TRANSFER CREDIT ARTICULATION AGREEMENT

between

HOFSTRA UNIVERSITY
FRANK G. ZARB SCHOOL OF BUSINESS

and

SUFFOLK COUNTY COMMUNITY COLLEGE

Effective: September 1, 2006
Updated: December 2011

HOFSTRA UNIVERSITY
Suffolk

COUNTY COMMUNITY COLLEGE
Transfer Credit Articulation Agreement
between
Hofstra University
Frank G. Zarb School of Business
and
Suffolk County Community College

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This document represents the Transfer Credit Articulation Agreement between Hofstra and Suffolk County Community College (hereafter, SCCC). This agreement is applicable to SCCC students transferring into the Frank G. Zarb School of Business (hereafter, the Zarb School of Business).

The information included will be effective as of September 1, 2011 and renews automatically. This agreement will be reviewed by both institutions every other year and updated or terminated as determined by either party on six months notice.

The attached documents are the result of dialogue between SCCC and Hofstra University Deans and Department Chairs. Each business course outline has been reviewed by both parties for content and transferability.

Excerpts from the 2011-2012 Hofstra University General Bulletin are included describing the Zarb School of Business degree requirements for Bachelor of Business Administration (B.B.A.) students, transfer credit and advanced standing policy.

1. Hofstra University will accept up to 65 semester hours (s.h.) of transfer credits from SCCC. Any given course must have a grade of C- or better and the overall GPA must meet current Hofstra Bulletin requirements. For details, see pages 12-13.

2. The attached articulation agreement serves as a guideline for the minimum number of transfer credits from SCCC to Hofstra University. SCCC students will be given the opportunity to complete the requirements for a B.B.A. degree from the Zarb School of Business within four additional semesters of full-time study (12-17 semester hours).

3. To receive a B.B.A. degree from the Zarb School of Business, students are required to complete a minimum of 128 semester hours. For details, see specific requirements for the B.B.A. degree on page 5-7.

4. Hofstra University requires that at least 50% of the total business semester hours required for the B.B.A. degree must be earned at Hofstra. In addition, B.B.A. students must complete in residence 15 semester hours in their major field of specialization.
To better serve the needs of SCCC students considering transfer to Hofstra, to facilitate the transfer process and to ensure that students are provided the information they need, it is agreed:

Hofstra University will:

A. designate an academic adviser in the Center for University Advisement for SCCC students transferring to Hofstra. Additionally, an academic adviser in the Zarb School of Business will be designated to work with SCCC students.

B. conduct an orientation and registration program specifically for SCCC students transferring to Hofstra.

C. provide regular, on-site advising sessions on the SCCC campus for students interested in transferring to Hofstra.

D. have faculty continue to work with SCCC faculty in reviewing additional courses for transferability.

E. grant SCCC transfers who apply for housing by May 1st the same priority for housing assignments as all other new incoming students.

F. designate a financial aid counselor for SCCC students transferring to Hofstra.

Suffolk County Community College will:

A. publicize this agreement to students, faculty and professional staff in campus publications.

B. have advisers inform interested students of this opportunity.

C. provide a list of graduates upon request.

D. provide a list of business majors upon request.

E. organize a “Hofstra Day” for students to meet with advisers on the SCCC campus.

F. assure that brochures and other printed materials are distributed to the Transfer Office, Advisement Center and academic departments.

G. advertise any special programs or events Hofstra is offering on the SCCC campus.
For Hofstra University:

Stuart Rabinowitz
President
Hofstra University

Herman A. Berliner
Provost and Senior Vice President for Academic Affairs

For Suffolk County Community College:

Shaun L. McKay
President
Suffolk County Community College

Carla Mazzarelli
Vice President for Academic and Student Affairs

Richard Britton
College Associate Dean for General Education
I. Degree Requirements for Bachelor of Business Administration Students

1. The successful completion of at least 128 semester hours, including all requirements, and a cumulative grade-point average (GPA) of 2.0 in work completed at Hofstra.

