

## Appendix A

**Associate in Science Degree in Business at Passaic County Community College**

**to a**

**Bachelor of Science/ Arts Degree in Business at William Paterson University**

### AS Business Administration to WP BA in Economics

**PCCC Courses AS**

**Credits      WP Equivalency BA**

**Semester 1**

AC101 Financial Accounting I	3	Degree Credit
BU101 Introduction to Business	3	Degree Credit
EC101 Economics I	3	ECON2010 Macroeconomic Principles
EN101 Composition I	3	ENG1100 College Writing
ENS106 Public Speaking	3	COMM2630 Public Speaking

**Semester 2**

AC102 Financial Accounting II	3	ACCT2110 Financial Accounting
BU203 Principles of Marketing	3	MKT2100 Principles of Marketing
CIS125 Microcomputer Software I	3	CS2100 Web Page and Site Design
EC102 Economics II	3	ECON2020 Microeconomics Principles
EN102 Composition II	3	ENG1500 Experiences in Literature

**Semester 3**

BU206 Business Statistics	3	ECON2100 Business Statistics I
Laboratory Science Elective	4	Equivalent Lab Science Course
PS101 Introduction to Psychology OR SO101 Introduction to Sociology	3	PSY1100 General Psychology Or SOC1010 Principles of Sociology
BU201 Business Law OR BU208 Business Ethics OR BU213 Legal Environment of Business, Government, and Society	3	LAW2510 Bus Law I: Contracts OR Elective Credit OR LAW2010 Legal Environment Business
AC205 Managerial Accounting	3	ACCT2120 Managerial Accounting

**Semester 4**

Math course	4	Equivalent Math Course
BU222 Principles of Management	3	MGT2000 Principles of Management
Humanities Course	3	Equivalent Humanities Course
Business or Accounting Elective Course	3	Equivalent Business Elective Course

AC203 Accounting Applications using Excel OR EN103 Business Writing	1	Degree Credit
MA109 Pre-Calculus Mathematics OR MA110 Mathematics for Management OR MA111 Business Calculus	3 or 4	MATH1160 Precalculus OR MATH1170 Business Math OR MATH1450 Quantitative Math II

**\*Business/Accounting elective**

to include: BU 207 (Business  
Statistics II) equivalent to WPU's  
ECON 2110 (Business Statistics  
II); BU 209 (Professional Selling)  
equivalent to WPU's RPS 2050  
(Professional Selling)

**William Paterson University Courses**

**Semester 5**

- 3 ECON 3010 Intermediate Macroeconomics
- ECON 3500 Economics of Globalization OR ECON3700
- 3 International Economics
- 3 World Languages I or ASL I
- 3 Choose a major elective (**List below**)
- 0 PENB1005 Professional Enrichment 5

**Semester 6**

- 3 ECON 3020 Intermediate Microeconomics
- 3 World Languages II or ASL II
- 3 Choose a major elective (**List below**)
- 3 Choose a free elective/minor course
- 0 PENB1006 Professional Enrichment 6

**Semester 7**

- 3 Choose a major elective (**List below**)
- 3 Choose a major elective (**List below**)
- 3 Choose a free elective/minor course
- 3 Choose a free elective/minor course
- 0 PENB1007 Professional Enrichment 7

**Semester 8**

- 3 Choose a free elective/minor course
- 3 Choose a free elective/minor course
- 3 Choose a free elective/minor course
- 3 Choose a free elective/minor course
- 0 PENB1008 Professional Enrichment 8

**Economics Major Electives (choose 4)**

ECON 2100 Business Statistics I  
 ECON 2110 Business Statistics II  
 ECON 2300 Economics of the Environment  
 ECON 3020 Prices and Markets  
 ECON 3030 International Finance  
 ECON 3050 Current Economic Issues  
 ECON 3100 Money and Banking  
 ECON 3200 History Economic Thought  
 ECON 3210 Economics of the Public Sector  
 ECON 3280 Economic History of US  
 ECON 3500 Economics of Globalization  
 ECON 3600 Economic Growth and Development  
 ECON 3700 International Economics  
 ECON 3900 Comparative Economic Systems  
 ECON 3990 Selected Topics  
 ECON 4150 Managerial Economics  
 ECON 4280 Healthcare Economics  
 ECON 4300 Econometrics  
 ECON 4500 Business Economics of Latin America  
 ECON 4850 Practicum in Economics  
 ECON 4900 Economics Internship  
 ECON 4990 Independent Study

