



BSAD 100  
Articulation Agreement Between  
SUNY Morrisville  
And  
Penn Yan Academy  
2019-2022



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## General Student Agreement

The following agreement between SUNY Morrisville and Penn Yan Academy has been established to meet the needs of students who are participating in the Career and Technology Education (CTE) program at Penn Yan Academy and are continuing their education at SUNY Morrisville.

The purpose of this Articulation Agreement is to provide a continuing articulation program that builds on past learning experiences and eliminates the unnecessary duplication of instruction. The guidelines for this agreement detailing the maximum number of credits to be earned, prerequisites, and specific minimum criteria to be met in order to achieve articulation are listed below.

## Specific Articulation Provisions

The Department of Business at SUNY Morrisville will make it possible for Penn Yan Academy students enrolled in the Career and Technology Education (CTE) program to receive three SUNY Morrisville credits for BSAD 100 Business in the 21st Century providing certain criteria are met. SUNY Morrisville will grant credit whenever the student officially matriculates into one of the following degree programs:

1. Business Administration, A.A.S.
2. Business Administration, A.S.
3. Business Administration, B.B.A.

In order to be eligible to receive credits for BSAD 100, the following criteria must be met:

- 1) The student must have completed either track **A** or **B** of the following 5 unit sequences:

**Track A – Business Accounting/Finance**

Required Courses:

- Microsoft Applications (.5 units)
- Business Organization (1 unit)
- Accounting I (1 unit)
- Work Based Learning (.5 units)

Section total: 3 of 5 units required for completion

Optional Courses (2 units of the following):

- E-Commerce (.5 units)
- Principles of Marketing (1 unit)
- Sports Marketing Management (.5 units)
- Accounting II (1 unit)
- Personal Finance (1 unit)



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**Track B - Marketing/Business Management**

Required Courses:

- Microsoft Applications (.5 units)
- Business Organization (1 unit)
- Principles of Marketing (1 unit)
- Work Based Learning (.5 units)

Section total: 3 of 5 units required for completion

Optional Courses (2 units of the following):

- E Commerce (1/2 unit)
- Sports Marketing Management (.5 units)
- Accounting I (1 unit)
- Accounting II (1 unit)
- Personal Finance (1 unit)

Students will have the opportunity to take the **CLEP** marketing/management accredited exam.


- 2) The student must have obtained a combined grade point average of at least 80.0 in all of the courses in their track.


Upon acceptance to SUNY Morrisville, the student should contact his or her high school counseling department to facilitate the granting of credit. An official copy of the student's CTE program record/transcript and a letter of recommendation from the CTE program instructor will be required before credit is granted. Credit for BSAD 100 will be granted upon full-time matriculation at SUNY Morrisville, usually within 3 weeks after the start of a student's first semester.

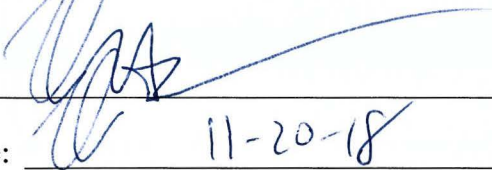
This agreement will be reviewed and renewed every three (3) years. Penn Yan Academy agrees to notify SUNY Morrisville in writing of any changes to the CTE program curriculum while this agreement is active. This agreement will be in effect upon signing by both parties and may be revised upon mutual agreement of both parties.

**MORRISVILLE**  
EST. 1908  
**STATE UNIVERSITY  
OF NEW YORK**

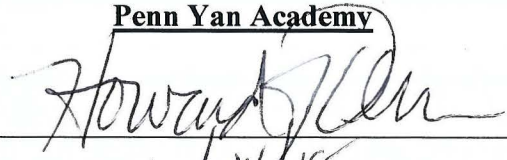
SUNY Morrisville

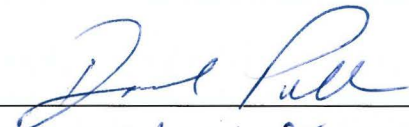
  
Date: 11/26/18  
Dr. Barry Spriggs  
Provost

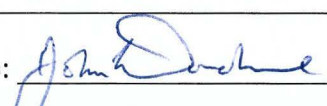
  
Date: 11-20-18  
Dr. Norman Faiola  
Dean, School of Business & Hospitality

  
Date: 11-20-18  
Mr. Thomas Pilewski  
Associate Professor  
Business Department Chair

Penn Yan Academy

  
Date: 12/14/18  
Mr. Howard Dennis  
Superintendent

  
Date: 12/12/18  
Mr. David Pullen  
Principal

  
Date: 12/12/18  
Mr. John Donohue  
Career Counselor