

Business Online articulation:		MassTransfer	2013
Cape Cod Community College AS in Business Transfer			
to Westfield State University BS in Business Management (with Marketing concentration)			
<i>* Denotes Community College MassTransfer Block requirement</i>			
<i>Denotes WSU Business major requirement</i>			
<i>Note: To receive the bachelor's degree, a minimum of 30 WSU Business dept. credits must be completed.</i>			
<u>Associate's Degree Requirements:</u>		<u>Westfield State University Business Management Degree</u>	
		<u>with Management Concentration Requirements:</u>	
Courses	Credits	Courses	Credits
<i>General Education:</i>			
ENL 101 English Composition I *	3	ENGL 0101 English Composition I	3
ENL 102 English Composition II *	3	ENGL 0102 English Composition II	3
COM 103 Human Communication *	3	General Elective	3
COM 203 Public Speaking *	3	ENGL 0103 Speech	3
Humanities & Fine Arts Elective *	3	General Elective	3
ECO 117 Principles of Macroeconomics *	3	ECON 0101 Principles of Macroeconomics	3
ECO 118 Principles of Microeconomics *	3	ECON 0102 Principles of Microeconomics	3
Behavioral & Social Sciences Elective *	3	General Elective	3
Natural or Physical Science Elective *	4	General Elective	4
Natural or Physical Science Elective *	4	General Elective	4
MAT 150 Elementary Statistics *	3	MATH 0108 Elementary Statistics	3
<i>MassTransfer Block total</i>		35	
<i>Professional Education:</i>			
ACC 201 Financial Accounting	3	ACCT 0104 Accounting I	3
ACC 202 Managerial Accounting	3	ACCT 0105 Accounting II	3
BUS 120 Business Law	3	MGMT 0241 Business Law	3
BUS 201 Business Finance	3	FINC 0207 Financial Management	3
BUS 214 Management	3	MGMT 0221 Business Management	3
MKT 100 Marketing	3	MRKT 0231 Marketing Management	3
GIT 110 Microcomputer Applications Software	3	MGMT 0107 Software Applications in Management	3
BUS 100 Introduction to Business	3	General Elective	3
Information Technology Elective (excluding GIT 180)	3	General Elective	3
		MGMT 0220 Production & Operations Management	3
		MGMT 0250 Quantitative Approach to Business Decisions	3
		MGMT 0308 Organizational Development & Behavior	3
		MGMT 0321 Management Information Systems	3
		MGMT 0325 Business Policy & Strategy	3
		MGMT 0338 International Business	3
		MRKT 0306 Logistics Management	3
		MRKT 0307 Marketing Sales Techniques	3
		MRKT 0309 Sales and Sales Management	3
		MRKT 0328 Principles of Advertising	3
		MRKT 0337 Consumer Behavior	3
		MRKT 300-Level Elective	3
		ENGL 0392 Business & Technical Writing	3
		MATH 0115 Math for Business & Social Sciences	3
		General Electives (including 0 to 6 credits gen ed's)	16
		<i>WSU credit total</i>	58
Associate's degree credit total:	62	Bachelor's degree credit total:	120
<i>updated June 2012</i>			