



**PROGRAM-TO-PROGRAM ARTICULATION AGREEMENT  
BETWEEN  
EAST STROUDSBURG UNIVERSITY OF PENNSYLVANIA  
AND  
COMMUNITY COLLEGE OF PHILADELPHIA**

**AA in Business-General or Business-Accelerated  
to BS in Accounting, BS in Business Management or  
BS in Marketing**

**WHEREAS**, East Stroudsburg University of Pennsylvania, located at 200 Prospect Street, East Stroudsburg, Pennsylvania, 18301, an educational institution of the State System of Higher Education, Commonwealth of Pennsylvania, (hereinafter called "ESU"), offers a Bachelor of Science (BS) in Accounting, Business Management, and Marketing; and

**WHEREAS** Community College of Philadelphia, located at 1700 Spring Street, Philadelphia, PA 19130 (hereinafter "CCP"), offers an Associate in Art (AA) in Business-General or Business-Accelerated; and

**WHEREAS**, both ESU and CCP desire to facilitate the transfer of students from an AA in Business-General or Business-Accelerated to the BS in Accounting, BS in Business Management or BS in Marketing programs at ESU and avoid duplication of degree requirements where possible; and

**WHEREAS**, subject to the terms of this Agreement, a student who has earned the AA in Business-General or Business-Accelerated at CCP shall be guaranteed admission with junior standing to ESU.

**NOW THEREFORE**, ESU and CCP officially confirm the following terms of this Agreement:

- a. **Minimum Qualifications.** In addition to the other requirements set forth in this Agreement, to be eligible for transfer from CCP to ESU under this Agreement, a student must:
- 1) Graduate from CCP with a minimum cumulative grade point average (GPA) of 2.0 (on a 4.0 scale);
  - 2) Graduate from CCP with a minimum Major GPA of 2.5 (4.0 scale);
  - 3) Submit an official final CCP transcript, at the student's own cost, indicating receipt of the AA in Business-General or Business-Accelerated directly to the ESU Office of Admission prior to matriculating to ESU;
  - 4) Enroll at ESU within one year of graduation from CCP. Students may enroll as full-time or part-time undergraduate students;
  - 5) Not attend another institution of higher education between the time they graduate from CCP and enroll at ESU;
  - 6) Satisfy all conditions stated in this Agreement and all other regular ESU admission requirements including but not limited to the submission of all official transcripts from any/all other institutions attended & high school transcripts for FAFSA purposes.

b. **Admission of Transfer Student.** At the beginning of their final semester at CCP, the student must submit an application for admission as a transfer student to ESU. The admission application fee will be waived if the applicant requests a fee waiver before submitting the admissions application. Students are encouraged to apply well before the application deadline dates. (Please refer to the University's most recent application for the applicable fall and spring transfer application deadline dates).

c. **Student Outreach.** ESU will participate in student outreach (e.g.: transfer fairs, campus visits, virtual open houses, etc.) at least once each fall/spring semester to encourage CCP students to meet with representatives from ESU for discussion of issues related to admission and financial aid well in advance of their expected date of entry to the transfer institution.

d. **CCP Advisement.** Using the attached "Exhibit A," the Curriculum Transfer Agreement Guideline ("Transfer Guide"), CCP agrees to advise CCP students regarding which courses will transfer under this Agreement.

e. **Acceptance into Bachelor of Science Degree Program.** Upon formal admission to ESU, the student must submit the enrollment fee (currently \$300 for students enrolling in Fall 2019). The student will follow the curriculum requirements in effect at ESU at the time of the student's enrollment into ESU's BS in Accounting, BS in Business Management or BS in Marketing and will thereafter comply with any changes to the curriculum. Students following the Transfer Guide included in this Agreement will be accommodated if the ESU curriculum changes before student enrollment to ESU.

f. **ESU Student Registration.** After acceptance into ESU, the student must register for courses with the department chair or assigned faculty advisor within ESU's Department of Business Management in accordance with ESU's procedures.

g. **Transfer Credits.** ESU will accept a maximum total of 63/64 credits from CCP giving students junior status. These include a minimum of 30 credits in general education/pre-requisite, co-requisite and free electives, and a minimum 30 major credits, all with grades of "C-" or better. Additional credits can be accepted upon review by ESU. All ESU students must earn at least 60 credits at ESU upon matriculation. The current accepted credits, as of the date of this Agreement, are detailed in the "Exhibit A" Transfer Guide.

h. **ESU Transfer Advising.** Using "Exhibit A" as a Transfer Guide, the appropriate ESU Department Chairperson or Academic Advisor will work with the ESU Registrar to ensure that all acceptable transfer course equivalencies listed in "Exhibit A" are applied towards the student's ESU academic record. This allows a full-time student who enrolls at ESU per this Agreement to complete requirements for the bachelor's degree within four full-time fall/spring semesters.