<b><u>AS Business Administration to BS in Finance</u></b>		
<b><u>PCCC Courses AS</u></b>	<b><u>Credits</u></b>	<b><u>WPU Equivalency BS</u></b>
<b><u>Semester 1</u></b>		
AC101 Financial Accounting I	3	Degree Credit
BU101 Introduction to Business	3	Degree Credit
EC101 Economics I	3	ECON2010 Macroeconomic Principles
EN101 Composition I	3	ENG1100 College Writing
ENS106 Public Speaking	3	COMM2630 Public Speaking
<b><u>Semester 2</u></b>		
AC102 Financial Accounting II	3	ACCT2110 Financial Accounting
BU203 Principles of Marketing	3	MKT2100 Principles of Marketing
CIS125 Microcomputer Software I	3	CS2100 Web Page and Site Design
EC102 Economics II	3	ECON2020 Microeconomics Principles

EN102 Composition II	3	ENG1500 Experiences in Literature
<b><u>Semester 3</u></b>		
BU206 Business Statistics	3	ECON2100 Business Statistics I
Laboratory Science Elective	4	Equivalent Laboratory Science course
PS101 Introduction to Psychology OR SO101 Introduction to Sociology	3	PSY1100 General Psychology Or SOC1010 Principles of Sociology
BU201 Business Law OR BU208 Business Ethics OR BU213 Legal Environment of Business, Government, and Society		LAW2510 Bus Law I: Contracts OR Elective Credit OR LAW2010 Legal Environment Business
MA109 Pre-Calculus Mathematics OR MA110 Mathematics for Management OR MA111 Business Calculus	3 or 4	MATH1160 Precalculus OR MATH1170 Business Math OR MATH1450 Quantitative Math II

#### **Semester 4**

Math course	4	Equivalent Math Course
BU222 Principles of Management	3	MGT2000 Principles of Management
Humanities Course	3	Equivalent Humanities Course
Business or Accounting Elective Course <b>(see below)</b>	3	Equivalent Business or Accounting Elective Course
AC203 Accounting Applications using Excel OR EN103 Business Writing	1	Degree Credit

#### **William Paterson University Courses**

##### **Semester 5**

	3	ECON 2110 Business Statistics II
	3	ACCT 2120 Managerial Accounting
	3	FIN 3200 Corporate Finance
<b><u>PCCC Business or Accounting electives</u></b>	3	World Language I or ASL I
BUS201 Business Law	3	MKT 2100 Principles of Marketing
BU213 Legal Env of Business, Govt and Society	0	PENB 1005 Professional Enrichment 5

##### **Semester 6**

<b><u>WP Equivalents</u></b>	3	FIN 4000 International Financial Management
LAW2510 Bus Law I: Contracts	3	FIN 4350 Investment Analysis and Planning
LAW2010 Legal Env Business	3	Choose a Finance Major Elective <b>(List below)</b>
	3	World Language II or ASL II
	3	LAW 2010 Legal Environment of Business
	0	PENB 1006 Professional Enrichment 6

### Semester 7

- 3 MGT 4310 Operations Management
- 3 FIN 4450 Finance Information Systems
- 3 MGT 3550 Values, Ethics and Sustainability
- 3 Choose a Finance Major Elective (**List below**)
- 3 Choose a Finance Major Elective (**List below**)
- 0 PENB 1007 Professional Enrichment 7

### Semester 8

- 3 MGT 4600 Business Strategy and Policy
- 3 Choose a Finance Major Elective (**List below**)
- 3 Choose a Finance Major Elective (**List below**)
- 3 Choose a free elective/minor course
- 0 PENB 1008 Professional Enrichment 8

