

**MassTransfer Pathways
Business Group
Fitchburg State University
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Leaders:

Community Colleges: Rhoda Belemjian
State Universities: Miranda Lam

Staff:

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Foundational Courses

Computer Applications
Financial Accounting
Macroeconomics
Managerial Accounting
Marketing
Microeconomics

Recommended Courses

Business Law
Principles of Management

1. Elena convened the meeting at 10:23 a.m. She welcomed all and explained the objectives for the day.
2. Elena updated the group on the status of *MassTransfer* Pathways, using a PowerPoint presentation. The following components of *MassTransfer* were discussed.
 - a. The history of the development of the *MassTransfer* Program from 2009 to the present. Currently *MassTransfer* includes the following components:
 - i. General Education Block (*MassTransfer* Block)
 - ii. Academic Transfer Pathways
 - iii. Course Equivalencies
 - iv. Reverse Transfer
 - v. Commonwealth Commitment
 - b. The benefits of the *MassTransfer* Program.

| Benefits | Minimum Final GPA | | | Notes |
|--------------------|-------------------|------|------|---|
| | 2.0+ | 2.5+ | 3.0+ | |
| No application fee | ✓ | ✓ | ✓ | <i>MassTransfer</i> application required by deadline. |

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|--|---|---|---|--|
| No application essay | ✓ | ✓ | ✓ | |
| Guaranteed admission | | ✓ | ✓ | Space permitting in the major and college. |
| 100% tuition waiver <i>Effective Fall 2016</i> | | | ✓ | For two years, provided student: <ul style="list-style-type: none"> ▪ Matriculates within one year of receiving associate degree; ▪ Enrolls continuously (full- or part-time) in day programs; and ▪ Achieves 3.0 GPA in first two semesters. |

- c. She described how the Department of Higher Education (DHE) is continuing to work to fill in the gaps in the *MassTransfer* Program.
- d. She reminded the group of the first six academic disciplines for which 60-credit *MassTransfer* Pathway maps have been developed.
 - i. Biology
 - ii. Chemistry
 - iii. Economics
 - iv. History
 - v. Political Science
 - vi. Psychology
- e. She reminded the group of the 10 academic disciplines on which we are working this year and for which 60-credit *MassTransfer* Pathway maps will be developed next year.
 - i. Business Administration
 - ii. Communications
 - iii. Computer Science
 - iv. Criminal Justice
 - v. Early Childhood Education
 - vi. English
 - vii. Liberal Arts
 - viii. Mathematics
 - ix. Natural and Physical Science Block (STEM)
 - x. Sociology
- f. She explained that once the 16 academic disciplines are completed they will capture 70% of all students who transfer from Massachusetts community colleges to Massachusetts state universities and campuses of the University of Massachusetts.
- g. She indicated that DHE may undertake to develop *MassTransfer* Pathways for Engineering and Nursing during the 2016-2017 academic year, contingent upon funding.

3. Elena provided a brief demonstration of the current MassTransfer Pathways beta website (<http://www.mass.edu/masstransfer/pathwaysbeta/>). She also reminded attendees that the goal of the meeting was to have system-wide agreement on what the foundational courses are for the first two years of study in the discipline and a commitment that our campuses will accept these courses and count them towards the baccalaureate degree. Transfer professionals also attended the meeting and provided insight on a number of issues.
4. Disciplinary Segmental Leaders requested that faculty submit syllabi for the foundational courses prior to the meeting in order to conduct a review that would allow them to identify core course components. During the meeting, faculty agreed with the core components for the foundational course and that if a course covers the percent of topics listed next to its title below, it would be considered appropriate for transfer into a Business major.
5. Following this exercise, faculty engaged in a conversation regarding community college course alignment. If a course covered the topics in the core course components sheet, it would be considered appropriate for a Business major. Course that meet this criteria are listed in the Community College Course Alignment sheet.

