

**BACHELOR OF SCIENCE DEGREE: BUSINESS ADMINISTRATION  
MAJOR: MANAGEMENT**

11/15/2006	Hrs. Req.	Hrs. Trans.	S.S. #	Hrs. Req.	Hrs. Trans.
<b>NAME:</b>					
<b>Transfer From: Herkimer County CC</b>			<b>Hours:</b>	<b>61</b>	
<b>Transfer From:</b>			<b>Hours:</b>		
<b>Transfer From:</b>			<b>Hours:</b>		
<b>Transfer From:</b>			<b>Hours:</b>		
<b><u>GENERAL EDUCATION (36)</u></b>			<b><u>BUSINESS CORE (36)</u></b>		
<b>COMMUNICATION (12)</b>			ACC201: FINANCIAL ACCOUNTING	3	
			<i>BU 114 Accounting 1</i>		3
ENG111: ENGLISH COMPOSITION I	3		ACC202: MANAGERIAL ACCOUNTING	3	
<i>EN 111 English 1</i>			3 <i>BU 115 Accounting 2</i>		3
ENG112: ENGLISH COMPOSITION II	3		BUS210: CAREER DEVELOPMENT	3	
<i>EN 112 English 2</i>			3		
ENG320: ADVANCED RHETORIC	3		BUS350: BUSINESS LAW	3	
ENG330: WRITING PROFESSIONALLY	3		BUS310: BUSINESS STATISTICS	3	
<b>MATHEMATICS &amp; SCIENCE (9)</b>			CIS101: INTRODUCTION TO CIS	3	
			<i>IS 115 Computer Software Application</i>		3
MAT121: COLLEGE ALGEBRA	3		CIS240: COMPUTER APPL. IN BUSINESS	3	
SCIENCE ELECTIVE	3		ECO241: MICROECONOMICS	3	
<i>Science Elective*</i>			3		
MATH OR SCIENCE ELECTIVE	3		ECO242: MACROECONOMICS	3	
<i>Math Elective*</i>			3 <i>SS 185 Introduction to Macroeconomics</i>		3
			FIN360: PRINCIPLES OF FINANCE	3	
<b>HUMANITIES (6)</b>					
<i>Humanities Elective*</i>	3		3 MGT250: PRINCIPLES OF MANAGEMENT	3	
			<i>BU 232 Principles of Management</i>		3
			3 MKT250: PRINCIPLES OF MARKETING	3	
			<i>BU 141 Introduction to Marketing</i>		3
SOCIAL SCIENCE (6)			<b><u>AREA OF CONCENTRATION (27)</u></b>		
			CIS320: INFORMATION SYSTEMS	3	
<i>SBS250: PSYCHOLOGY</i>	3				
			FIN400: CORPORATE FINANCE	3	
<b>SOCIAL SCIENCE ELECTIVE</b>	3				
<i>Social Science Elective*</i>			3 MGT325: ENTREPRENEURSHIP	3	
			<i>BU 238 Introduction to Entrepreneurship</i>		3
<b>GENERAL EDUCATION ELECTIVE</b>			MGT312: HUMAN RESOURCE MANAGEMENT	3	
<i>General Education Elective*</i>	3		3		
			MGT321: BUSINESS ETHICS	3	
<b>TAILORED ELECTIVES (18)</b>					
<i>BU 111 Business Organization and Management</i>	3		3 MGT412: ORG. THEORY & BEHAVIOR	3	
<i>FS 100 Freshman Seminar</i>	1		1		
<i>BU 142 Marketing Research</i>	3		3 MGT440: OPER. ANALYSIS & MGT.	3	
<i>Business Elective*</i>	3		3		
<i>Business Elective*</i>	3		3 MGT499: POLICY & STRATEGY	3	
<i>HU 146 Introduction to Computer Graphics &amp; Design</i>	3		3		
<i>BU 251 Human Resource Management</i>	3		3 AND ONE OF THE FOLLOWING		
			<i>ECO451: INTERNATIONAL TRADE &amp; FINANCE</i>	3	
			<i>MKT420: INTERNATIONAL MARKETING</i>	3	
Total General Education Hours Required:	58		<b>Total Business Core Hours Required:</b>	63	
<b>Total General Education Hours Transferred:</b>		40	<b>Total Business Core Hours Transferred:</b>		21
			<b>Total Hours Transferred</b>	<b>61</b>	<b>61</b>
			Total Hours Remaining:	59	

Herkimer AAS Small Business Management (1157) to Webber BS Management planning sheet

