

Bay State College BS Management to Quincy College Bachelor's in Business Management					
Quincy College Courses		Credits	Bay State College Equivalent	Code	Credits
<b>General Education</b>	<b>40 Credits</b>				
Computer Science Core		3	Computer and information Systems	CIS 103	3
ENG 101 English Composition I		3	English I / Literature Elective	ENG 111B	3
ENG 102 English Composition II <sup>1</sup>		3	Reading, Writing, Critical Thinking	COR 102B	3
History/Government Core		3	Divided America	COR 106B	3
IDS 167 First Year Seminar		3	Art and Science of Learning	COR 101B	3
Math Core		3	Intermediate Algebra	MAT 104	3
Natural Science Core w/ Lab		4	Science elective and Lab		4
Social Science/Psychology Core		3	Integrative Social Sciences	COR 103B	3
Humanities Electives		6	Global Citizenship Good Life	COR 201B COR 300B	3 3
Behavioral/Social Sciences Electives		9			

Program Requirements – 81 credits total				
	Credits			
ACC 101 Accounting I	3	Financial Accounting I	ACC 100	3
ACC 102 Accounting II <sup>1</sup>	3	Financial Accounting II	ACC 100	3
BUS 101 Fundamentals of Business	3	Introduction to Business	MAN 101	3
BUS 220 Business Ethics	3			
BUS 350 Global Business I: Strategic Planning and Decision Making	3	Strategic Management	MAN 412	3
BUS 450 Global Business II: Diversity, Equity and Inclusion	3	International Management	MAN 322	3
BUS 401 Organizational Behavior	3	Organizational Behavior	MAN 240	
ECO 201 Microeconomics	3	Microeconomics	ECO 101	3
ECO 202 Macroeconomics	3	Macroeconomics	ECO 102	3
FIN 320 Principles of Finance <sup>1</sup>	3	Finance	FIN 201	3
LAW 301 Business Law for Managers	3	Business Law	LAW 110	3
MAT 107 Statistics <sup>1</sup>	3	Statistics	MAT 200	3
MGT 201 Principles of Management	3	Management	MAN 102	3
MGT 360 Operations and Logistics Management <sup>1</sup>	3	Operational Management	MAN 402	3
MGT 401 Leadership Strategies <sup>1</sup> (S)	3			
MGT 430 Senior Capstone <sup>1</sup> (S)	3	Senior Seminar & Project	MAN 450	3
MKT 301 Marketing Management <sup>1</sup> (F)	3			
Communications Elective <sup>2</sup>	3	Communication Skills for the 21 <sup>st</sup> Cent.	COR 105B	3
Computer Science Elective <sup>3</sup>	3	Enterprise Systems & Integration	CIS 313	3
200-Level Program Electives	6	Principles of Marketing	MKT 210	3
300/400 Level Program Electives	6			
General Electives (open)	12	Pathways to Careers	COR 203B	3

200- Level Program Electives – Credits				
BUS 202 Principles of Customer Service (F)	3 credits			
BUS 204 Human Relations in Organizations (F)	3 credits			
BUS 211 International Business (S)	3 credits			
FIN 202 Health Care Finance (F)	3 credits			
FIN 215 Investments (S)	3 credits			
HRM 202 Revenue Management (S)	3 credits			

<b>200- Level Program Electives Cont. – 6 credits total</b>		<b>Credits</b>		
HRM 205 Lodging Operations (S)	3 credits			
HRM 207 Managing for Quality (S)	3 credits			
MGT 202 Sales Management (S)	3 credits			
MGT 230 Entrepreneurship & Small Business Management <sup>1</sup> (S)	3 credits			
MGT 235 Financing a Small Business (F)	3 credits			
MKT 201 Principles of Advertising (S)	3 credits			
MKT 202 Principles of Marketing (F)	3 credits			
EXP 297 Internship	3 credits			

<b>300/400- Level Program Electives – 6 credits total</b>		<b>Credits</b>		
MGT 330 Managerial Communication (F)	3 credits			
MGT 203 Human Resources Management (S)	3 credits			
MGT 406 Negotiations and Conflict Resolution (S)	3 credits			
MGT 460 Business Intelligence & Analytics (F)	3 credits			
MKT 330 Social Media Marketing (S)	3 credits			