i. **University Requirements for the Bachelor of Science Degree.** Students are expected to complete all stated University Graduation Requirements and all other General Education, Pre-Requisite, and Major Field requirements as described in ESU's catalog and Departmental policies in order to receive the BS in Accounting, BS in Business Management or BS in Marketing from the University.

j. **Academic Policies and Requirements.** While enrolled at either CCP or ESU, the student shall comply with each institution's academic policies and requirements.

k. **Financial Aid, Housing and Scholarships.** Students who transfer under this Agreement are eligible for housing and financial aid on the same basis as native ESU students with junior status. CCP students transferring under this Agreement are eligible to apply for scholarships. The number of scholarships and availability of funding varies; students are encouraged to apply early in the enrollment cycle.

l. **Discipline Policies.** While enrolled at either CCP or ESU, the student shall comply with each institution's discipline policies and requirements. However, the specific discipline policies/degree

requirements in effect for the BS in Accounting, BS in Business Management or BS in Marketing as awarded by ESU will be as such exist at the time of the student's enrollment into the program.

m. **School Calendar.** ESU's calendar will control as to pertinent dates for registration, exams, semesters and school breaks.

n. **Promote and Publicize.** CCP agrees to publicize this Agreement to prospective students in admissions literature and as part of regular student recruitment, and to inform qualified students matriculating to CCP of the opportunity for admission to ESU under the terms of this Agreement. Students from the Philadelphia area who apply but are not admitted to ESU will be sent a letter from ESU encouraging them to attend and earn an appropriate associate degree from CCP to take advantage of the benefits of this Agreement. CCP will receive a list from ESU of students denied and sent this letter so that they can follow up with the students.

o. **Coordination of Agreement.** Each institution will designate a representative who will coordinate the terms of this Agreement between the two institutions.

p. **Data and Research.** Both ESU and CCP agree to exchange aggregate data annually that will contribute to the maintenance and improvement of this Agreement, enhance the transfer process, and promote effective cooperation between institutions. Further, they will collaborate on research activities to help assess the effectiveness of this Agreement in meeting the needs of students.

q. **Review of Agreement.** Both ESU and CCP will review this Agreement annually and make any changes upon mutual consent. Each will keep the other informed of any other changes of policy or curricula that affect students transferring under the terms of this Agreement.

r. **Reverse Transfer.** ESU will encourage CCP transfer students to complete the appropriate associate degree before matriculation to ESU in order to take advantage of this Agreement. If the CCP student chooses to transfer and matriculate to ESU before completion of the associate degree, ESU will encourage reverse transfer and use the reverse transfer credit process mutually agreed upon by both ESU and CCP, in the Statewide Reverse Transfer Agreement.

s. **Mutual Terms and Conditions:**

**1) Term of Agreement:** The term of this Agreement will be for five (5) years from the date of final execution by the parties and their respective legal counsel. This agreement may not exceed a period of five (5) years from the date of final execution.

**2) Termination of Agreement:** Either institution may terminate this Agreement for any reason with ninety (90) days' written notice. However, students who are in their final semester at CCP and have already been accepted into ESU's BS in Accounting, BS in Business Management or BS in Marketing will be afforded the opportunity to enter ESU's BS in Accounting, BS in Business Management or BS in Marketing in accordance with the terms of this Agreement.

**3) Nondiscrimination:** The parties agree to continue their respective policies of nondiscrimination based on Title VI of the Civil Rights Act of 1964 in regard to sex, age, race, color, creed, national origin, Title IX of the Education Amendments of 1972 and other applicable laws, including the Family Educational Rights and Privacy Act (FERPA), as well as the provisions of the Americans with Disabilities Act, and other applicable federal, state and local laws, including but not limited to those prohibiting discrimination on the basis of age, veteran status, sexual orientation and gender identity.

**4) Interpretation of the Agreement:** The laws of the Commonwealth of Pennsylvania shall govern the interpretation and enforcement of this Agreement.

**5) Modification of Agreement:** This Agreement shall only be modified in writing with the same formality as the original Agreement.

**6) Relationship of Parties:** The relationship between the parties to this Agreement to each other is that of independent contractors and shall not be construed to constitute a partnership, joint venture or any other relationship, other than that of independent contractors.

**7) Liability:** Neither of the parties shall assume any liabilities to each other. As to liability to each other for death to persons, or damages to property, the parties do not waive any defense as a result of entering into this Agreement. This provision shall not be construed to limit the either party's rights, claims or defenses, which arise as a matter of law pursuant to any provisions of this Agreement. This provision shall not be construed to limit the sovereign immunity of the Commonwealth or of the State System of Higher Education or the University or the governmental immunity of Community College of Philadelphia.

**8) This Agreement** shall not be enforceable in a court or in the Pennsylvania Board of Claims. In the event of a dispute between the parties, advice and direction will be offered by the Office of the Chancellor of the State System of Higher Education.

