



## ARTICULATION AGREEMENT FORM

### A. SENDING AND RECEIVING INSTITUTIONS

Sending College: Borough of Manhattan Community College  
Department: Business Management  
Program: Business Management  
Degree: Associate of Applied Science (A.A.S.)

Receiving College: LIU Brooklyn  
School of Business, Public Administration and Information Sciences  
Degree: Bachelor of Science (B.S.) in Business Management, Bachelor of Science (B.S.) in Finance, or Bachelor of Science (B.S.) in Marketing



### B. ADMISSION REQUIREMENTS FOR SENIOR COLLEGE PROGRAM

- Completion of the A.A.S. degree in Business Management and a minimum GPA of 2.0
- Grade of C or better in freshman composition, its equivalent, or a higher-level English course
- Successful completion of a 3 credit college-level math course

Total transfer credits granted toward the baccalaureate degree: **60**

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

Total credits required to complete the baccalaureate degree: **120**

**C. TRANSFER CREDIT AWARDED FROM THE ASSOCIATE DEGREE**

Borough of Manhattan Community College (BMCC) graduates who complete the Associate in Applied Science (A.A.S.) degree in Business Management will receive 60 credits<sup>1</sup> toward the Bachelor of Science (B.S.) in Business Management, Bachelor of Science (B.S.) in Finance, or Bachelor of Science (B.S.) in Marketing at LIU Brooklyn.

<i>Common Core</i>	<i>Credits</i>
<b>Required Common Core</b>	
English Composition ENG 101- English Composition ENG 201- Introduction to Literature	6
Mathematical & Quantitative Reasoning <sup>2</sup> MAT 150 - Introduction to Statistics <b>OR</b> Introduction to Discrete Mathematics - MAT 200 or Higher	4
Life and Physical Science <sup>3</sup> : AST 110- General Astronomy <b>OR</b> PHY 110- General Physics	4
<b>Total Required Common Core</b>	<b>14</b>
<b>Flexible Common Core</b>	
SPE 100-Fundamentals of Speech <b>OR</b> SPE 102- Fundamentals Of Speech for Non-Native Speakers	3
<i>Total Flexible Core</i>	<b>3</b>
<i>Total Common Core</i>	<b>17</b>
<b>Curriculum Requirements</b>	
BUS 104- Introduction to Business	3
BUS 110- Business Law	3
BUS 150- Business Communications	3
BUS 210- Business Methods	3
BUS 220- Managerial Decision Making	3
ACC 122- Accounting Principles I	3
CED 361- Business Management Internship	2
CIS 100- Introduction to Computer Applications <b>OR</b> CIS 200- Introduction to Info Systems and Technologies	3
FNB 100- Introduction to Finance	3
MAR 100- Introduction to Marketing	3
ECO 201- Macroeconomics <b>OR</b> ECO 202- Microeconomics	3
General Elective	2
<b>Business Concentration Elective</b>	
<b>Specialization in Finance and Banking</b>	
FNB 230-Financial Management	3
FNB 250- Money and Banking	3
FNB 300-Investments	3
<b>Specialization in General Business Management</b>	
BUS 200-Business Organization and Management	3
BUS 311-Human Resource Management	3
SBE 100- Product & Service Creation	3
<b>Specialization in Marketing</b>	
MAR 210- Consumer Motivation	3
MAR 220- Essentials of Advertisement	3
MAR 300- Sales Principles and Practices	3
<b>Subtotal</b>	<b>43</b>
<b>Total Number of credits transferred from BMCC</b>	<b>60</b>

<sup>1</sup> Transfer credits will be accepted for grades of C or better. Grades of C- will be reviewed on a case-by-case basis by the academic unit and a determination will be made as to whether to accept the credit.

<sup>2</sup> Students are recommended to take MAT 150.

<sup>3</sup> Students are recommended to take PHY 110.

**D. SENIOR COLLGE UPPER DIVISION COURSES REMAINING FOR BACCALAUREATE DEGREE:**

Students with a specialization in General Business Management will be required to take the following courses at LIU Brooklyn to complete the B.S. in Business Management.

