

May 2, 2013

## **Business-Related Disciplines Transfer Program**

Great Bay Community College (GBCC)  
And  
University of New Hampshire (UNH)  
Peter T. Paul College of Business and Economics (UNH-PAUL)

### **Introduction**

This collaborative agreement will enable successful GBCC students to transfer to programs in the Peter T. Paul College of Business and Economics at UNH. This information is intended to allow GBCC students to make informed course selection decisions which facilitate transfer and University access, and support Baccalaureate degree completion.

The intention of this articulation agreement is to set forth the points of mutual understanding that are necessary to form, maintain, and communicate transfer information between these institutions.

### **Grade Requirements**

For entry into Business/Economics/Hospitality Management Programs at UNH, it is expected that students will have a 3.0 or better cumulative GPA, and a 3.0 or better GPA in major-related courses. In addition, they must have a general academic record that will allow them to be admitted to the Peter T. Paul College at the University of New Hampshire.

The intent of this transfer agreement is to provide a student who has completed an associate degree at GBCC to continue his/her education at UNH in a field of business administration, economics, or hospitality management. Depending on the student's specific program decisions and progress, this can be accomplished within two to three years at UNH.

Students who desire to transfer to UNH-PAUL, are encouraged to take courses that are listed below to facilitate the transfer process. The tables provided at the end of this document (Course Mappings) will help a student understand how courses taken at GBCC will map to specific UNH-PAUL courses.

### **Publicizing This Agreement**

After the appropriate bodies on both the GBCC and the UNH-PAUL campuses have approved this agreement, this agreement should be publicized on the web sites of both campuses and other media outlets. In addition, the New Hampshire high school guidance departments should be informed.

### **Periodic Review**

The academic standards committees from UNH-PAUL and GBCC should, at least every three years, review this agreement and consult with the faculty to evaluate how well the students participating in this agreement are doing academically. In addition, the reviews should consider any curricular or course changes needed. Any concerns raised by either campus should be

## Course Mappings

### Target Degree/Major: B.S. Business Administration

GBCC Course	GBCC CR	UNH Course	UNH CR
BUS 110: Introduction to Business	3	ADMN 400: Introduction to Business	4
CIS 110: Introduction to Computers or CIS 156: Computer Applications Business	3	ADMN 403: Computing Essentials for Business	1
ECON 234: Macroeconomics	3	ECON 401: Principles of Macroeconomics	4
ECON 235: Microeconomics	3	ECON 402: Principles of Microeconomics	4
MATH 215: Finite Math OR MATH 230: Calculus I	4	MATH 420: Finite Math OR MATH 425: Calculus I	4
ACCT 113, ACCT 123: Introduction to Accounting and Financial Reporting 1, 2	3, 3	ADMN 502: Introduction to Financial Accounting	4
ACCT 213, ACCT 215: Cost Accounting 1, 2	3, 3	ADMN 503: Managerial Accounting	4

### Target Degree/Major: B.S. Hospitality Management

GBCC Course	GBCC CR	UNH Course	UNH CR
CIS 110: Introduction to Computers or CIS 156: Computer Applications Business	3	ADMN 403: Computing Essentials for Business	1
ECON 234: Macroeconomics	3	ECON 401: Principles of Macroeconomics	4
ECON 235: Microeconomics	3	ECON 402: Principles of Microeconomics	4
MATH 215: Finite Math OR MATH 230: Calculus I	4	MATH 420: Finite Math OR MATH 425: Calculus I	4
HOSP 110: Introduction to Hospitality Management	3	HMGT 401: Hospitality Industry: Historical Perspectives and Distinguished Lecture Series	4
HOSP 150: Hotel Operations	3	HMGT 554: Lodging Operations Management	4
HOSP 235: Food and Beverage Operations	3	HMGT 403: Introduction to Food and Beverage Management	4
ACCT 113, ACCT 123: Introduction to Accounting and Financial Reporting 1, 2	3, 3	ADMN 502: Introduction to Financial Accounting	4
HOSP 175: Hospitality Marketing & Sales	3	HMGT 600: Hospitality Marketing Management	4
HOSP 245: Spa Operations Management*	3	HMGT Elective	4
HOSP 215: Meeting & Convention Management*	3	HMGT Elective	4
HOSP 250: Event Planning*	3	HMGT Elective	4
HOSP 280: Hospitality Internship	3	Counts towards 800 hours of	

		Practicum	
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**\*up to two electives can be transferred**

**Target Degree/Major: B.S. Economics**

<b>GBCC Course</b>	<b>GBCC CR</b>	<b>UNH Course</b>	<b>UNH CR</b>
CIS 110: Introduction to Computers or CIS 156: Computer Applications Business	3	ADMN 403: Computing Essentials for Business	1
ECON 234: Macroeconomics	3	ECON 401: Principles of Macroeconomics	4
ECON 235: Microeconomics	3	ECON 402: Principles of Microeconomics	4
MATH 230: Calculus I	4	MATH 425: Calculus I	4
ACCT 113, ACCT 123: Introduction to Accounting and Financial Reporting 1, 2	3, 3	ADMN 502: Introduction to Financial Accounting	4
ACCT 213, ACCT 215: Cost Accounting 1, 2	3, 3	ADMN 503: Managerial Accounting	4

**Target Degree/Major: B.A. Economics**

<b>GBCC Course</b>	<b>GBCC CR</b>	<b>UNH Course</b>	<b>UNH CR</b>
CIS 110: Introduction to Computers or CIS 156: Computer Applications Business	3	ADMN 403: Computing Essentials for Business	1
ECON 234: Macroeconomics	3	ECON 401: Principles of Macroeconomics	4
ECON 235: Microeconomics	3	ECON 402: Principles of Microeconomics	4
MATH 215: Finite Math OR MATH 230: Calculus I	4	MATH 420: Finite Math OR MATH 425: Calculus I	4

Other courses successfully completed (C or better in each course) at GBCC will transfer to UNH as numerical credit toward graduation, or as Discovery Program requirements.

Note: Students are strongly encouraged to complete courses that will satisfy **UNH Discovery Program** Requirements. In fact, it is generally better if a student complete more of their Discovery Program requirements while at GBCC, leaving more schedule flexibility for major courses at UNH.