Discipline: Business
Core Course Components
Course: Financial Accounting – 85%

| | |
|----|--|
| 1 | Overview of financial statements and accounting |
| 2 | Accounting transactions, journal entries |
| 3 | Adjusting entries, trial balance, general ledger |
| 4 | Completing accounting cycle |
| 5 | Prepare income statement, balance sheet, owner's equity/shareholder's equity |
| 6 | Inventory |
| 7 | Accounts receivables |
| 8 | Property, plant and equipment, natural resources, and intangibles (depreciation and disposition) |
| 9 | Current liabilities |
| 10 | Long-term liabilities |
| 11 | Internal control and cash |
| 12 | Statement of cash flow |

Discipline: Business
Community College Course Alignment
Course: Financial Accounting

| Foundational Course: Financial Accounting | | Adequately Addresses Essential Core Competencies and Components | | |
|---|---|---|----|-------------------------------|
| Community College | Course Number | Yes | No | Additional Information Needed |
| Berkshire | BUS 111 Principles of Accounting I | X | | |
| | BUS 112 Principles of Accounting II | X | | |
| Bristol | ACC 101 Principles of Accounting I | X | | |
| | ACC 102 Principles of Accounting II | X | | |
| Bunker Hill | ACC 101 Principles of Accounting I | X | | |
| | ACC 102 Principles of Accounting II | X | | |
| Cape Cod | ACC 111 Accounting I/ Computer Apps | X | | |
| | ACC 112 Accounting II/ Computer Apps | X | | |
| | ACC 201 Financial Accounting | X | | |
| Greenfield | ACC 121 Prin of Financial Accounting I | X | | |
| | ACC 122 Prin of Financial Accounting II | X | | |
| | ACC 151 Concepts/Financial Acct I | X | | |
| | ACC 152 Concepts/Financial Acct II | X | | |
| Holyoke | ACC 111 Principles of Accounting I | X | | |
| | ACC 112 Principles of Accounting II | X | | |
| MassBay | AC 101 Financial Accounting I | X | | |
| | AC 102 Financial Accounting II | X | | |
| Massasoit | ACCT 105 Prin/Financial Accounting I | X | | |
| | ACCT 106 Prin/Financial Accounting II | X | | |
| Middlesex | BUS 120 Introduction to Accounting I | X | | |
| | BUS 220 Introduction to Accounting II | X | | |
| | BUS 221 Financial Accounting | X | | |

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|----------------|-------------------------------------|---|---|--|
| Mt Wachusett | ACC 101 Principles of Accounting I | X | | |
| | ACC 102 Principles of Accounting II | X | | |
| North Shore | ACC 101 Basic Accounting I | X | | |
| | ACC 102 Basic Accounting 2 | X | | |
| | ACC 108 Financial Accounting | X | | |
| Northern Essex | ACC 101 Introductory Accounting I | X | | |
| | ACC 102 Introductory Accounting II | X | | |
| Quinsigamond | ACC 101 Financial Accounting I | X | | |
| | ACC 102 Financial Accounting II | X | | |
| Roxbury | BUS 101 Principles of Accounting I | X | | |
| | BUS 102 Principles of Accounting II | X | | |
| Springfield | ACC 101 Accounting 1 (ACCT 110) | X | | |
| | ACC 102 Accounting 2 (ACCT 210) | X | | |
| | ACC 284 Bus Acct Co-Op (ACCT 497) | | X | |

Discipline: Business
Core Course Components
Course: Marketing – 85%

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|----|--|
| 1 | Overview of marketing, careers in marketing |
| 2 | The marketing environment |
| 3 | Marketing strategy and marketing plan |
| 4 | Market research |
| 5 | Consumer behavior |
| 6 | Promotional mix |
| 7 | Segmentation, product, branding, pricing strategy |
| 8 | Sales management, supply chain, channel management |
| 9 | New product development, product life cycle |
| 10 | Global marketing |
| 11 | Ethics and Social Responsibility |