**9) Entire Agreement:** This Agreement represents the entire understanding between the parties. No other prior or contemporaneous oral or written understandings or promises exist in regards to this relationship.

[The remainder of this page has intentionally been left blank. Signature page follows.]

**IN WITNESS WHEREOF**, the authorized representatives of the parties have executed this Agreement as of the date previously indicated.

**FOR: Community College of Philadelphia**

**FOR: East Stroudsburg University of Pennsylvania**

DocuSigned by:  
*Donald Generals*  
9704580513E3456  
Donald Generals, Ed.D., President

DocuSigned by:  
*Marcia Welsh*  
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Marcia Welsh, Ph.D., President

4/30/2020 | 4:08 PM EDT  
Date \_\_\_\_\_

5/12/2020 | 9:59 AM EDT  
Date \_\_\_\_\_

DocuSigned by:  
*Samuel Hirsch*  
C82B2CAE36F4456...  
Samuel Hirsch, Ed.D.  
Vice President, Academic & Student Success

DocuSigned by:  
*Joanne Z. Bruno*  
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Joanne Z. Bruno, J.D., Provost &  
Vice President for Academic Affairs

4/25/2020 | 6:34 PM EDT  
Date \_\_\_\_\_

5/12/2020 | 9:46 AM EDT  
Date \_\_\_\_\_

DocuSigned by:  
*Pam Carter*  
4F3EE7110C724A6...  
Pam Carter, Ph.D.  
Dean of Business & Technology

DocuSigned by:  
*Sylvester Williams, IV*  
4E8BDAE2D9184BE...  
Sylvester Williams, IV, JD, MBA, CCLE  
Dean College of Business & Management

4/23/2020 | 6:45 PM EDT  
Date \_\_\_\_\_

5/7/2020 | 11:20 AM EDT  
Date \_\_\_\_\_

**Approved as to form and legality:**

DocuSigned by:  
*Jessica Hurst*  
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College Legal Counsel

DocuSigned by:  
*Ann St. Ledger*  
088DD8285E37409...  
University Legal Counsel

4/23/2020 | 5:10 PM EDT  
Date \_\_\_\_\_

6/1/2020 | 10:00 AM EDT  
Date \_\_\_\_\_

**Exhibit A**  
**AA in Business-General or Business-Accelerated to**  
**BS in Accounting, BS in Business Management or BS in Marketing**

**Transfer Credits:** Upon receiving an AA Degree in Business-General or Business-Accelerated from CCP, ESU accepts the following credits towards the BS degree in Accounting, BS in Business Management or BS in Marketing. At this point, the student will be able to major in the BS in Accounting, BS in Business Management or BS in Marketing and receive credit for the following courses. All ESU students must earn at least 60 credits at ESU upon matriculation.

<b>CURRICULUM TRANSFER AGREEMENT GUIDELINE</b>			
<b>Community College of Philadelphia</b> AA Business-General or Business-Accelerated Catalog: 2017-2018, 2018-2019, 2019-2020		<b>East Stroudsburg University</b> BS Accounting, BS in Business Management or BS in Marketing	
<b>First Semester</b>	<b>Cr.</b>		<b>Cr.</b>
BUSL 101 - Navigating Leadership and Business Professions	3	MGT 199 – Navigating Leadership and Business Professions	3
ENGL 101 - English Composition I	3	ENGL 103 – English Composition	3
FNMT 118 - Intermediate Algebra or MATH 162 - Pre-Calculus II	3	MATH 090 – Intermediate Algebra MATH 135 – GN: Pre-Calculus	3
CIS 103 - Applied Computer Technology	3	CPSC 100 – GN: PCs & Their Uses	3
ACCT 101 - Financial Accounting	4	MGT 211– Financial Accounting Fundamentals	4
<b>Second Semester</b>	<b>Cr.</b>		<b>Cr.</b>
ECON 181 - Principles of Economics (Macro)	3	ECON 111- GN: Principles Macroeconomics	3
MATH 161 – Pre-Calculus I or MATH 171 - Calculus I	3 or 4	MATH 135 – GN: Pre-Calculus MATH 140 – GN: Calculus I	3 or 4
ACCT 102 - Managerial Accounting	3	MGT 212 – Managerial & Cost Acct Fund	3
ENGL 102 - The Research Paper	3	ENGL 203 – GN: Advanced Composition	3
MNGT 121 - Introduction to Business	3	MGT 299 - Introduction to Business	3
<b>Third Semester</b>	<b>Cr.</b>		<b>Cr.</b>
MNGT 141 - Principles of Management	3	MGT 200 – Principles of Management	3
ECON 182 - Principles of Economics (Micro)	3	ECON 112 – GN: Principles Microeconomics	3
MKTG 131 - Principles of Marketing	3	MGT 204 – Principles of Marketing	3
ECON 112 - Statistics I	4	MATH 110 – GN: General Statistics	4
ANTH 112 - Cultural Anthropology or GEOG 103 - Intro to Human Geography	3	SOC 102 – GN: Intro Cultural Diversity GEOG 110 – GN: Cultural Geography	3
<b>Fourth Semester</b>	<b>Cr.</b>		<b>Cr.</b>
ECON 114 - Statistics II or FIN 151 - Risk Management and Insurance or MNGT 142 - Management Information Systems	3	MATH 299 - Statistics II MGT 299 - Risk Management and Insurance CPSC 103 – GN: Intro Info Technology	3
BIOL 106 - General Biology I or CHEM 101 - Fundamentals of Chemistry I (Lab Based) or PHYS 111 - General Physics I or higher	4	BIOL 114 – GN: Intro Biology I CHEM 121 & 123 – GN: Gen Chem I + Lab PHYS 131 – GN: Fund Physics I	4
ENGL 115 - Public Speaking or	3	CMST 111 - Intro Communication	3