### Finance Major Elective Requirement

#### **Select 5 courses.**

- FIN 3100 Money and Banking
- FIN 3500 Financial Markets and Institutions
- FIN 3690 Private Equity and Venture Capital
- FIN 3990 Selected Topics
- FIN 4030 Capital Budgeting
- FIN 4060 Commercial Bank Management
- FIN 4150 Managerial Economics
- FIN 4210 Intro to Financial Data Analysis
- FIN 4220 Introduction for Machine Learning for Finance
- FIN 4230 Text Mining for Finance
- FIN 4250 Credit Analysis in Commercial Banking
- FIN 4270 Real Estate Financing
- FIN 4300 Advanced Managerial Finance
- FIN 4360 Investments II
- FIN 4380 Introduction to Derivatives
- FIN 4400 Government and Not-For-Profit Accounting
- FIN 4650 Case Studies
- FIN 4640 Acquisitions and Mergers
- FIN 4670 Financial Risk Management
- FIN 4850 Practicum in Finance
- FIN 4860 Business Case Writing
- FIN 4900 Internship in Finance
- FIN 4990 Independent Study

**AS Business Administration to WP BS in Management****PCCC Courses AS****Credits****WPU Equivalency BS****Semester 1**

AC101 Financial Accounting I	3	Degree Credit
BU101 Introduction to Business	3	Degree Credit
EC101 Economics I	3	ECON2010 Macroeconomic Principles
EN101 Composition I	3	ENG1100 College Writing
ENS106 Public Speaking	3	COMM2630 Public Speaking

**Semester 2**

AC102 Financial Accounting II	3	ACCT2110 Financial Accounting
BU203 Principles of Marketing	3	MKT2100 Principles of Marketing
CIS125 Microcomputer Software I	3	CS2100 Web Page and Site Design
EC102 Economics II	3	ECON2020 Microeconomics Principles
EN102 Composition II	3	ENG1500 Experiences in Literature

**Semester 3**

BU206 Business Statistics	3	ECON2100 Business Statistics I
Laboratory Science Elective	4	Equivalent Laboratory Science course
PS101 Introduction to Psychology OR SO101 Introduction to Sociology	3	PSY1100 General Psychology or SOC1010 Principles of Sociology
BU201 Business Law OR BU208 Business Ethics OR BU213 Legal Environment of Business, Government, and Society		LAW2510 Bus Law I: Contracts OR Elective Credit OR LAW2010 Legal Environment Business
MA109 Pre-Calculus Mathematics OR MA110 Mathematics for Management OR MA111 Business Calculus	3	MATH1160 Precalculus OR MATH1170 Business Math OR MATH1450 Quantitative Math II

**Semester 4**

Math course	4	Equivalent Math Course
BU222 Principles of Management	3	MGT2100 Principles of Management
Humanities Course	3	Equivalent Humanities Course
Business or Accounting Elective Course	3	Equivalent Business or Accounting Elective Course
AC203 Accounting Applications using Excel OR EN103 Business Writing	1	Degree Credit

**William Paterson University Courses****Semester 5**

3	ACCT 2120 Managerial Accounting
3	MGT 3090 International Management
3	MGT 3060 Organizational Behavior
	ECON 2110 Business Statistics II OR MGT2110 Business Statistics for Managers
3	MGT3050 Management Info systems (meets TINT)