Discipline: Business
 Community College Course Alignment
Course: Marketing

| Foundational Course: Marketing | | Adequately Addresses Essential Core Competencies and Components | | |
|--------------------------------|---------------------------------------|---|----|-------------------------------|
| Community College | Course Number | Yes | No | Additional Information Needed |
| Berkshire | BUS 208 Principles of Marketing | X | | |
| Bristol | MAR 101 Principles of Marketing | X | | |
| Bunker Hill | MAN 105 Principles of Marketing | X | | |
| Cape Cod | MKT 100 Marketing | X | | |
| Greenfield | BUS 209 Principles of Marketing | X | | |
| Holyoke | MKT 240 Principles of Marketing | X | | |
| Massasoit | BUSN 120 Principles of Marketing | X | | |
| MassBay | MK 103 Principles of Marketing | X | | |
| Middlesex | BUS 240 Principles of Marketing | X | | |
| Mt Wachusett | MKT 142 Marketing | X | | |
| North Shore | MKT 101 Marketing | X | | |
| Northern Essex | MKT 210 Principles of Marketing | X | | |
| Quinsigamond | MRK 201 Principles of Marketing | X | | |
| Roxbury | BUS 441 Introduction to Marketing | X | | |
| Springfield | MKT 101 Princ of Marketing (MRKT 110) | X | | |

Discipline: Business
Core Course Components
Course: Business Law – 70%

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|----|---|
| 1 | Administrative Law |
| 2 | Agency |
| 3 | Business Ethics, Business Crimes, and Social Responsibility |
| 4 | Constitutional Law |
| 5 | Consumer Protection Law |
| 6 | Contracts |
| 7 | Criminal Law |
| 8 | Dispute Resolution |
| 9 | Employment and Labor Law, Discrimination, Immigration Issues |
| 10 | Forms of Business: Corporation, LLCs, LLPs, LPs, Partnerships |
| 11 | Intellectual Property |
| 12 | Property Law |
| 13 | Torts |
| 14 | Court System |

Discipline: Business
 Community College Course Alignment
Course: Business Law

| Foundational Course: Business Law | | Adequately Addresses Essential Core Competencies and Components | | |
|-----------------------------------|--|---|----|-------------------------------|
| Community College | Course Number | Yes | No | Additional Information Needed |
| Berkshire | BUS 251 Business Law I | | | |
| Bristol | BUS 251 Business Law I | X | | |
| Bunker Hill | BUS 201 Business Law I | X | | |
| | BUS 202 Business Law II | | | |
| Cape Cod | BUS 120 Business Law I | X | | |
| Greenfield | BUS 155 Business Law I | X | | |
| Holyoke | LAW 211 Business Law | X | | |
| Massasoit | BUSN 201 Business Law I | X | | |
| MassBay | LA 221 Principles of Business Law I | X | | |
| Middlesex | LGL 102 Business Law | X | | |
| Mt Wachusett | BUS 211 Business Law | | | |
| North Shore | BUS 102 Business Law | X | | |
| Northern Essex | BUS 211 Business Law I | X | | |
| Quinsigamond | BSL 101 Business Law I | X | | |
| Roxbury | BUS 221 Business Law I | X | | |
| Springfield | LAW 214 Business Law Essentials (BLAW 314) | X | | |

Discipline: Business
Core Course Components
Course: Managerial Accounting – 80%

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|----|---------------------------------------|
| 1 | Cost Concepts and Principles |
| 2 | Job Order Costing |
| 3 | Process Costing |
| 4 | Cost Behavior |
| 5 | Cost-Volume-Profit Analysis |
| 6 | Master Budgeting |
| 7 | Capital Investments |
| 8 | Relevant Costs and Planning Decisions |
| 9 | Activity Based Costing |
| 10 | Analysis of Financial Statements |

