

## Pathways Transfer Articulation Agreement

Associate Degree (A.A.S.) in Marketing (Management)  
to Bachelor of Science in Business, Management and Economics  
with a concentration in Management

Empire State College (ESC), of the State University of New York, and Queensborough Community College (QCC), of the City University of New York, agree to develop a Pathways Transfer Agreement in Management. The agreement is designed to support transfer students during their transition to Empire State College, and:

- Ease the transition process for QCC graduates to an educational model comprised of independent study, online courses, and small group seminars;
- Ensure a smooth transfer for QCC graduates to Empire State College;
- Provide an affordable and convenient baccalaureate degree option for QCC graduates who want to remain close to their homes and/or community;
- Provide clear guidelines for QCC graduates to follow during the transition.

Empire State College will offer A.A.S. degree graduates in Marketing (Management) from Queensborough Community College an opportunity to participate in the Pathways Transfer Program into a Bachelor of Science degree. QCC graduates meeting ESC's admissions requirements will become Empire State College students upon admission.

### How the Pathways Transfer Program Works

During their first year at Empire State College, students in the Pathways Transfer Program may, with advisement, cross-register for additional credits at Queensborough Community College beyond the associates degree. These lower-division credits will be applicable to the baccalaureate degree program by satisfying SUNY General Education requirements or needed pre-requisite courses. Up to 80 total credits can be transferred in from QCC, leaving at least 45 upper-level credits to be completed at Empire State College. This includes 24 upper-level credits within the Management concentration, consistent with the College's requirements for a bachelor's degree. Each participating student will be able to transfer all credits earned as part of their associate's degree to Empire State College, as long as they fit into the student's designed bachelor's degree program.

As part of the agreement, Empire State College will provide the following: (1) individual educational planning and mentoring for all Management students, (2) outreach to faculty and transfer office staff at Queensborough Community College to provide program information,

and (3) offer information sessions for students at QCC, at Empire State College locations, and online.

Queensborough Community College agrees to provide: (1) access for cross-registered Pathways transfer students to campus facilities and resources (i.e. Library, academic support, computer labs), (2) promotion of the program on campus to current students, faculty advisors, and alumni, and (3) to include this transfer agreement in any college publications where such agreements are listed (i.e. college catalog, website, transfer office brochures).

Marketing (A.A.S. Management) to Management (B.S.) students may enroll at Empire State College on a full or part-time basis. With advisement from their faculty mentor at ESC, students may elect to design a degree program similar to the sample provided on page 4.

This agreement becomes effective when all signatures are affixed, and remains in effect for five years from that date (of last signature). The agreement may be amended or renewed by mutual agreement and will be formalized via revision of this agreement.

### Sample Degree Plan

Please refer to Appendix A for a sample degree plan.

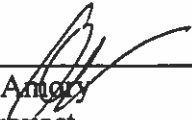
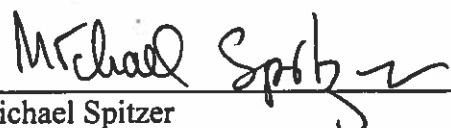
### For Further Information

Baraka Corley  
Outreach and Recruitment Specialist  
Long Island Center  
SUNY Empire State College  
716-876-4068  
LICenroll@esc.edu


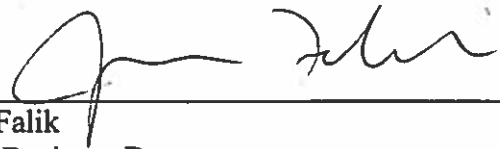
Dr. Brian Kerr  
Director of Articulation, Transfer and Educational Partnerships  
Queensborough Community College  
Administration Building  
718 281-5483  
bkerr@qcc.cuny.edu

Signatures to the Agreement

**EMPIRE STATE COLLEGE**

-   
\_\_\_\_\_  
Deborah Amigro  
Acting Provost  
Date 3/27/13
-   
\_\_\_\_\_  
Michael Spitzer  
Dean, Long Island Center  
Date 4/2/13

**QUEENSBOROUGH COMMUNITY COLLEGE**

-   
\_\_\_\_\_  
Karen Steele  
Interim Vice President for Academic Affairs  
Date 5/14/13
-   
\_\_\_\_\_  
Jonas Falik  
Chair, Business Department  
Date 5/3/13

## Appendix A - Sample Degree Plan

Degree: Bachelor of Science  
 Area of Study: Business, Management and Economics  
 Concentration: Management

### CUNY Queensborough Community College – A.A.S. Marketing (Management)

* Business Organization and Management	3
Principles of Accounting I	4
* Business Law I	3
Elements of Marketing	4
* Marketing Research	3
Elements of Salesmanship	3
Principles of Finance	3
Principles of Statistics [1F]	3
Elements of Advertising	3
Elements of Retailing	3
Business Elective	3
Introduction to Microcomputer Applications	3
* Introduction to Micro or Macroeconomics [3F]	3

* English Composition I [10F]	3
* Mathematics in Contemporary Society [1F]	3
Physical/Health Education/Dance	1
* English Composition II [7F]	3
* Laboratory Science [2F]	4
* Speech Communication	3
* (American) History [4F]	3

Total Transcript Credit      61  
 Total Advanced Standing    61

### SUNY Empire State College (Sample Only)

* + Organizational Behavior	4
* + Business Ethics	4
Principles of Management	4
* + Management Theory	4
* + Strategic Management	4
* + Human Resource Management	4
+ Diversity Management	4
* + Marketing Management	4
+ Financial Management	4
* + Labor Relations	4

* + Educational Planning	4
* Foreign Language/Western Civ/ Other World/Arts	4
* + Advanced Liberal Arts Study	4
* + Advanced Liberal Arts Study	4
* + Advanced Liberal Arts Study	4
* + Advanced Liberal Arts Study	4
* + Advanced Liberal Arts Study	3

(\*) Liberal Studies      (+) Advanced Level

Total Empire State College Credit    67  
 Degree Program Total                    128

**Addendum B**  
**Empire State College Policies and Procedures for Transfer**

1. Students successfully completing degree requirements for an A.A., A.S., or A.A.S. and transferring in the entire associate degree will be able to transfer to Empire State College all credit earned for the associate degree, including "D" grades that are part of the completed degree. If the entire associate degree is not used toward the Empire State College degree program, "D" grades are not transferable.
2. The maximum advanced standing allowed toward a bachelor's degree is 96 credits, which means that students must complete at least 32 credits at Empire State College.
3. Any courses taken at Queensborough Community College beyond the associate degree will be evaluated for transfer separately from the associate degree based on Empire State College's advance standing policies.
4. There is no statute of limitations regarding the age of acceptable learning substantiated by transcript except in some areas, technologies and science for instance, where that learning may be outmoded and may not be accepted if it is crucial to the structure of a degree program concentration.
5. Students earning a bachelor's degree from Empire State College must fulfill all graduation requirements, which include completing 45 advanced-level credits of which 24 are in the concentration and 30 general education credits across ten designated areas.
6. All students need to complete the application process and meet all admissions criteria before being accepted to Empire State College. Students must submit the Empire State College Application for Admission form along with an official transcript of their completed course work to the Office of Admissions, Empire State College, 2 Union Avenue, Saratoga Springs, NY 12866. These forms can be found at [www.esc.edu/admissions](http://www.esc.edu/admissions).