of Accounting 1	3	4
ACC 120 – Managerial Accounting	4	ACC 272 Principles of Accounting 2	3	4
MKT 101 – Marketing	3	Business Elective	3	3
POLSC 111 – Introduction to World Politics	3	POL 150 – Contemporary Political Issues	3	3
ECON 102 – Microeconomics	3	BBA 169 Microeconomic Foundations of Business	3	3
CIS 110 – Computer Information Systems	3	CIS 106 Computer Literacy	3	3
GLBUS 101 – Global Business	3	Business Elective	3	3
GLBUS 120 – Global Business	3	Business Elective	3	3
MGT 201 – Principles of Management	3	BBA 204 Principles of Management	3	3
Subtotal	32		30	32
Total	67	Total		67

*Although 65 credits will be applied to Lehman requirements. Students will only be granted 60 transfer credits towards the Bachelor's degree.

D. UPPER DIVISION COURSES REMAINING FOR BACCALAUREATE DEGREE

Course Number & Title	Credits
General Education Requirements	
Choose two of the following:	
LEH 352 Studies in Literature	3
LEH 353 Studies in the Arts	3
LEH 354 Historical Studies	3
LEH 355 Studies in Phil, Theory, and Abstract Thinking	3
WCC students are required to complete two writing intensive courses . Individual sections of LEH courses may be designated as writing intensive and these sections would count toward both requirements	
Subtotal	6
Program Requirements	
Professional Requirements	
BBA 303 Business Statistics I (not required if MATH 140 taken at WCC)	3
BBA 403 Business Statistics II	3
BBA 405 Management Decision Making	3
BBA 407 Strategic Management	3
Subtotal	9/12
Other Required Courses	
PHI 330 Business Ethics	3
ENW 300 Business Writing	3
CIS 211 – Computer Information Systems	3
Subtotal	9
Specialization Block – Students choose three courses in one the following areas: Finance, Marketing, Human Resources Management, Accounting, Business Law, International Business, or Business Economics.	9
Subtotal	9
Subtotal	27-30
Minor Requirement	12-15
Subtotal	12-15
Elective Credits	9-15
Subtotal	9-15
Total Credits Earned at Lehman College	60
Total Credits Earned toward Baccalaureate	120

**C. COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED
Business Administration, A.S. to Business Administration, B.B.A.**

WESTCHESTER COMMUNITY COLLEGE		LEHMAN COLLEGE		
Course Number & Title	Credits	Course Number & Title	Credits	Credits Awarded
<i>Core Requirements</i>				
ENG 101 – Composition and Literature I	3	ENG 111 English Composition I	3	3
ENG 102 – Composition and Literature II	3	ENG 121 English Composition II	3	3
MATH 161 – Pre-calculus or MATH 140 - Statistics	4 4	MAT 172 Pre-calculus or MAT 132 Intro to Statistics	4 4	4 4
MATH 180 – Calculus for Business	4	MAT 174 Elements of Calculus	4	4
Lab Science Courses (2)	8	Natural Science	8	8
ECON 101 – Macroeconomics	3	BBA 168 Macroeconomic Foundations of Business	3	3
ECON 102 – Microeconomics	3	BBA 169 Microeconomic Foundations of Business	3	3
Behavioral Science Course	3	Liberal Arts Equivalent	3	3
Humanities Course	3	Liberal Arts Equivalent	3	3
Physical Education	2	Non Liberal Arts Elective	2	2
Subtotal	36	Subtotal	36	36
<i>Program Requirements</i>				
MGT 101 – Business Organization and Management	3	Business Elective	3	3
ACC 119 – Financial Accounting	4	ACC 171 Principles of Accounting 1	3	4
ACC 120 – Managerial Accounting	4	ACC 272 Principles of Accounting 2	3	4
MKT 101 – Marketing	3	Business Elective	3	3
COMM 109 – Speech Communication	3	COM 100 Fundamentals Oral Communications	2	3
CIS 110 – Computer Information Systems	3	CIS 106 Computer Literacy	3	3
CIS 215 – Management Information Systems	3	CIS 211 – Computer Information Systems	3	3
INB 101 – Global Business	3	Business Elective	3	3
MGT 201 – Principles of Management	3	BBA 204 Principles of Management	3	3
Subtotal	29		26	29
Total	64	Total		64

*Although 64 credits will be applied to Lehman requirements. Students will only be granted 60 transfer credits towards the Bachelor's degree.

D. SENIOR COLLEGE UPPER DIVISION COURSES REMAINING FOR BACCALAUREATE DEGREE

Course Number & Title	Credits
Choose two of the following:	
LEH 352 Studies in Literature	3
LEH 353 Studies in the Arts	3
LEH 354 Historical Studies	3
LEH 355 Studies in Phil, Theory, and Abstract Thinking	3
WCC students are required to complete two writing intensive courses . Individual sections of LEH courses may be designated as writing intensive and these sections would count toward both requirements	
Subtotal	6
Program Requirements	
<u>Professional Requirements</u>	
BBA 303 Business Statistics I (not required if MATH 140 taken at WCC)	3
BBA 403 Business Statistics II	3
BBA 405 Management Decision Making	3
BBA 407 Strategic Management	3
<u>Subtotal</u>	9-12
<u>Other Required Courses</u>	
PHI 330 Business Ethics	3
ENW 300 Business Writing	3
<u>Subtotal</u>	6
Specialization Block – Students choose three courses in one the following areas: Finance, Marketing, Human Resources Management, Accounting, Business Law, International Business, or Business Economics.	9
<u>Subtotal</u>	9
Subtotal	24-27
Minor Requirement	12-15
Subtotal	12-15
Free Elective Credits	12-18
Total Credits Earned at Lehman College	60
Total Credits Earned toward Baccalaureate	120