



THE CITY UNIVERSITY OF NEW YORK

ARTICULATION AGREEMENT

A. SENDING AND RECEIVING INSTITUTIONS

Sending College: **Bronx Community College of the City University of New York**

Department: Business and Information Systems

Program: Business Administration

Degree: Associate in Science Degree

Receiving College: **Herbert H. Lehman College of the City University of New York**

Department: Economics and Business

Program: Business Administration

Degree: Bachelor of Business Administration

B. ADMISSION REQUIREMENTS FOR SENIOR COLLEGE PROGRAM

About the Program

The B.B.A. program equips students with the necessary managerial skills to function in today's rapidly changing business environment. The program, stressing the place of business organizations in the larger community, prepares its enrollees to meet this challenge by helping them develop appropriate technical, conceptual, and interpersonal competencies. The curriculum also emphasizes the role of non-profit and governmental organizations in societal life. As such, students majoring in this program are introduced to the art and science of planning, organizing, controlling, and leading the physical, financial, human, and informational resources of any and all organizations—private or public, for-profit or not-for-profit, corporate or entrepreneurial.

Admissions and Applications

Application Deadlines: Spring Admissions-September 15, Fall Admissions-February 1

CUNY Transfer Application is available online at www.cuny.edu

CUNY Application Processing Center: 212.997.CUNY

Progression at Lehman

To earn a Bachelor's Degree at Lehman College, CUNY Associate Degree graduates need to:

- complete the courses required for the major/minor
- two upper-division interdisciplinary courses
- two writing intensive courses
- elective courses if needed.

Determination of the 30 Liberal Arts credits required for the baccalaureate degree in accordance with New York State Education Department requirements will be made by Lehman College.

Associate in Science Degree from Bronx Community College.

Bronx Community College graduates with the Associate Degree in Business Administration will receive 60 credits toward the Bachelor of Business Administration at Herbert H. Lehman College.

Total transfer credits granted toward the baccalaureate degree: 60

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

C. COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED

CUNY Pathways General Education Requirements	
Required Common Core	Credits
A. English Composition (2 courses) B. Mathematical and Quantitative Reasoning (1 course) C. Life and Physical Sciences (1 course)	12-13
Flexible Common Core	Credits
A. World Cultures and Global Issues (1 course) B. U.S. Experience in Its Diversity (1 course) <i>Students are advised to complete ECO 12 Macroeconomics</i> C. Creative Expression (1 course) D. Individual and Society (1 course) <i>Students are advised to complete ECO 11 Microeconomics</i> E. Scientific World (1 course) ▪ Restricted Elective: Select one course from Areas A-E.	18
Subtotal	30-31

Sending College		Receiving College Equivalent (Or Other Evaluation)		Transfer Credit Granted
Specialization Requirements				
[Bronx Community College] Course & Title	Credit	[Herbert H. Lehman College] Course & Title	Credit	
ACC 111 Principles of Accounting I	4	ACC 171 Principles of Accounting I	3	3+1 Elective
BUS 41 Business Statistics	3	BBA 303 Business Statistics I	3	3
BUS 51 Business Organization and Management	3	BBA 204 Principles of Management	3	3
DAT 10 Computer Fundamental and Applications OR DAT 30 Introduction to Computer Applications & Programming	3	CIS 106 Computer Literacy <i>Elective Credit</i>	3	3
LAW 41 Business Law	3	ECO 336 Business Law I	3	3
Lab Science	0-1	<i>Elective Credit</i>	0-1	0-1
Subtotal				16-17

DEGREE OPTIONS: Student must choose an option to graduate: Accounting, Computer Programming, Management, OR Marketing Management (12 Credits)

Accounting Option				
[Bronx Community College] Course & Title	Credit	[Herbert H. Lehman College] Course & Title	Credit	Transfer Credit Granted
ACC 112 Principles of Accounting II	4	ACC 272 Principles of Accounting II	3	3+1 Elective
ACC 113 Intermediate Accounting	4	ACC 334 Intermediate Accounting I	3	3+1 Elective
ACC 15 Accounting Information Systems	3	<i>Elective Credit</i>	3	3
KEY 10 Keyboarding for Computers	1	<i>Elective Credit</i>	1	1
			Subtotal	12

Computer Programming Option				
[Bronx Community College] Course & Title	Credit	[Herbert H. Lehman College] Course & Title	Credit	Transfer Credit Granted
DAT 38 Database Management Applications	3	CIS 244 Introduction to Database Management	3	3
DAT 47 JAVA Programming	3	CMP 277 Computer Programming in Java	2	2+1 Elective
DAT 48 Advanced JAVA Programming	3	<i>Elective Credit</i>	3	3
DAT 49 UNIX Fundamentals	3	CIS 247: Practical UNIX: Programming and System Administration.	3	3
			Subtotal	12

