

**PROGRAM-TO-PROGRAM ARTICULATION AGREEMENT
BETWEEN
EAST STROUDSBURG UNIVERSITY OF PENNSYLVANIA
AND
COUNTY COLLEGE OF MORRIS**

AS in Business Administration to BS in Business Management

WHEREAS, East Stroudsburg University of Pennsylvania, located at 200 Prospect Street, East Stroudsburg, Pennsylvania, 18301, an educational institution of the State System of Higher Education, Commonwealth of Pennsylvania, (hereinafter called "ESU"), offers a Bachelor of Science in Business Management and

WHEREAS (County College of Morris, located at 214 Center Grove Road, Randolph, NJ 07869 (hereinafter "CCM"), offers an AS Degree in Business Administration; and

WHEREAS, ESU and CCM desire to facilitate the transfer of students from an AS Degree in Business Administration at CCM to the Bachelor of Science in Business Management program at ESU and avoid duplication of degree requirements where possible; and

WHEREAS, subject to the terms of this Agreement, a student who has earned the AS Degree in Business Administration at CCM shall be guaranteed admission to ESU.

NOW THEREFORE, ESU and CCM officially confirm the following terms of this Agreement:

a. **Minimum Qualifications.** In addition to the other requirements set forth in this Agreement, to be eligible for transfer from CCM to ESU under this Agreement, a student must:

- 1) Graduate from CCM with a grade point average ("GPA") of 2.25 (on a 4.0 scale);
- 2) Graduate from CCM with a minimum Major GPA of 2.25 (4.0 scale);
- 3) Enroll at ESU within one year of graduation from CCM;
- 4) Not attend another institution of higher education between the time they graduate from CCM and enroll at ESU;
- 5) Satisfy all conditions stated in this Agreement and all other regular ESU admission requirements.

b. **Admission of Transfer Student.** The student must submit a completed application for admission, an official final CCM transcript, indicating receipt of the AS Degree in Business Administration directly to the ESU Office of Admission. Students are encouraged to apply well before the application deadline dates. (Please refer to the University's most recent application for the applicable fall and spring transfer application deadline dates).

c. **Once Admitted to ESU:** Upon admission to ESU, the student must submit appropriate advanced deposits that will be credited towards the first semester fees/tuition. The student will follow the curriculum requirements in effect at ESU at the time of the student's enrollment into ESU's Business Management program and will thereafter comply with any changes to the curriculum.

d. **ESU Student Registration:** After acceptance into ESU, the student must register for courses in accordance with ESU's procedures as directed in the acceptance letter.

e. **Transfer Credits.** ESU will accept a total up to 64 credits from CCM which include credits in general education/pre-requisite, co-requisite and free electives, and major credits, all with grades of “C” or better. The current accepted credits, as of the date of this Agreement, are detailed in Exhibit “A”, attached hereto.

f. **ESU Transfer Advising.** Using “Exhibit A” as a guide, the ESU Department of Business Management Chairperson and the Transfer Articulation Center will ensure that all transfer course equivalencies listed in “Exhibit A” are applied towards the student’s ESU transcript.

g. **University Requirements for the Bachelor of Science Degree:** Students are expected to complete all stated University Graduation Requirements and all other Pre-Requisite, and Major Field requirements as described in ESU’s catalog and Departmental policies in order to receive the Bachelor of Science in Business Management Degree.

h. **Promote and Publicize:** CCM agrees to publicize this Agreement to prospective students in admissions literature and as part of regular student recruitment, and to inform qualified students matriculating to CCM of the opportunity for admission to ESU under the terms of this Agreement.

i. **CCM Advisement:** CCM agrees to advise CCM students regarding which courses will transfer under this Agreement for the Business Management major as well as General Education requirements that include, but are not limited to, coursework in the Humanities, Sciences, and Social Sciences.

j. **Coordination of Agreement:** Each institution will designate a representative who will coordinate the terms of this Agreement between the two institutions.

k. **Review of Agreement:** Both ESU and CCM will review this Agreement annually and make any changes upon mutual consent. Each will keep the other informed of any other changes of policy or curricula that affect students transferring under the terms of this Agreement.

Mutual Terms and Conditions:

1) Term of Agreement: The term of this Agreement will be for five (5) years from the date of final execution by the parties and their respective legal counsel. This agreement may not exceed a period of five (5) years from the date of final execution.