Discipline: Business
Community College Course Alignment
Course: Managerial Accounting

| Foundational Course: Managerial Accounting | | Adequately Addresses Essential Core Competencies and Components | | |
|--|--------------------------------------|---|----|-------------------------------|
| Community College | Course Number | Yes | No | Additional Information Needed |
| Berkshire | BUS 112 Principles of Accounting II | | | |
| | BUS 220 Managerial Accounting | X | | |
| Bristol | ACC 102 Principles of Accounting II | | | |
| | ACC 257 Managerial Accounting | X | | |
| Bunker Hill | ACC 102 Principles of Accounting II | | | |
| | ACC 216 Managerial Accounting | | | |
| | ACC 207 Cost Accounting | | | |
| Cape Cod | ACC 202 Managerial Accounting | X | | |
| Greenfield | ACC 122 Prin/Financial Accounting II | | | |
| | ACC 203 Managerial Accounting | X | | |
| Holyoke | ACC 112 Principles of Accounting II | | | |
| | ACC 205 Managerial Accounting | X | | |
| MassBay | AC 102 Financial Accounting II | | | |
| | AC 206 Managerial Accounting | X | | |
| Massasoit | ACCT 106 Prin/Financial Acct II | | | |
| | ACCT 107 Prin/Managerial Acct | | | |
| Middlesex | BUS 320 Managerial Accounting | X | | |

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|----------------|-------------------------------------|---|---|--|
| Mt Wachusett | ACC 102 Principles of Accounting II | | | |
| | ACC 226 Managerial Accounting I | X | | |
| | ACC 236 Managerial Accounting II | | | |
| North Shore | ACC 203 Managerial Accounting | | X | |
| Northern Essex | ACC 102 Introductory Accounting II | | X | |
| | ACC 203 Managerial Accounting | X | | |
| Quinsigamond | ACC 102 Financial Accounting II | | | |
| | ACC 222 Managerial Accounting | X | | |
| Roxbury | BUS 203 Managerial Accounting | X | | Course name has been changed to Managerial Accounting from Cost Accounting |
| Springfield | ACC 102 Accounting 2 (ACCT 210) | | | |
| | ACC 210 Intermed Acct I (ACCT 310) | | | |
| | ACC 260 Managerial Acct (ACCT 312) | X | | |

Discipline: Business
Core Course Components
Course: Management – 70%

| | |
|----|--|
| 1 | Organizational environment and structure |
| 2 | Ethics and social responsibility |
| 3 | Planning and decision making |
| 4 | Strategy |
| 5 | Human resources management |
| 6 | Leadership |
| 7 | Motivation |
| 8 | Communication |
| 9 | Diversity |
| 10 | Innovation and change |
| 11 | Global management |

Discipline: Business
 Community College Course Alignment
Course: Management

| Foundational Course: Management | | Adequately Addresses Essential Core Competencies and Components | | |
|--|--|--|-----------|--|
| Community College | Course Number | Yes | No | Additional Information Needed |
| Berkshire | BUS 206 Principles of Management | X | | |
| Bristol | MAN 101 Principles of Management | X | | |
| Bunker Hill | MAN 111 Principles of Management | X | | |
| Cape Cod | BUS 214 Management | X | | |
| Greenfield | BUS 205 Principles of Management | X | | |
| Holyoke | MGT 230 Principles of Management | X | | |
| Massasoit | BUSN 112 Principles of Management | X | | |
| Mass Bay | MG 101 Principles of Management | X | | |
| Middlesex | BUS 210 Principles of Management | X | | |
| Mt Wachusett | MGT 210 Principles of Management | X | | |
| North Shore | MGT 102 Principles of Management | X | | |
| Northern Essex | MGT 201 Principles of Management | X | | |
| Quinsigamond | MGT 211 Principles of Management | X | | |
| Roxbury | BUS 131 Principles of Management | X | | Course name will be changed to Principles of Management. |
| Springfield | MGT 101 Principles of Management (MANG 101) | X | | |

Discipline: Business
Course: Computer Applications – 100%
Core Course Components

| | |
|---|---------------------------|
| 1 | Word processing functions |
| 2 | Spreadsheet functions |
| 3 | Database Functions |