Management Option				
[Bronx Community College] Course & Title	Credit	[Herbert H. Lehman College] Course & Title	Credit	Transfer Credit Granted
MKT 11 Principles of Marketing	3	<i>Elective Credit</i>	3	3
FIN 31 Principles of Finance	3	<i>Elective Credit</i>	3	3
BUS 52 Organizational Behavior	3	<i>Elective Credit</i>	3	3
BUS 53 International Management	3	<i>Elective Credit</i>	3	3
			Subtotal	12

Marketing Management Option				
[Bronx Community College] Course & Title	Credit	[Herbert H. Lehman College] Course & Title	Credit	Transfer Credit Granted
MKT 11 Principles of Marketing	3	<i>Elective Credit</i>	3	3
MKT 18 Consumer Behavior OR MKT 47 E-Marketing	3	<i>Elective Credit</i>	3	3
MKT 41 Management of Retail Operations OR MKT 43 Principles of Advertising	3	<i>Elective Credit</i>	3	3
MKT 48 Marketing Management	3	<i>Elective Credit</i>	3	3
			Subtotal	12

				TOTAL	60
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D. SENIOR COLLEGE UPPER DIVISION COURSES REMAINING FOR BACCALAUREATE DEGREE

Bachelor of Business Administration B.B.A. (46-47 Credits)		Credits
INTEGRATION GENERAL EDUCATION REQUIREMENTS		
Students choose two courses: LEH 352 Studies in Literature: Selected topics in literature. LEH 353 Studies in the Arts: Selected topics in the arts. LEH 354 Historical Studies: Selected topics in historical studies. LEH 355 Studies in Philosophy, Theory & Abstract Thinking: Selected topics in philosophy, theory and abstract thinking.		6
DEPARTMENTAL CREDITS		Credits
ECO 166 Introduction to Macroeconomics (<i>ECO 12</i>)		0-6
ECO 167 Introduction to Microeconomics (<i>ECO 11</i>)		
ACC 272 Principles of Accounting II (<i>ACC 112</i>)		0-3
BBA 403 Business Statistics II		3
BBA 405 Management Decision Making		3
One Area of Concentration		
<i>Students who wish to elect a second concentration should consult with a Departmental advisor.</i>		
<u>Accounting</u> *	<u>Hospitality Management</u>	
ACC 334 Intermediate Accounting I*	BBA 345 Introduction to Hospitality Management	
ACC 335 Intermediate Accounting II	BBA 346 Strategic Hospitality Management.	
ACC 348 Computer-Based Accounting	BBA 347 Hospitality Management Fieldwork	
<u>Business Economics</u>	<u>Human Resource Management</u>	
ECO 305 Consumer Economics	BBA 327 Organizational Behavior and Development	6-9
ECO 326 Labor Economics	BBA 328 Human Resource Management	
ECO 431 Managerial Economics	BBA 329 Union-Employer Relations	
<u>Business Law</u> +	<u>International Business</u>	
BBA 337 Business Law II	ECO 324 International Economics	
BBA 339 Commercial Transactions	BBA 432 International Business Management	
	BBA 433 Global Marketing	
<u>E- Business</u>	<u>Marketing</u>	
BBA 333 E-Business	BBA 332 Marketing Management	
BBA 340 Internet Law	BBA 367 Consumer Behavior	
BBA 433 Global Marketing	BBA 467 Marketing Research	
<u>Finance</u>		
BBA 207 Principles of Finance		
BBA 308 Corporate Finance		
BBA 310 Security and Investment Analysis		
<i>* Students who complete the Accounting Option at BCC and take the Accounting area of concentration at Lehman will only be required to complete 6 credits instead of 9 credits.</i> <i>+ BBA 336 is equivalent to to BCC's LAW 41, which all students complete. Students who pursue the Business Law concentration at Lehman will only be required to complete 6 credits instead of 9 credits.</i>		
CREDITS IN OTHER DEPARTMENTS		Credits
PHI 330 Business Ethics		3
ENW 300 Business Writing		3
*Mathematics		0-4
MAT 132 Introduction to Statistics, OR		
MAT 171 Problem Solving for Management, Economics, and Life Sciences, OR		
MAT 172 Precalculus, OR MAT 174 Elements of Calculus, OR		
MAT 175 Calculus I.		
* BCC Students who complete MTH 23 Probability and Statistics OR MTH 30 Pre-Calculus Mathematics OR MTH 31 Analytical Geometry and Calculus I will not be required to complete this requirement.		
CIS 211: Computer Information Systems (<i>recommended but not required</i>)		0-3

<p style="text-align: center;">Major Residency Requirement</p> <p>All students must complete a minimum of 23 credits in residency as part of the Business Administration major.</p>	
<p style="text-align: center;">Electives</p> <p>It is suggested that students select these courses under advisement. Students may utilize these course credits to take additional courses in their major, pursue a minor, or complete courses of interest to them</p>	17-31
<p style="text-align: center;">Writing Intensive Courses</p> <p>BCC 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.</p>	
TOTAL	60