

## Pathways in Sales Management to Management Transfer Guide

Westchester Community College – A.S. in Business Management: Sales Management  
Empire State College – B.S. in Management

### Westchester Community College – Business Management: Sales Management, A.S.

ACC 119 Financial Accounting	4	ENG 101 Writing and Research	3
ACC 120 Managerial Accounting	4	ENG 102 Writing and Literature	3
CIS 110 Computer Information Systems	3	COM 109 Speech Communication	3
LAW 101 Business Law	3	ECON 101 Macroeconomics	3
MGT 101 Business Organization and Management	3	ECON 102 Microeconomics	3
MGT 201 Principles of Management	3	SUNY General Education elective	3
MGT 215 Global Business	3	SUNY General Education elective	3
MKT 101 Marketing	3	Natural Science with Lab elective	4
COM 102 Interpersonal Communication	3	Liberal Arts elective (PSYCH 101 Introduction to Psychology – recommended)	3
MKT 103 Professional Selling	3	MATH 131 College Algebra	4
		MATH 140 Statistics (preferred by SUNY ESC)	
		MATH 161 Pre-calculus	
		MATH 180 Calculus for Business	
		MATH 181 Calculus I	
		MATH 191 Calculus II	
		MATH 230 Calculus III	
		<b>Total WCC Credit</b>	<b>64</b>
		<b>(Potential additional lower-division credits at WCC<sup>1</sup>)</b>	<b>15)</b>

### SUNY Empire State College – Management, B.S. (Sample Only, Upper-Division)

BUSN 3010 Business Ethics	4	Educational Planning	4
MGIS 3010 Management Information Systems	4	Liberal Arts and Science elective	3
FSMA 3010 Corporate Finance	4	Elective	2
HRMS 3010 Diversity in the Workplace	4		
MGMT 3060 Organizational Behavior	4		
MGMT 3020 International Cross Cultural Management	4		
MGMT 4035 Strategic Management	4		
Program elective	4		
Program elective	4		
		<b>Total Empire State College Credit</b>	<b>45</b>
		<b>Degree Program Total</b>	<b>124</b>

<sup>1</sup> Any of these 15 credits not completed at Westchester Community College will be completed at Empire State College. Students should seek advisement from an SUNY Empire advisor in advance of selecting which courses to take to ensure they will fit into the baccalaureate degree plan.

## **Notes**

SUNY Empire requires B.S. degree students to complete a minimum of 62 liberal arts and sciences credits.

To satisfy SUNY General Education requirements, every SUNY Empire bachelor's degree program must include at least 30 credits in seven of ten general education knowledge and skill areas, as well as the areas of Mathematics and Basic Communication. The ten areas include:

Mathematics	Other World Civilizations
Natural Sciences	Humanities
Social Sciences	The Arts
American History	Foreign Languages
Western Civilizations	Basic Communications

## **Benefits for Westchester Community College Transfer Students**

Empire State College will provide the following benefits for participating WCC students:

- Guaranteed admission to a bachelor's degree program
- Provision of a \$100 *Better Together* transfer scholarship
- Waiver of the \$50 admission / orientation fee
- Waiver of the admissions application essay

WCC students will need to use a special transfer benefits code during the admissions application process. To get the code prior to applying, please contact the WCC Transfer Services Center or:

## **For Further Information**

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