

ONLINE BUSINESS articulation:		MassTransfer	Spring 2014
North Shore Community College AA in Business Administration Transfer			
to Westfield State University BS in Business Management (with Marketing concentration)			
Denotes WSU Business major requirement			
Note: To receive the bachelor's degree, a minimum of 30 WSU Business dept. credits must be completed.			
Associate's Degree Requirements:		Westfield State University Business Management Degree	
		with Management Concentration Requirements:	
MassTransfer Block Courses	Credits	Courses	Credits
CMP 101 Composition I	3	ENGL 0101 English Composition I	3
CMP 104-150 Composition II	3	ENGL 0102 English Composition II	3
Advanced Literature Electives (LIT 202-214)	6	General Electives	6
SPE 102 Speech	3	ENGL 0103 Speech	3
ECO 103 Economics I	3	ECON 0101 Principles of Macroeconomics	3
ECO 104 Economics II	3	ECON 0102 Principles of Microeconomics	3
Social Science Elective	3	General Elective	3
Laboratory Science Sequence Elective	4	General Elective	4
Laboratory Science Sequence Elective	4	General Elective	4
MAT 143 Introduction to Statistics	3	MATH 0108 Elementary Statistics	3
MassTransfer Block total	35		
Business and Other Requirements:			
ACC 108 Financial Accounting	3	ACCT 0104 Accounting I	3
ACC 203 Managerial Accounting	3	General Elective	3
Social Science Elective	3	General Elective	3
Mathematics Elective:			
MAT 140 or above, excluding 151 & 152	3	General Elective	3
Liberal Arts Electives	6	General Electives	6
Business Electives:			
BUS 100 Introduction to Business OR			
MKT 101 Marketing I	3	General Elective	3
		ACCT 0105 Accounting II	3
		MGMT 0107 Software Applications in Management	3
		FINC 0207 Financial Management	3
		MGMT 0220 Production & Operations Management	3
MGT 102 Principles of Management	3	MGMT 0221 Business Management	3
		MRKT 0231 Marketing Management	3
BUS 102 Business Law I	3	MGMT 0241 Business Law	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 Research 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 (4 cr) and/or Gen Ed's (0 to 6 cr)	4 to 6
		WSU credit total	58 to 60
Associate's degree credit total:	62	Bachelor's degree credit total minimum:	120
existing agreement renewed October 2013			