2) Termination of Agreement: Either institution may terminate this Agreement for any reason with ninety (90) days notice. However, students who are in their final semester at CCM and have already been accepted into ESU's Business Management Program will be afforded the opportunity to enter ESU's Bachelor of Science in Business Management Program in accordance with the terms of this Agreement.

3) Nondiscrimination: The parties agree to continue their respective policies of nondiscrimination based on Title VI of the Civil Rights Act of 1964 in regard to sex, age, race, color, creed, national origin, Title IX of the Education Amendments of 1972 and other applicable laws, including the Family Educational Rights and Privacy Act (FERPA), as well as the provisions of the Americans with Disabilities Act.

4) Interpretation of the Agreement: The laws of the Commonwealth of Pennsylvania shall govern the interpretation and enforcement of this Agreement.

5) Modification of Agreement: This Agreement shall only be modified in writing with the same formality as the original Agreement.

6) Relationship of Parties: The relationship between the parties to this Agreement to each other is that of independent contractors and shall not be construed to constitute a partnership, joint venture or any other relationship, other than that of independent contractors.

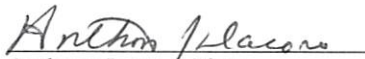
7) Liability: Neither of the parties shall assume any liabilities to each other. As to liability to each other for death to persons, or damages to property, the parties do not waive any defense as a result of entering into this Agreement. This provision shall not be construed to limit the Commonwealth's rights, claims or defenses, which arise as a matter of law pursuant to any provisions of this Agreement. This provision shall not be construed to limit the sovereign immunity of the Commonwealth or of the State System of Higher Education or the University.

8) Entire Agreement: This Agreement represents the entire understanding between the parties. No other prior or contemporaneous oral or written understandings or promises exist in regards to this relationship.

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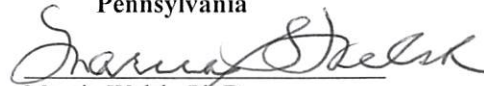
IN WITNESS WHEREOF, the authorized representatives of the parties have executed this Agreement as of the date previously indicated.

FOR: County College of Morris

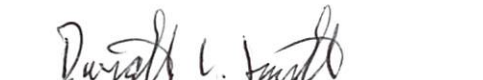

Anthony Iacono, Ph.D.,
President

Date 11/28/16


FOR: East Stroudsburg University of
Pennsylvania


Marcia Welsh, Ph.D.,
President

Date 12-12-16


Dwight L. Smith, Ed. D., Vice President for
Academic Affairs

Date 11/23/16


Joanne Z. Bruno, J.D, Provost and
Vice President of Academic Affairs

Date 12-9-16

EXHIBIT A

**AS in Business Administration at the CCM to
BS in Business Management at ESU**

Obligations of ESU: Upon receiving an AS Degree in Business Administration from CCM, ESU accepts the following 64 credits towards the BS degree in Business Management. At this point, the student will be able to major in the BS in Business Management and receive credit for the following courses:

General Education, Pre-Requisite, Co-Requisite Equivalencies			
County College of Morris		East Stroudsburg University	
Course Number	Credit	Course Number	Credit
ENG 111-English Composition I	3	ENGL 103-English Composition	3
ENG 112-English Composition II	3	ENGL 203-GN: Advanced Composition	3
Restricted Math Elective: Two of the following: -MAT 110-College Algebra-(ESU recommends) -MAT 118-Calculus with Application to Business and Economics -MAT 123-Precalculus -MAT 124-Statistics-(ESU recommends) -MAT 130-Probability and Statistics -MAT 131-Analytic Geometry and Calculus I -MAT 132-Calculus II & Analytical Geometry	6	MATH 130-GN: Applied Algebraic Methods MATH 131-GN: Applied Calculus MATH 135-GN: Pre-calculus MATH 110-GN: General Statistics MATH 110-GN: General Statistics MATH 140-GN: Calculus I MATH141-GN: Calculus II	6
Laboratory Science Elective: BIO 132-Concepts in Biology BIO 127-Bio. Environment Concerns (ESU recommends) PHY 118-Meteorology SCI 118- General Astronomy(ESU recommends)	4	General Education Elective-Group B- Science BIOL 199-GE (4 Credits) BIOL 104-GN: Human Ecology (4 credits) GEOG 220-GE: Meteorology-(3 credits) PHYS 121-GN: Astronomy I (3 credits)	4
Social Science- ECO 211-Principles of Economics I	3	ECON 111-GN: Principles of Macroeconomics	3
Humanities- History Elective: HIS 113-Early Modern Europe HIS 114-Modern Europe-(ESU recommends) HIS 117-The Ancient World-Greece and Rome HIS 118-The Middle Ages	6	General Education Elective-Group C- Social Science HIST 199-GE: Early Modern Europe HIST 272-GN: Modern Europe HIST 199-GE: The Ancient World HIST 199-GE: The Middle Ages	6
General Education Electives- Language Survey or Literature Sequence	6	General Education Electives-Group A-Arts and Letters	6
ACC 111-Principles of Accounting I	3	MGT 211-Financial Accounting Fundamentals	3
ACC 112-Principles of Accounting II	3	MGT 212-Managerial & Cost Accounting Fund,	3
BUS 112-Introduction to business	3	MGT 299-Departmental Elective	3
BUS 215-Principles of Management	3	MGT 200-Principles of Management	3
BUS 119-Business Information Systems	3	CPSC 100-GN: Personal Computers and Their Uses	3
MKT 113-Principles of Marketing I	3	MGT 204-Principles of Marketing	3
ECO 212-Principles of Economics II	3	ECON 112-GN: Principles of Microeconomics	3

Business Electives: ACC 211-Intermediate Accounting ACC 212-Intermediate Accounting II ACC 213-Tax Procedures ACC215-Cost Accounting BUS 135-Introduction to International Business BUS 136-Personal Finance BUS 201-Human Relations in Business BUS 212-Principles of Finance BUS 213-Business Law I BUS 218-Investment Principles BUS 219-Small Business Operations BUS 242-Customer Relations	9	MGT 331-Intermediate Financial Accounting I MGT 332- Intermediate Financial Accounting II MGT 299-Departmental Elective MGT 333-Intermediate Managerial & Cost Accounting MGT 362-Globalization & International Management MGT 299-Departmental Elective MGT 352-Human Resource Management MGT 301-Financial Management I MGT 225-Business Law MGT 340-Investment Management MGT 353-Small Business Management MGT 299-Departmental Elective	9
Free Electives	3	Electives	3
Total	64	TOTAL	64

Junior Year at ESU			
Fall		Spring	
Course Number	Credits	Course Number	Credits
MGT 352-Human Resource Management	3	Concentration Course 1	3
MGT 301-Financial Management I	3	MGT 355-Business Ethics	3
Fine Art-General Education-Group A	3	Concentration Course 2	3
Free Elective 300/400	3	General Education Elective	3
		Elective	3
Total	12	Total	15

Senior Year at ESU			
Fall		Spring	
Course Number	Credits	Course Number	Credits
Concentration Course 3	3	MGT 452-Organizational Strategy	3
Concentration Course 4	3	Concentration Course 5	3
Elective 300/400	3	Elective 300/400	3
Elective 300/400	3	Elective 300/400	3
Elective 300/400	3	Elective 300/400	1
Total	15	Total	13

STUDENTS ARE ONLY REQUIRED TO TAKE FIVE CONCENTRATION COURSES

Suggested Program Curriculum Plan:

Required Major Courses:

MGT 200, MGT 204, MGT 211, MGT 212, MGT 225, MGT, 250, MGT 301, MGT 352, MGT 355, MGT 452

Concentration:

- Accounting: MGT 331, MGT 332, MGT 333, MGT 335, MGT 336, MGT 431
- Finance: MGT 307, MGT 340, ECON 236, ECON 314, ECON 332, ECON 411, ECON 412
- Management: MGT 333, MGT 351, MGT 353, MGT 354, MGT 359, MGT 362, MGT 453, MGT 454, ECON 332
- **Students will need 42 upper level credits.**
- Marketing: MGT 354, MGT 370, MGT 371, MGT 375, MGT 470, MGT 471, ECON 332
- Entrepreneurship: MGT 353, MGT 363, MGT 370, MGT 375, MGT 453

Co-requisite Courses: ECON 111, ECON 112, MATH 110, MATH 130 (or adviser approved substitute), ENGL 205, CMST 111, CPSC 100, PSY100