   NOTE: Accounting majors must also have an overall GPA of 2.0 in accounting course work at Hofstra. In addition, they must have a C- or better in ACCT 101, 102, 123, and 124 whether taken at Hofstra or transferred in from another institution. Otherwise, these accounting courses must be retaken at Hofstra because no waivers will be granted. Students transferring from two-year colleges who have successfully completed the equivalent of ACCT 123 and 124 will receive transfer credit for these courses provided that they successfully complete ACCT 125 with a grade of C or better.

2. At least 45 semester hours must be in liberal arts.

3. At least 50% of the total business semester hours required for the B.B.A. degree must be earned at Hofstra. In addition, B.B.A. students must complete in residence 15 semester hours in their major field of specialization and the last 30 semester hours toward their degree. The 15 semester hours need not be included within the last 30 semester hours.

4. Liberal Arts Distribution Requirements (33 semester hours)
   a. Humanities Division, Nine semester hours including:
      - Literature Category .................................................. 3 s.h.
      - The Arts Category (Appreciation and Analysis or Creative Participation) ............................................. 3 s.h.
      - Literature Category or Appreciation and Analysis ................................................................. 3 s.h.
   b. Natural Sciences, Mathematics/Computer Science Division,
      Nine semester hours including:
      - Mathematics/Computer Science Category* .......................... 3 s.h.
      - Natural Sciences Category ........................................... 3 s.h.
      - Natural Sciences Category or Mathematics/Computer Science Category* ........................................... 3 s.h.
      * B.B.A. students must take MATH 40 or above. Students who plan to pursue an M.B.A. degree are strongly urged to take a calculus course (MATH 61, 61A, or 71).
   c. Social Sciences Division, Nine semester hours including:
      - Behavioral Social Sciences Category .................................. 3 s.h.
      - History, Philosophy, Religion Category .............................. 3 s.h.
      - Behavioral Social Sciences Category or History, Philosophy, Religion Category ................................... 3 s.h.
   d. Cross-Cultural Division .................................................. 3 s.h.
   e. Interdisciplinary Studies Division ...................................... 3 s.h.
      - Choose one 3 s.h. course from the Interdisciplinary Studies Division or an elective from a) through d) above.

NOTE ON USE OF TRANSFER CREDIT FOR DISTRIBUTION REQUIREMENTS:
Distribution requirements may be fulfilled by transferred courses whose content falls within corresponding distribution categories. (BIO 50, 103, 105 and MATH courses with numbers eight or below are excluded.)
5. **English Composition Requirements**
   WSC 1, 2 ........................................................................................................ 6 s.h.
   *NOTE: All students must take and pass the Hofstra Writing Proficiency Exam as a requirement for graduation.*

6. **Specific Liberal Arts Requirements for B.B.A. Students** (18 semester hours)
   *NOTE: Students may use courses listed below to fulfill or reduce the Liberal Arts Distribution Requirements listed in Section 4. Students should consult an adviser in their major department.*
   a. ECO 1, 2 .................................................................................................................. 6 s.h.
      A third economics course, if specified by the department.
   b. Mathematics course: MATH 40 or above, *chosen under business department advisement*, for majors in Accounting, Information Technology, Entrepreneurship, International Business, Legal Studies in Business, Management, Marketing and Supply Chain Management. Finance majors must take MATH 61, 61A, or 71 or above, *chosen under Finance Department advisement* .................................................. 3 s.h.
   c. Ethics course: PHI 14 or 90 .................................................................................. 3 s.h.
   d. Speech course: SPCM 1 or 7 ................................................................................. 3 s.h.
   e. Political science course (any PSC course fulfills the requirement)........................... 3 s.h.

7. **International business majors must fulfill the following additional specific liberal arts requirements.**
   *NOTE: Any of the courses listed below may be used to fulfill or reduce the Liberal Arts Distribution Requirements listed in Section 4. Students should see an adviser in the Department of Marketing and International Business.*
   a. ECO 142
   b. Three semester hours chosen from CLL 39 or 40; ENGL 43 or 44; HIST 11 or 12.
   c. Foreign language, level five or equivalent; standardized test assessments acceptable (*no credit provided for tests*).

