

**THE DEPARTMENT OF PROFESSIONAL SALES
WILLIAM PATERSON UNIVERSITY
AND
THE BUSINESS DEPARTMENT
COUNTY COLLEGE OF MORRIS**

WPU Degree		CCM Transfer equivalencies: (<i>Degree or option</i>)			
WPU Course #	Cr	WPU Course name	Cr	CCM Course # (based on the 2006-2008 catalog)	
GENERAL EDUCATION REQUIREMENTS (59 credits)					
Arts and Communication (6 credits)					
COMM 110	3	Communication in Action	3	ENG 109 or ENG 110	
ARTH101 or COMM 101 or MUS 120	3	Approaches to Western Art or Intro to Theater or Music Appreciation	3	ART101 or ART 133 MUS 133 MUS 114 or MUS 217 or MUS 219	
Humanities (21 credits)					
ENG 110	3	Writing Effective Prose	3	ENG 111	
ENG 150	3	Introduction to Literature	3	ENG 112	
PHIL 110	3	Intro to Philosophy	3	PHL 111 or PHL 180	
HIST 101	3	Foundations of Western Civilization	3	HIS 113 or HIS 117 or HIS 180	
HIST 102	3	The West and the Modern World	3	HIS 114 or HIS 118 or HIS 181	
	6	2 semesters of the same foreign language	6	2 semesters of the same foreign language at level 111, 112, 211, 212: Arabic, Chinese, French, German, Hebrew, Italian, Japanese, Latin, Russian, Spanish	
Social Sciences (9 credits)					
ECON 201	3	Macroeconomic Principles	3	ECO 211	
PSY 110 or SOC 101	3	General Psychology or Principles of Sociology	3	PSY 113 or PSY 180 or SOC 120 or SOC 180	
See note under "Special Requirements and Comments" regarding one additional POL course					
Math (3 credits) - Please note that MATH145 – MAT 118 is listed under Major Requirements					
MATH 140	3	Quantitative Mathematics I	3	MAT 117	
Sciences (8 credits) - Choose <i>two</i> of the following					
BIO 120	4	Human Biology	4	BIO 133	
CHEM 120	4	Chemistry in Perspective	4	CHM 105 or CHM 117/118 or CHM 120	
CHEM 031, 131	4	College Chemistry (lab & lecture)	4	CHM 106/107	
CHEM 032, 132	4	Organic Biochemistry (lab & lecture)	4	CHM 212	
ENV 110	4	Environmental Foundations	4	BIO 127 or BIO 131	
PHYS 110	4	Introduction to Physics	4	PHYS 103	
PHYS 170	4	General Astronomy	3	SCI 106	
PHYS 255	4	College Physics I	4	PHY 111 or PHY 125/126	
PHYS 256	4	College Physics II	4	PHYS 112 or PHYS 127/128	
Health and Movement Science (3 credits)					
CMHL 120 or PEGE 150	3	Current Health Issues or Fitness for Life	3	HED 286 or HED 128	
Racism and Sexism (3 credits)					
AACS 150 or WS 110	3	Racism and Sexism in the U.S. or Women's Changing Roles	3	SOC 214 or SOC 221	
General Education Electives (6 credits)					
CCM students are advised to choose coursework such that two (2) courses (6 credits) will transfer as General Education electives.					

UPPER LEVEL ELECTIVES (9 credits)

WPU Professional Sales majors must take Upper Level electives from a list of courses available at http://www.wpunj.edu/rbisales/UndergraduatePrograms/undergrad_curr.html

Non-Western Requirement

WPU students are required to take one course (3 credits) from an approved list of Non-Western courses. A Non-Western course can be taken to simultaneously satisfy another degree requirement (e.g., General Education elective or Upper Level elective).

MAJOR REQUIREMENTS (60 credits)

ACCT 211	3	Financial Accounting	3	ACC 111
ACCT 212	3	Managerial Accounting	3	ACC 112
ECON 202	3	Microeconomic Principles	3	ECO 212
ECON 210	3	Economic Statistics	3	MAT 124
LAW 201	3	Legal Environment of Business	3	BUS 213
MGT 200	3	Principles of Management	3	BUS 215
MKT 210	3	Principles of Marketing	3	MKT 113
MATH 145	3	Quantitative Mathematics II	3	MAT 118

The total number of credits that may be transferred to WPU is 70. It is possible that a CCM student will be able to transfer in credits in excess of those listed in the articulation agreement but careful selection will be necessary to insure that the courses meet WPU requirements.

Special Requirements and Comments:

- WPU College of Business students are required to take POL 110 as one of the social sciences. While CCM's POL 111 transfers as POL 120 to WPU, it cannot be used to substitute for POL 110.
- CCM's "Introduction to Business" (BUS 112) is *not* transferable as business course to WPU.