

# Appendix A: Transfer Course Equivalencies

Effective dates: *March 1, 2017* through *February 28, 2020*

Semester	SUNY Broome A.A.S. - Marketing, Management, and Sales - <i>General</i>			SUNY Canton B.B.A. - Management (1645)		
	Course #	Course Name	Cr	Course #	Course Name	Cr
<b>1</b>	BUS 107	The Freshman Experience	1	FYEP 100	First Year Experience	1
				BSAD 100	Introduction to Business	3
	CST 105	Computer Applications (Elective) (Recommended)	3	CITA 110	Intro to Information Technology	3
	ENG 110	College Writing I (GER 10)	3	ENGL 101	Expository Writing (GER 10)	3
		Liberal Arts and Science Elective (GER 1)	3-4		Mathematics Elective (GER 1)	3-4
	† Transfer credit option available			Western Civilization (GER 5)	3	
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>2</b>	BUS 111	Financial Accounting	4	ACCT 101	Foundations of Financial Accounting	4
	ECO 111	Intro to Macroeconomics Social Science Elective) (Recommended)	3	ECON 101	Macroeconomics (GER 3)	3
	BUS 141	Marketing	3	BSAD 203	Marketing	3
		† Transfer credit option available			American History Elective (GER 4)	3
		English/Literature Course (GER 7)	3		Humanities Elective (GER 7)	3
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>3</b>	BUS 118	Business Law I	3	BSAD 201	Business Law I	3
	BUS 210	Managerial Accounting (Business Elective)	4	ACCT 102	Foundations of Managerial Accounting	3
	ECO 110W	Microeconomics (GER 3)	3	ECON 103	Microeconomics (GER 3)	3
		† Transfer credit option available			Arts Elective (GER 8)	3
	BUS 112	Quantitative Business Methods	3		L/L Elective (BSAD/ECON/ACCT/SPMT)	3
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>4</b>	BUS 120W	Business Law II (Business Elective)	3	BSAD 202	Business Law II	3
				FSMA 210	Introduction to Finance	3
	BUS 115	Business Statistics	3	MATH 141	Statistics	3
		† Transfer credit option available			Foreign Language Elective (GER 9) or Other World Elective (GER 6)	3
	BUS 152	Selling Fundamentals	3		L/L Business Elective	3
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>5</b>	BUS 246	Principles of Management (Business Elective) (Recommended) (L/L course credit only)	3	BSAD 301	Principles of Management	3
				BSAD 310	Human Resource Management	3
				BSAD 355	Management of Technology	3
					U/L Elective (BSAD/ECON/ACCT/MINS/SPMT)	3
					U/L Business Elective	3
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>6</b>				BSAD 319	Professional Ethics*	3
	BUS 269	Business Reports & Computer Communications	3	BSAD 340	Management Communications	3
				ECON 314	Managerial Economics	3
	PHS 111	Earth Investigations (GER 2)	3		General Elective	3
					U/L Business Elective	3
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>7</b>				BSAD 400	Operations Management	3
				BSAD 449	Strategic Policies & Issues	3
	BUS 181	The Internet with Business Applications	3		General Elective	3
					U/L General Elective	3
					U/L Elective (BSAD/ECON/ACCT/MINS/SPMT)	3
<b>Semester</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>	<b>Course #</b>	<b>Course Name</b>	<b>Cr</b>
<b>8</b>				BSAD 450	Business Internship** (6-12 credits)	12
				And/Or	And/Or	
				BSAD 410	Senior Project (3-12 credits)	
				And/Or	And/Or	
				Electives	U/L Program Electives (3-12 credits)	
			BSAD 406	Cumulative Evaluation - BBA in Mgmt	3	
<b>Accepted Transfer Credit Total</b>			<b>57-58</b>	<b>SUNY Program Credit Total</b>		<b>122-123</b>

## Appendix A: Transfer Course Equivalencies

‡ Multiple transfer credit options available depending on elective courses selected. Credits for these requirements will be accepted as follows:

SUNY Broome A.A.S. – Marketing, Management, and Sales - General			SUNY Canton B.B.A.– Management (1645)		
Course #	Course Name	Cr	Course #	Course Name	Cr
	Advisor Approved General Education Course: Choose One				
	General Education Elective (GER 4, 5, 6, 8 or 9)	3		General Education Elective (GER 4, 5, 6, 8, or 9)	3
<b>Additional Accepted Elective Transfer Credits</b>		<b>3</b>	<b>Total Credits</b>		<b>3</b>

**TOTAL Credits Accepted for Transfer (from both tables above): 60-61**

### Program Electives

ACCT, BSAD, ECON, FSMA, LEST, GMMD, HSMB, SPMT and MINS.

### Additional Notes

L/L = Lower Level Courses (100/200)

U/L = Upper Level Courses (300/400)

GER = General Education Requirement

\* Fulfills writing intensive requirement.

\*\*3.0 GPA required to enroll in BSAD 450 Business Internship

**Reminder:** Prerequisite to BSAD 450 or BSAD 410 is BSAD 405 (Orientation to Culminating Experience)

NOTE: Management students must meet eight of the ten General Education Requirements.

**STUDENT ELIGIBILITY:** Graduates of Associate of Applied Science – Marketing, Management, and Sales - General program at SUNY Broome must possess a **minimum cumulative grade point average of 2.0 on a 4.0 scale.** SUNY Canton assures acceptance for SUNY Broome students who have a cumulative GPA of 3.0 or better. Students are encouraged to apply during their last semester at SUNY Broome .

### Program Contact

Dr. Charles Fenner, Curriculum Coordinator, Management  
 SUNY Canton  
 34 Cornell Drive, FOB 405  
 Canton, New York 13617  
 fennerc@canton.edu

## APPROVALS

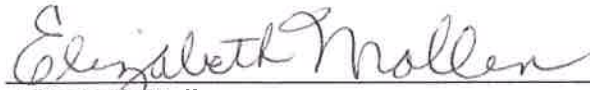
**SUNY Broome:**



Dr. Francis Battisti  
Executive Vice President and Chief Academic  
Officer

4-7-17

Date

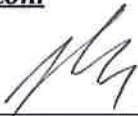


Elizabeth Mollen  
Associate Vice President & Dean of Business and  
Public Services

3-24-2017

Date

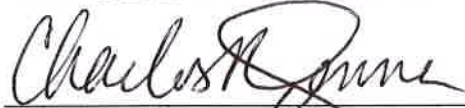
**SUNY Canton:**



Dr. Jondavid DeLong  
Dean, School of Business and Liberal Arts

2/22/17

Date



Dr. Charles Fenner  
Curriculum Coordinator, Management

2/17/17

Date