<i>Courses</i>	<i>Credits</i>
<b>Core Curriculum requirements</b>	
<i>Core Seminar</i>	3
<b>Humanities</b>	
English 61-64 ( Select only one English Course)	3
Philosophy 61 and Philosophy 62	6
<b>Social Sciences</b>	
History 1, History 2	6
Economics 1 OR Economics 2	3
<b>Science and Mathematics</b>	
Biology 22, Chemistry 21	6
MAT 16	3
<b>Liberal Arts Elective Requirements</b>	
<i>Introductory Arts &amp; Sciences Electives (1)</i> (1)Any Introductory advanced course offered by Conolly College	2
<i>Advanced Arts and Sciences Electives (2)</i> (2)Any advanced course (Numbered over 100) offered by Conolly College	4
<b>Business Core</b>	
BUS 229 Business Statistics II	3
ENT 200 Introduction to Entrepreneurship	3
FIN 202 Introduction to Corporate Finance	3
IBU 221 International Business	3
<b>Major Requirements</b>	
Advanced business courses numbered over 202	6
<b>Advanced Business Electives</b>	
Advanced business courses numbered over 202	3
<b>Capstone Experience</b>	
BUS 401 Business Policy	3
<b>Total Credits to be Completed at LIU Brooklyn</b>	60
<b>Total Credits transferred from BMCC</b>	60
<b>Total Credits Required for B.S. in Business Management</b>	120

Students with a specialization in General Business Management will be required to take the following courses at LIU Brooklyn to complete the B.S. in Business Management with a concentration in Human Resources.

<i>Courses</i>	<i>Credits</i>
<b>Core Curriculum requirements</b>	
<i>Core Seminar</i>	3
<i>Humanities</i>	
English 61-64 (Select only one English course )	3
Philosophy 61, Philosophy 62	6
<i>Social Sciences</i>	
History 1, History 2	6
Economics 1 OR Economics 2	3
<i>Science and Mathematics</i>	
Biology 22, Chemistry 21	6
MAT 16	3
<b>Liberal Arts Elective Requirements</b>	
<i>Introductory Arts &amp; Sciences Electives (1)</i> <i>(1)Any Introductory advanced course offered by Conolly College</i>	2
<i>Advanced Arts and Sciences Electives (2)</i> <i>(2)Any advanced course (Numbered over 100) offered by Conolly College</i>	4
<b>Business Core</b>	
BUS 229 Business Statistics II	3
FIN 202 Introduction to Corporate Finance	3
IBU 221 International Business	3
<b>Major Requirements</b>	
HRM 401 Employee and Labor Relations	3
HRM 402 Compensation and Benefits	3
HRM 403 Training and Organizational Development	3
HRM 404 Workplace Safety and Health	3
<b>Capstone Experience</b>	
BUS 401 Business Policy	3
<b>Total Credits to be Completed at LIU Brooklyn</b>	60
<b>Total Credits transferred from BMCC</b>	60
<b>Total Credits Required for B.S. in Business Management (with a concentration in Human Resource Management)</b>	120



Students with a specialization in Finance and Banking will be required to take the following courses at LIU Brooklyn to complete the B.S. in Finance.

<i>Courses</i>	<i>Credits</i>
<b>Core Curriculum requirements</b>	
<i>Core Seminar</i>	3
<b>Humanities</b>	
English 61-64 ( Select only one English course)	3
Philosophy 61 and Philosophy 62	6
<b>Social Sciences</b>	
History 1, History 2	6
Economics 1 OR Economics 2	3
<b>Science and Mathematics</b>	
Biology 22, Chemistry 21	6
MAT 16	3
<b>Liberal Arts Elective Requirements</b>	
<i>Introductory Arts &amp; Sciences Electives (1)</i> <i>(1)Any Introductory advanced course offered by Conolly College</i>	0
<i>Advanced Arts and Sciences Electives (2)</i> <i>(2)Any advanced course (Numbered over 100) offered by Conolly College</i>	0
ECO 125, 132, OR 133 (2)	3
<b>Business Core</b>	
BUS 229 Business Statistics II	3
ENT 200 Introduction to Entrepreneurship	3
IBU 221 International Business	3
<b>Major Requirements</b>	
FIN 315 Analysis of Financial Statement	3
FIN 325 Financial Strategy in Uncertain Economy	3
FIN 450 Seminar: Current Topics in Finance	3
Finance 300/400 (2)	3
<b>Advanced Business Electives</b>	
Advanced business courses numbered over 202	3
<b>Capstone Experience</b>	
BUS 401 Business Policy	3
<b>Total Credits to be Completed at LIU Brooklyn</b>	60
<b>Total Credits transferred from BMCC</b>	60
<b>Total Credits Required for B.S. in Finance</b>	120

Students with a specialization in Marketing will be required to take the following courses at LIU Brooklyn to complete the B.S. in Marketing.