8. **Additional Liberal Arts Electives**
   Students may select courses from any liberal arts area, as needed, to complete the minimum of 45 semester hours

9. **Requirements for B.B.A. Majors** (18-27 semester hours) *(See specific requirements on page 7-9)*
   Accounting ................................................................................................................. 27 s.h.
   Entrepreneurship ........................................................................................................ 24 s.h.
   Finance ....................................................................................................................... 21 s.h.
   Information Technology ............................................................................................ 21 s.h.
   International Business .............................................................................................. 21 s.h.
   Legal Studies in Business ......................................................................................... 21 s.h.
   Management ............................................................................................................. 18 s.h.
   Marketing ................................................................................................................... 21 s.h.
   Supply Chain Management ....................................................................................... 21 s.h.
10. **Business Core Requirements** (34 semester hours)
   - ACCT 101*, 102* ................................................................. 6 s.h.
   - FIN 101* ............................................................................. 3 s.h.
   - FIN 110** ........................................................................... 3 s.h.
   - GBUS 180*** or 180H*** ..................................................... 3 s.h.
   - IB 150* ................................................................................ 3 s.h.
   - IT 14 .................................................................................... 4 s.h.
   - LEGL 20 .............................................................................. 3 s.h.
   - MGT 101* ............................................................................. 3 s.h.
   - MGT 110** ........................................................................... 3 s.h.
   - MKT 101* ............................................................................. 3 s.h.

* 24 earned semester hours or above. Requirement cannot be waived.
**58 earned semester hours or above. Requirement cannot be waived.
***88 earned semester hours or above. Requirement cannot be waived.

11. **General Education Requirements**
   - QM 1, 122 ............................................................................. 6 s.h.

12. **Free Electives**
   Electives as needed to complete the 128 semester hour minimum.

II. **Major Requirements**
A. **Accounting (27 semester hours)**

**Bachelor of Business Administration Accounting:** The requirements are: ACCT 123, 124, 125, 131, 133, 135, 143, 144; LEGL 24 and electives chosen under advisement.

*NOTE: This program qualifies students for general accounting careers in business and for admission to the New York State Certified Public Accountant (CPA) examination and to those of many other states. New York State and most other states require 150 hours of course work for actual licensure. Students intending to pursue careers in public accounting are advised to consider the three options outlined below. Students planning to obtain CPA licenses in states other than New York should also consider taking the New York State 150-hour option.*

**Option I:** The 152-hour B.B.A. Program in Accounting requires ACCT 134 and *one* of the following choices (24 s.h. minimum), selected under advisement: a) Three accounting electives and four additional courses; b) A business minor plus additional courses recommended under advisement; c) A second major.

**Option II:** The B.B.A./M.S. Program option is available for those *qualified students* who choose to pursue a Master of Science (M.S.) degree in one of the following areas: Accounting or Taxation and who complete three of the following courses, which will be credited to both the B.B.A. and M.S. degrees:

- ACCT 208 instead of ACCT 135 - Accounting Information Systems (3 s.h.)
- ACCT 215 instead of ACCT 144 - Income Tax Accounting II (3 s.h.)
- ACCT 233 instead of ACCT 133 - Auditing Theory and Practice (3 s.h.)
- ACCT 234 instead of ACCT 134 - Advanced Auditing (3 s.h.)
Option III: The B.B.A./M.B.A. Program option is available to those qualified students* who choose to pursue an M.B.A. in one of the following areas: Accounting, Professional Accountancy or Taxation and who complete three of the courses listed under Option II above, which will be credited to both the B.B.A. and M.B.A. degrees.

* Students selecting the B.B.A./M.S. or the B.B.A./M.B.A. option must meet the M.S. or M.B.A. admission requirements, and submit the appropriate application after successfully completing a minimum of 88 undergraduate credits, but prior to enrolling in their last semester of their senior year. Students must be provisionally accepted into the graduate program before they will be allowed to register for graduate courses. For complete M.S. or M.B.A. requirements, please see the Hofstra University Graduate Studies Bulletin.