0 PENB 1005 Professional Enrichment 5

**Semester 6**

3 FIN 3200 Corporate Finance

3 MGT 3550 Values, Ethics and Sustainability

3 LAW 2010 Legal Environment of Business

3

3 World Language I or ASL I

0 PENB 1006 Professional Enrichment 6

**Semester 7**

3 MGT 4310 Operations Management

3 MGT 3050 Management Information Systems

3 RPS 2100 Negotiation

3 Choose a **Management Major Elective Requirement**

3 Choose a free elective/minor course

0 PENB 1007 Professional Enrichment 7

**Semester 8**

3 MGT 4600 Business Strategy and Policy

3 MGT 4800 Seminar Management

3 Choose a **Management Major Elective Requirement**

3 Choose a **Management Major Elective Requirement**

3 Choose a free elective/minor course

0 PENB 1008 Professional Enrichment 8

**Management Major Elective Requirement (choose 3)**

BAN 3100 Applied Business Analytics

MKT 4750 Supply Chain Management

MGT 3080 Organizational Theory

MGT 3150 Human Resource Management

MGT 3400 Labor and Management

MGT 3600 Innovation and Social Entrepreneurship

MGT 3990 Selected Topics

MGT 4150 Advanced Human Resource Management

MGT 4500 Small Business Management

MGT 4510 Project Management Analytics

MGT 4550 Entrepreneurship and New Venture Creation

MGT 4850 Management Practicum

MGT 4900 Internship in Management

MGT 4990 Independent Study

**AS Business Administration to WP BS in Professional Sales**

**PCCC Courses AS**

**Credits**      **WPU Equivalency BS**

**Semester 1**

AC101 Financial Accounting I	3	Degree Credit
BU101 Introduction to Business	3	Degree Credit
EC101 Economics I	3	ECON2010 Macroeconomic Principles
EN101 Composition I	3	ENG1100 College Writing
ENS106 Public Speaking	3	COMM2630 Public Speaking

**Semester 2**

AC102 Financial Accounting II	3	ACCT2110 Financial Accounting
BU203 Principles of Marketing	3	MKT2100 Principles of Marketing
CIS125 Microcomputer Software I	3	CS2100 Web Page and Site Design
EC102 Economics II	3	ECON2020 Microeconomics Principles
EN102 Composition II	3	ENG1500 Experiences in Literature

**Semester 3**

BU206 Business Statistics	3	ECON2100 Business Statistics I
Laboratory Science Elective	4	Equivalent Laboratory Science course
PS101 Introduction to Psychology		
OR SO101 Introduction to Sociology	3	PSY1100 General Psychology Or SOC1010 Principles of Sociology
BU201 Business Law OR BU208 Business Ethics OR BU213 Legal Environment of Business, Government, and Society		LAW2510 Bus Law I: Contracts OR Elective Credit OR LAW2010 Legal Environment Business
MA109 Pre-Calculus Mathematics OR MA110 Mathematics for Management OR MA111 Business Calculus	3	MATH1160 Precalculus OR MATH1170 Business Math OR MATH1450 Quantitative MathII

**Semester 4**

Math course	4	Equivalent Math Course
BU222 Principles of Management	3	MGT2100 Principles of Management
Humanities Course	3	Equivalent Humanities Course
Business or Accounting Elective Course	3	Equivalent Business or Accounting Elective Course
AC203 Accounting Applications using Excel OR EN103 Business Writing	1	Degree Credit

**William Paterson University courses**

**Semester 5**

3	ECON 2110 Business Statistics II
3	ACCT 2120 Managerial Accounting
3	RPS 3000 Global Perspectives in Sales
3	World Languages I or ASL I



- 3 LAW 2010 Legal Environment of Business
- 0 PENB1005 professional Enrichment 5

### **Semester 6**

- 3 FIN 3200 Corporate Finance
- 3 MGT 3550 Values,Ethics and Sustainability
- 3 RPS 4000 Sales Management
- 3 World Languages II or ASL II
- 3 RPS 2100 Negotiation
- 0 PENB1006 Professional Enrichment6

### **Semester 7**

- 3 MGT 4310 Operations Management
- RPS 4100 Key Account Management and Customer Relationship Building
- 3 RPS 2050 Professional Selling
- 3 RPS 3200 Sales Analytics OR MGT 3050
- 3 Choose a major elective (**see list below**)
- 0 PENB1007 Professional Enrichment 7

### **Semester 8**

- 3 MGT 4600 Business Strategy and Policy
- 3 RPS 4500 Advanced Sales
- 3 Choose a major elective (**see list below**)
- 3 Choose a major elective (**see list below**)
- 3 Choose a free elective minor course
- 0 PENB1008 Professional Enrichment 8

#### Notes:

1. William Paterson University will accept all associate degree credits under this program-to-program articulation agreement, including up to half of the William Paterson University major required credits, from New Jersey community college students who enroll at William Paterson University
2. William Paterson University recommends students to take two semesters of one foreign language at the community college. Two semesters of American Sign Language can also fulfill the foreign language requirement.
3. WP Online students should always refer to the semester course schedule when choosing electives, as elective course offerings may vary each semester.

Undergraduate students in the Cotsakos College of Business are required to fulfill the Professional Enrichment program via a series of zero-credit courses that consist of various career preparation activities. The specific course a student takes in a particular semester is determined by a student's number of completed credits. Transfer students are only responsible for completing the portion of the Professional Enrichment program that applies to them based on their number of completed credits after they join the Cotsakos College of Business.