Last date revised: 11/15/06

Effective: with initial agreement

\* While Webber International University will generally transfer in any elective in the program for unspecified electives, we do not accept physical education, remedial, vocational, or credits which are not part of an academic degree program (e.g., certificate or technical designations)



**BACHELOR OF SCIENCE DEGREE: BUSINESS ADMINISTRATION  
MAJOR: MARKETING**

11/15/2006	Hrs. Req.	Hrs. Trans.	S.S. #	Hrs. Req.	Hrs. Trans.
<b>NAME: (Italics indicate transferable courses)</b>			<b>S.S. #</b>		
<b>Transfer From: Herkimer County CC</b>			<b>Hours:</b>		
<b>Transfer From: AS Marketing</b>			<b>Hours:</b>		
<b>Transfer From:</b>			<b>Hours:</b>		
<b>Transfer From:</b>			<b>Hours:</b>		
<b><u>GENERAL EDUCATION (33)</u></b>			<b><u>BUSINESS CORE (36)</u></b>		
<b>COMMUNICATION (12)</b>			ACC201: FINANCIAL ACCOUNTING	3	
			<i>Bu 114 Accounting I</i>		3
ENG111: ENGLISH COMPOSITION I	3		ACC202: MANAGERIAL ACCOUNTING	3	
<i>En 111 English I</i>			<i>Bu 115 Accounting II</i>		3
ENG112: ENGLISH COMPOSITION II	3		BUS210: CAREER DEVELOPMENT	3	
<i>En 112 English 2</i>					
ENG320: ADVANCED RHETORIC	3		BUS350: BUSINESS LAW	3	
ENG330: WRITING PROFESSIONALLY	3		BUS310: BUSINESS STATISTICS	3	
<i>Bu 112 Business Communication</i>			<i>Ma 127 Mathematical Stats I</i>		3
<b>MATHEMATICS &amp; SCIENCE (9)</b>			CIS101: INTRODUCTION TO CIS	3	
MAT121: COLLEGE ALGEBRA	3		CIS240: COMPUTER APPL. IN BUSINESS	3	
SCIENCE ELECTIVE	3		ECO241: MICROECONOMICS	3	
<i>Science Elective*</i>					
MATH OR SCIENCE ELECTIVE	3		ECO242: MACROECONOMICS	3	
			<i>SS 185 Intro to Macroeconomics</i>		3
			FIN360: PRINCIPLES OF FINANCE	3	
<b>HUMANITIES (6)</b>			3 MGT250: PRINCIPLES OF MANAGEMENT	3	
<i>Humanities Elective*</i>	3		<i>Bu 232 Principles of Mgmt</i>		3
			MKT250: PRINCIPLES OF MARKETING	3	
			<i>Bu 141 Intro to Marketing</i>		3
<b>SOCIAL SCIENCE (6)</b>			<b><u>AREA OF CONCENTRATION (30)</u></b>		
			MKT310: DIRECT MARKETING	3	
SBS250: PSYCHOLOGY	3				
			MKT320: PROFESSIONAL SELLING	3	
SOCIAL SCIENCE ELECTIVE	3		<i>Bu 222 Professional Selling</i>		3
<i>Social Science Elective*</i>			3 MKT330: SERVICES MARKETING	3	
<b>TAILORED ELECTIVES (21)</b>					
			MKT340: CONSUMER BEHAVIOR	3	
CIS IS Elective	3				
<i>FS 100 Freshman Seminar</i>	1		1 MKT360: RETAILING MANAGEMENT	3	
<i>Bu 111 Bus Org &amp; Mgmt</i>	3				
<i>Bu 245 Marketing Mgmt</i>	3		3 MKT370: ADVERTISING STRATEGIES	3	
<i>Business Elective*</i>	3				
<i>Elective*</i>	3		3 MKT420: INTERNATIONAL MARKETING	3	
<i>Bu 143 Advertising</i>	3				
<i>Elective*</i>	3		3 MKT460: MARKETING RESEARCH	3	
			MKT480: MARKETING STRATEGY	3	
			MKT495: MARKETING INTERNSHIP	3	
			<b>Total Business Core Hours Required:</b>	66	
			<b>Total Business Core Hours Transferred:</b>		21
<b>Total General Education Hours Required:</b>	55		<b>Total Hours Transferred</b>	61	61
<b>Total General Education Hours Transferred:</b>		40	<b>Total Hours Remaining:</b>	<b>59</b>	

Herkimer AS Marketing (0633) to Webber BS Marketing planning sheet

Last date revised: 11/15/06

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