B. Entrepreneurship (24 semester hours)

Bachelor of Business Administration Entrepreneurship: The requirements are: ENTR 115, 120, 121, 122, FIN 128, IT 76, and one of the following: MKT 124, 141, 145, 169, 170, and one of the following: ENTR 116, 125, 129, 157 A-Z, 165, 170, 185, 190, GBUS 170 or any other entrepreneurship course, selected under advisement.

C. Finance (24 semester hours)

Bachelor of Business Administration Finance: The requirements are: FIN 132, 160, 165; 12 semester hours of electives in finance; and three semester hours chosen from ECO 125, 130, 132, 142 (No major or minor credit given for FIN 31). With permission of department chairperson, finance elective credit given for GBUS 170.

D. Information Technology (24 semester hours)

Bachelor of Business Administration Information Technology: The requirements are: IT 30; one of the following four courses: IT 40, 50, 90, 95 and 116, 117, 118, 120 and six semester hours of electives in information technology.

E. International Business (21 semester hours)

Bachelor of Business Administration International Business: The requirements are: IB 154; one of the following four courses: IB 160, 161, 162, or 163; IB 175, FIN 165, MGT 171, and MKT/IB 170. In addition, a three-semester-hour international business elective not part of international business core is required. Only one additional international business 160-level course can be taken as an elective.

F. Legal Studies in Business (21 semester hours)

Bachelor of Business Administration Legal Studies in Business: The requirements are: LEGL 23, 24, 25 and four legal studies electives. Under advisement, students may choose two of their
electives from the following courses in other departments: ECO 131, 171; FIN 170, 175; HIST 123; PHI 120; PSC 120. See course listings for prerequisites.

G. Management (18 semester hours)

Bachelor of Business Administration Management: The requirements are: any six, three-semester-hour undergraduate elective courses in management. One of these six management courses may be substituted with a three-semester-hour course in entrepreneurship or in general business (except GBUS 1 and 180 or 180H).

H. Marketing (21 semester hours)

Bachelor of Business Administration Marketing: The requirements are: MKT 124, 144, 175; and four additional, three-semester-hour courses in marketing (may include GBUS 170).

I. Supply Chain Management (21 semester hours)

Bachelor of Business Administration Supply Chain Management: The requirements are: MGT 114, 125, 143, 145 and three additional, three-semester-hour courses from the following: ACCT 131, FIN 111, IT 76, MGT 118, MGT 128, MGT 142, MGT 144, MGT 175, MKT 141, MKT 169 and QM 146.
## Selected Course Equivalents

### General Education Requirements

<table>
<thead>
<tr>
<th>SCCC</th>
<th>Hofstra Equivalent</th>
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<tbody>
<tr>
<td>MAT 103/MA 23</td>
<td>Statistics I</td>
</tr>
<tr>
<td>QM 001</td>
<td>Intro. To Business Statistics</td>
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<tr>
<td>MAT 104/MA 24</td>
<td>Statistics II</td>
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<tr>
<td>QM 122</td>
<td>Inter. Business Statistics</td>
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### Business Core Requirements

<table>
<thead>
<tr>
<th>SCCC</th>
<th>Hofstra Equivalent</th>
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<tbody>
<tr>
<td>ACC 101/AC 11</td>
<td>Principles of Accounting I</td>
</tr>
<tr>
<td>ACCT 101</td>
<td>Financial Accounting</td>
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<tr>
<td>ACC 102/AC 12</td>
<td>Principles of Accounting II</td>
</tr>
<tr>
<td>ACCT 102</td>
<td>Managerial Accounting</td>
</tr>
<tr>
<td>ACC 113/AC 13 and</td>
<td>Fundamentals of Accounting I;</td>
</tr>
<tr>
<td>ACC 114/AC 14</td>
<td>Fundamentals of Accounting II</td>
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<tr>
<td>ACCT 101</td>
<td>Financial Accounting</td>
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<td>ACC 115/AC 15</td>
<td>Managerial Accounting</td>
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<tr>
<td>ACCT 102</td>
<td>Managerial Accounting</td>
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<tr>
<td>ACC 214/AC 84</td>
<td>Corporate Finance</td>
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<tr>
<td>FIN 101</td>
<td>Intro. to Finance, Financial Markets &amp; Institutions</td>
</tr>
<tr>
<td>BUS 201/BA 51</td>
<td>Management Principles and Practices</td>
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<tr>
<td>MGT 101</td>
<td>Intro. to Management</td>
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<tr>
<td>MKT 101/BD 57</td>
<td>Principles of Marketing</td>
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<tr>
<td>MKT 101</td>
<td>Principles of Marketing</td>
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<tr>
<td>BUS 141/BA 62</td>
<td>Fundamentals of International Business</td>
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<tr>
<td>IB 150</td>
<td>Intro. to International Business</td>
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### For Accounting Majors

