


**Clarkson University & SUNY Canton**  
**Articulation Agreement for the 4+1 One**  
**Year MBA Program**

The enclosed document, "**The 4 + 1 One Year MBA Program**", describes in broad terms a plan which provides graduates of SUNY Canton with an opportunity to obtain the MBA at Clarkson University, in only one additional year of study. An abridged version of this document should be suitable for publication in the SUNY Canton catalog.

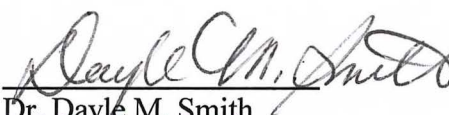
Janice Robinson, at SUNY Canton, will serve as liaison with the Director of MBA Programs at Clarkson University. This person should be responsible for advising or coordinating the advising of prospective candidates as well as being the principal communication link at SUNY Canton for maintaining the agreement.

I. Any SUNY Canton graduate meeting the following minimum admission standards will be accepted for admission to the One Year MBA program in the year immediately following the completion of his/her degree requirements. At the time of admission, the applicant (1) must have a GMAT score of **550** or above (or the GRE equivalent) **and** (2) have maintained a 3.0 grade point average. All remaining foundation courses must be completed with a grade of C or better prior to entering the Clarkson program.


This communication, combined with the document, "**The 4 + 1 One Year MBA Program**," constitutes the details of an articulation agreement between SUNY Canton and Clarkson University.

  
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Dr. Jondavid DeLong  
Dean, School of Business & Liberal Arts  
SUNY Canton

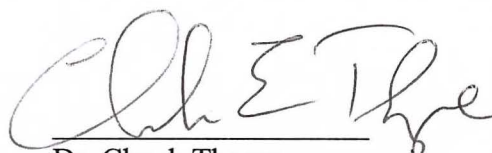
Date 12/8/2015

  
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Dr. Dayle M. Smith  
Dean, School of Business  
Clarkson University

Date 11/24/15

  
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Dr. Douglas M. Scheidt  
Provost & Vice President for Academic Affairs  
SUNY Canton

Date 12.9.15

  
\_\_\_\_\_  
Dr. Chuck Thorpe  
Senior Vice President and Provost  
Clarkson University

Date 24 Nov 15

## **Clarkson University & SUNY Canton**

### **The 4 + 1 One Year MBA Program**

The One Year MBA degree is particularly well suited to the needs of graduates who have not had previous education in management or business. However, most MBA programs available today require several years of full-time study for such individuals. Normally, the first year of full-time study involves accelerated coverage of essentially undergraduate material. The One Year MBA program at Clarkson is exceptional because it provides guidance to prospective students in selecting the equivalent first-year courses prior to completing their undergraduate degree programs. In this way, an individual can complete work for the One Year MBA degree at Clarkson University in only one academic year (nine months) of additional study.

### **The 4 + 1 Plan**

SUNY Canton and the School of Business at Clarkson have cooperated in establishing a program, which guides students in planning their undergraduate programs to include courses that serve as a foundation for graduate work in business management. These foundation courses include material normally covered in the first year of study in MBA programs elsewhere. SUNY Canton graduates who have completed the foundation courses and meet the prescribed admission standards will be considered for admission to the One Year MBA Program.

The 4 + 1 Plan offers the graduate an opportunity to plan his/her academic program carefully and take advantage of the total educational experience afforded by full-time study for the MBA degree with a minimum of additional expense and time. After five years of college study, the graduate will have obtained both an undergraduate degree from SUNY Canton and an MBA from Clarkson.

## **Foundation Courses**

All applicants must complete foundation course requirements prior to their One Year MBA program at Clarkson. Students at SUNY Canton should endeavor to complete the foundation courses as part of their undergraduate programs if possible. Any or all of these requirements can also be completed, at no cost to the student, during the Clarkson Summer Business Concepts Program prior to the start of the MBA program. Requirements can also be completed at another institution with prior approval.

The foundation requirements include satisfactory completion of foundation preparation in ten specified areas:

Financial Accounting

Managerial Accounting

Information Technology

Microeconomics

Macroeconomics

Corporate Finance

Ethics

Quantitative Methods/Statistics

Production and Operations Management

Organizational Behavior

Marketing

In addition, students should have a working knowledge of calculus.

The following table indicates the courses available to undergraduates at SUNY Canton that have been approved for satisfying the foundation requirements:

**Clarkson University**  
**Foundation Requirements**

**SUNY Canton**  
**Course Equivalents**

Accounting: (AC201 **and** AC202) **or** AC205  
 (Financial and Managerial Accounting)

ACCT101 Foundations of Financial Accounting and ACCT102 Foundations of Managerial Accounting

Economics: EC150 **and** EC151  
 (Microeconomics and Macroeconomics)

ECON101/103 (Macroeconomics and Microeconomics)

Corporate Finance: FN361

FSMA210 Introduction to Finance

Operations/Production Management: OM331

BSAD400 Operations Management

Computer Applications: IS110 **or** IS200 **or** IS211

CITA110 Intro to Information Technology

Statistics: MA 382

MATH141 Statistics

Business Law: LW270

BSAD201 Business Law I

Organizational Behavior: OS286

BSAD301 Principles of Management

Principles of Marketing: MK320

BSAD203 Marketing



## **One Year MBA Program Structure**

Building on a knowledge base in the foundation subjects, the One Year MBA program consists of 38 semester hours of study at the graduate level. The core consists of ten modules each worth 2 credit hours:

- Corporate Ethical Decision Making
- Management Accounting
- Information Systems
- Marketing Management
- Applied Economics
- Decision Analysis and Supply Chain Modeling
- Financial Management
- Supply Chain Management
- Strategic Planning
- Organizational Behavior and Performance Management

The remaining eighteen hours (six courses) consist of five electives from among the graduate offerings of the School of Business and one required experiential course either in the Clarkson Consulting Group or a international abroad option. Thus, the candidate has the opportunity to pursue advanced work in the above functional areas as well as specialized work in a variety of other areas.

## **Admission Procedure**

Preliminary inquiries concerning programs, admission, and financial aid may be made at any time and should be addressed to the Director of MBA Programs at Clarkson. As soon as possible after completion of the third year of undergraduate study, applicants should obtain, complete, and submit an official "Clarkson University Application for Admission and Assistance for Graduate Study" form. All application forms, transcript(s), essays, resume, GMAT test scores and references, should be sent to the Director of the Graduate Business Program at Clarkson University.

All applicants must take the Graduate Management Admissions Test (GMAT) and ask that the score be reported to Clarkson. It is very important that the GMAT be taken at the earliest date after the decision is reached to submit an application. A firm decision concerning admission and financial aid cannot be made without this score. Applicants must also provide a list of courses and credit hours to be completed in remaining semesters.

Most students begin the One Year MBA program in August and course offerings are scheduled accordingly. However, some students may want to begin work in the spring semester or in the Summer Business Concepts Program to complete foundation course requirements.

The School of Business attempts to notify an applicant as early as possible after receiving the application materials and GMAT score. A grade point average of 3.0 and a GMAT minimum score of 550 is sufficient to secure guaranteed admission to the program. In other cases, a decision will be made by the Clarkson Graduate Admissions Committee. All applicants from SUNY Canton who successfully complete their undergraduate program and meet prescribed Clarkson admission requirements will be considered for admission in the One Year MBA program. Applicants not accepted immediately will be advised on an individual basis as to what must be done during their last year of study to secure admission. The Director of the Graduate Business Program will provide details on the minimum admission requirements, but grade trends, work experience, and letters of reference all have a bearing in the decision process.