<i>Courses</i>	<i>Credits</i>
<b>Core Curriculum requirements</b>	
<i>Core Seminar</i>	3
<b>Humanities</b>	
English 61-64 (Select only one English course)	3
Philosophy 61 and Philosophy 62	6
<b>Social Sciences</b>	
History 1, History 2	6
Economics 1 OR Economics 2	3
<b>Science and Mathematics</b>	
Biology 22, Chemistry 21	6
MAT 16	3
<b>Liberal Arts Elective Requirements</b>	
<i>Introductory Arts &amp; Sciences Electives (1)</i> <i>(1)Any Introductory advanced course offered by Conolly College</i>	2
<i>Advanced Arts and Sciences Electives (2)</i> <i>(2)Any advanced course (Numbered over 100) offered by Conolly College</i>	4
<b>Business Core</b>	
BUS 229 Business Statistics II	3
ENT 200 Introduction to Entrepreneurship	3
FIN 202 Introduction to Corporate Finance	3
IBU 221 International Business	3
<b>Major Requirements</b>	
MKT 331 Marketing Research	3
Advanced marketing courses numbered over 202	3
<b>Advanced Business Electives</b>	
Advanced business courses numbered over 202	3
<b>Capstone Experience</b>	
BUS 401 Business Policy	3
<b>Total Credits to be Completed at LIU Brooklyn</b>	60
<b>Total Credits transferred from BMCC</b>	60
<b>Total Credits Required for B.S. in Marketing</b>	120

## **E. ARTICULATION AGREEMENT FOLLOW-UP PROCEDURES**

**1. *Procedures for reviewing, updating, modifying or terminating agreement:***

When either of the degree programs involved in this agreement undergoes a change, the agreement will be reviewed and revised accordingly by each institution.

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

Each semester LIU Brooklyn will provide BMCC with the following information: a) the number of BMCC students who applied to the program; b) the number of BMCC students who were accepted into the program; c) the number of BMCC students who enrolled; and d) the aggregate GPA of these enrolled students.

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

This articulation agreement will be publicized on the BMCC website, and the LIU Brooklyn website. Transfer advisors at BMCC will promote this agreement with eligible students.

## **F. Additional Information (e.g., financial aid, transfer scholarships)**

BMCC transfer students, upon completion of the requirements of an A.A.S. in Business Management with a GPA of 3.0 or higher, will be considered for academic scholarships that range from \$7,500-\$15,000 per year.

Entering students from BMCC covered by this agreement shall enjoy all other financial aid benefits and considerations where applicable in conformance of current guidelines and regulations in effect at LIU Brooklyn.

## APPENDIX A

The following courses have been approved by the School of Business, Public Administration and Information Sciences for transfer credit from the A.A.S. degree in Business Management from Borough of Manhattan Community College towards the Bachelor of Science (B.S.) in Business Management, Bachelor of Science (B.S.) in Finance, or Bachelor of Science (B.S.) in Marketing at LIU Brooklyn. Transfer credit will be accepted for grades of C or better. Grades of C- will be reviewed on a case-by-case basis and a determination will be made as to whether to accept the credit.

<i><b>BMCC Course</b></i>	<i><b>LIU Brooklyn Equivalency</b></i>
ENG 101 – English Composition	ENG 16 English Composition
ENG 201 – Introduction to Literature	ENG 61 European Literature
MAT 150- Introduction to Statistics	BUS 228 Statistics I
PHY110 – General Physics	PHYS 20 The Physical Universe
SPE 100 – Fundamentals of Speech	SPEECH 3 Oral Communication
BUS 104 – Introduction to Business	BUS 101 Intro to Business in the 21 <sup>st</sup> Century
BUS 110 – Business Law	LAW 201 Business, Law, and Society
BUS 150 – Business Communication	MAN 231 Managerial Communications
BUS 210 – Business Methods	Advanced Business Elective
BUS 220 – Managerial Decision making	MAN 201 Principles of Management
ACC 122 –Accounting Principles I	ACC 110 Accounting for Business Majors
CIS 100 – Intro to Comp. Applications or CIS 200 – Intro to Info Systems & Technologies	BUS 110 Fndtns of Business Information Systems
FNB 100 – Introduction to Finance	FIN 201 Financial Markets & Institutions
MAR 100 – Introduction to Marketing	MKT 201 Fundamentals of Marketing
ECO 201 – Macroeconomics or ECO 202 – Microeconomics	Intro to Micro Economics (ECO 1) OR Intro to Macroeconomics (ECO 2)

**Effective Date: Fall 2017**