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<tr>
<th>SCCC</th>
<th>Hofstra Equivalent</th>
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<tbody>
<tr>
<td>* ACC 201/AC 51</td>
<td>Intermediate Accounting I, II</td>
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<tr>
<td>ACC 202/AC 52</td>
<td>ACCT 123, 124</td>
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<tr>
<td>LAW 212/BL 72</td>
<td>Business Law II</td>
</tr>
<tr>
<td>LEGL 024</td>
<td>Legal Aspects of Business Organizations</td>
</tr>
</tbody>
</table>

*To receive transfer credit for ACCT 123 & 124, a student must receive a C or better in ACCT 125, Accounting Entities, at Hofstra.*
<table>
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<tr>
<th>Specific Liberal Arts Requirements for Bachelor of Business Administration Majors</th>
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<tbody>
<tr>
<td><strong>SCCC</strong></td>
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<tr>
<td><strong>Economics (6 s.h.)</strong></td>
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<tr>
<td>ECO 111/EK 21</td>
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<td>ECO 112/EK 22</td>
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<td><strong>Mathematics (3 s.h.)</strong></td>
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<tr>
<td>MAT 121/MA 36</td>
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<td>MAT 124/125/126</td>
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<td>MA 61/62/70</td>
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<td>MA 64/MAT 131</td>
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<td>MA 90/MAT 204</td>
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<td>MA 93/MAT 206</td>
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<td><strong>Ethics (3 s.h.),</strong></td>
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<td>PHL 107/PL 23</td>
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<tr>
<td><strong>Speech (3 s.h.)</strong></td>
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<td>COM 101/CO 11</td>
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<tr>
<td>COM 105/CO 15</td>
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<tr>
<td><strong>Political Science (3 s.h.)</strong></td>
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<td>POL 103/PO 20</td>
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<tr>
<td>POL 105/PO 25</td>
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<td>POL 107/PO 40</td>
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<td><strong>English Composition Requirements (6 s.h.)</strong></td>
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<td><strong>English Composition</strong></td>
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<tr>
<td>EG 11/ENG 101</td>
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<tr>
<td>EG 13/ENG 102</td>
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</tbody>
</table>

**NOTE ON USE OF TRANSFER CREDIT FOR DISTRIBUTION REQUIREMENTS:** Distribution requirements may be fulfilled by transferred courses whose content falls within corresponding distribution categories listed on page 5. (BIO 50, 103, 105 and MATH courses with numbers eight or below are excluded.)

All established Hofstra equivalents for SCCC courses can be found on the Hofstra website at http://www.hofstra.edu/Admission/adm_credeval.cfm.
Appendix: Transfer Credit and Advanced Standing Policy

Appropriate courses completed with a minimum grade of C- or the equivalent at fully accredited institutions are transferable. Upon completion of at least 30 semester hours at a fully accredited institution, transfer credit will be granted for appropriate courses with D and D+ grades for a total of 9 semester hours providing the student has a final cumulative grade point average of 3.0 or better at this previous institution. Grades attained at another institution are not recorded on the Hofstra record and are not included in the grade point average to meet graduation requirements. A course deemed appropriate for transfer is one which might logically be a part of the course of study offered at Hofstra University.

Further details on Hofstra transfer policies may be found at: http://bulletin.hofstra.edu/contnet.php?catoid=53&navoid=3036#transfer_credit