

## Appendix 26

### Associate of Science in Business Administration at Sussex County Community College and Bachelor of Science in Professional Sales at William Paterson University, Cotsakos College of Business

<u>SCCC Courses AS</u>	<u>Credits</u>	<u>WP Equivalencies BS</u>
	<b><u>Semester 1</u></b>	
COLL101 Foundations for Success	3	WPU1010 Will Power
ENGL101 English Composition I	3	ENG1100 College Writing
COMS110 Computer Concepts & Applications	3	CS1300 Intro to Visual Basic
ACCT101 Accounting Principles I: Financial	3	ACCT2110 Financial Accounting
BUSA101 Intro to Business	3	Degree Credit
	<b><u>Semester 2</u></b>	
ENGL102 English Composition II	3	ENG1500 Experiences in Literature
MATH108 Statistics	3	ECON2100 Business Statistics I
ACCT102 Accounting Principles II: Managerial	3	ACCT2120 Managerial Accounting
ECON101 Macroeconomics	3	ECON2010 Macroeconomic Principles
BUSA205 Business Law I	3	LAW2010 Legal Environment Business
	<b><u>Semester 3</u></b>	
Science Requirement Credits	3	Equivalent Science Credit
MATH110 PreCalculus I	3	MATH1170 Business Math
COMS120 Computer Software Applications	3	CS2010 Computer & Info Technology
Social Science Requirement Credits	3	Equivalent Social Science Credit
BUSA211 Management & Organizational Behavior	3	MGT2000 Principles of Management
	<b><u>Semester 4</u></b>	
Humanities Requirement Credits	3	Equivalent Humanities Credit
ENGL201 Effective Speaking	3	COMM1100 Communication in Action
Social Science Requirement Credits	3	Equivalent Social Science Course
BUSA220 Principles of Marketing	3	MKT2100 Principles of Marketing
ECON102 Microeconomics	3	ECON2020 Microeconomic Principles
<b>WP BS Professional Sales (57 credits in major)</b>		
	<b><u>Semester 5</u></b>	
	3	ECON 2110 Business Statistics II
	3	RPS 3000 Global Perspectives in Sales
	3	RPS 2100 Negotiation
	3	RPS 2050 Professional Selling
	3	World Language I or ASL I

	0	PENB1005 Professional Enrichment 5
	<b>Semester 6</b>	
	3	FIN 3200 Corporate Finance
	3	MGT 3550 Values, Ethics and Sustainability
	3	RPS 4000 Sales Management
	3	World Language II or ASL II
	3	Choose a free elective/ minor course
	0	PENB1006 Professional Enrichment 6
	<b>Semester 7</b>	
	3	MGT 4310 Operations Management
	3	Choose a major elective ( <b>List below</b> )
	3	RPS 4500 Advanced Sales
	3	RPS 3200 Sales Analytics
	3	Choose a free elective/ minor course
	0	PENB1007 Professional Enrichment 7
	<b>Semester 8</b>	
	3	MGT 4600 Business Strategy and Policy
	3	Choose a free elective/ minor course
	3	Choose a free elective/ minor course
	3	Choose a free elective/ minor course
	3	Choose a free elective/ minor course
	0	PENB1008 Professional Enrichment 8
		<b>Professional Sales Major Elective Requirement</b>
		Required Credits: 3
		Select one (1) course.
		MKT 4750 Supply Chain Management
		RPS 3990 Selected Topics
		RPS4100 Key Account Management and Customer Relationship Building
		RPS 4850 Practicum in Professional Sales
		RPS 4900 Internship Professional Sales
		RPS 4990 Independent Study

**Notes:**

1. William Paterson University will accept all Associate of Arts, Associate of Science, or Associate of Fine Arts degree credits under this program-to-program articulation agreement, including up to half of the William Paterson University major required credits, from New Jersey community college students who enroll at William Paterson University
2. William Paterson University recommends students take two semesters of one foreign language at the community college. Two semesters of American Sign Language can also fulfill the foreign language requirement.
3. WP Online students should always check with their WP Online advisor and/or refer to the semester course schedule when choosing electives, as elective course offerings may vary each semester.