ENGL 117 - Group and Team Communication		CMST 230 – Small Group Communication	
HIST 121 - Global History I or HIST 122 - Global History II or HIST 151- History of Capitalism	3	HIST 112 – GE: Modern World Civ 1300-1914 HIST 113 – GN: World History since 1500 HIST 399 – History of Capitalism	3
MNGT 262 - Business Law	3	MGT 225 – Business Law I	3
<b>MINIMUM CREDITS NEEDED TO GRADUATE:</b>	<b>63/64</b>	<b>CREDITS EARNED:</b>	<b>63/64</b>

**Courses to be Completed at East Stroudsburg University**  
**B.S. in Accounting**

<b>First Semester</b>		<b>Second Semester</b>	
MGT 331- Intermediate Financial Accounting 1	3	MGT 332- Intermediate Financial Accounting 2	3
MGT 333-Intermed Managerial & Cost Acct	3	MGT 431-External/Financial Auditing	3
ENG 205-Workplace Writing	3	MGT 250-Quantitative Business Analysis	3
MGT 201-Decision Science I	3	MGT 301-Financial Management I	3
PSY 100-General Psychology	3	Gen Ed Course – Group C Geography, Political Science or Sociology	3
<b>Third Semester</b>		<b>Fourth Semester</b>	
MGT 335-Tax Accounting I	3	MGT 452-Organizational Strategy	3
MGT 432- Intermediate Financial Accounting 3	3	MGT 336- Tax Accounting II	3
MGT 352-Human Resource Management	3	MGT 438-Forensic Accounting	3
Gen Ed Course – Group A Fine Arts	3	MGT 355-Business Ethics	3
Accounting Elective – Choose 1 MGT 430-Internal/Operational Auditing MGT 434-Financial Statement Analysis MGT 435-Advanced Accounting MGT 438-Forensic Accounting	3	Gen Ed Course – Group A Modern Language or Philosophy	3
<b>MINIMUM CREDITS NEEDED TO GRADUATE:</b>			<b>120</b>

<b><u>Courses to be Completed at East Stroudsburg University</u></b>			
<b>B.S. in Marketing</b>			
<b>First Semester</b>		<b>Second Semester</b>	
MGT 250-Quantitative Business Analysis	3	MGT 355-Business Ethics	3
PSY 100-General Psychology	3	MGT 370-Consumer Behavior	3
ENG 205-Workplace Writing	3	MGT 371-Advertising Management MGT 472-Sales Management or other Marketing course	3
MGT 201-Decision Science I	3	MGT 301-Financial Management I	3
Gen Ed Course – Group A Fine Arts	3	Gen Ed Course – Group C Geography, Political Science or Sociology	3
<b>Third Semester</b>		<b>Fourth Semester</b>	
MGT 352-Human Resource Management	3	MGT 452-Organizational Strategy	3
Choose 1: MGT 354-Retail Management MGT 371-Advertising Management MGT 375-Innovation & New Product Develop. MGT 470 –Marketing Research	3	Choose 1: MGT 371-Advertising Management MGT 470- Marketing Research MGT 471-Marketing Management & Strategy MGT 472-Sales Management or other Marketing course	3
Choose 1: MGT 325-Logistics Management MGT 354-Retail Management MGT 371-Advertising Management MGT 375-Innovation & New Product Develop. MGT 470-Marketing Research	3	Choose 1: MGT 371-Advertising Management MGT 470- Marketing Research MGT 471-Marketing Management & Strategy MGT 472-Sales Management or other Marketing course	3
Advanced elective	3	Advanced elective	3
Gen Ed Course – Group A Modern Language or Philosophy	3	Free elective	3
<b>MINIMUM CREDITS NEEDED TO GRADUATE:</b>			<b>120</b>