

**The City University of New York  
Articulation Agreement  
Between the College of Staten Island, Staten Island, NY, USA,  
and  
Institut de Préparation à l'Administration et à la Gestion, Nice, France  
Revision Date: 4-February-2014**

Agreement Initiated by: College of Staten Island

Sending College: Institut de Préparation à l'Administration et à la Gestion (IPAG)

Department: Business

Program: International Business

Degree: IPAG Diploma in Business and Management (Grade Master)

Receiving College: College of Staten Island (CSI)

Department: School of Business

Program: Business Management

Degree: Master of Science

**ADMISSIONS REQUIREMENTS**

- Completed application for admission to the Master's Program in Business Management with supporting documents.
- An undergraduate degree or equivalent in Business with at least a B cumulative average or equivalent (12 or greater in the French system).
- A score of 550 (paper), 250 (computer) or 100 (Internet) on the IPAG Institutional TOEFL test is required for all applicants for whom English is a second language.
- GMAT will be waived for students who earn a B (12 in the French system) or better in each of the graduate level courses completed at IPAG.

Total transfer credits granted toward the Master's degree: 12.

Additional credits required at the College of Staten Island to complete Master's Degree: 18.

**COURSE TO COURSE EQUIVALENCIES AND TRANSFER CREDIT AWARDED\***

<u>Sending College: IPAG</u>		<u>Receiving College Equivalent (Or Other Evaluation): CSI</u>	
<u>Course and Title</u>	<u>ECTS</u>	<u>Course and Title</u>	<u>Transfer Cr.</u>
New Perspectives on Management	2	MGT 600: The Administrative Process	3
HRM Evolution and New Practice	2		
CSR and Well Being at Work	2		

Diversity Management Society and Business Issues	4 2	MGT 605: Business, Government, and Society	3
International Marketing Management E Business and E marketing Analysis and Definition of Communication Strategy	2 2 2	MKT 600: Strategic Marketing Management	3
Combine two of the following 500- level IPAG courses for a total of 6 ECTS: Communication Tools (3 ECTS) Media Convergence (3 ECTS) Corporate Communication (3 ECTS) Measuring and Controlling Communication Policy (3 ECTS)	6	MGT 799: Elective	3
<b>TOTAL 24</b>		<b>TOTAL 12</b>	

- \* Course transfers must adhere to the CSI-CUNY transfer policies which include:
- A maximum of 12 credits can be transferred into this CSI-CUNY program.
  - Student must earn a grade of B or better in transferred courses.
  - IPAG courses must be at the 500 or higher level to be transferred in as "graduate" classes.
  - The CSI Department Chair must attest that the transferred courses:
    - Are equivalent to 3 CSI credits (2 ECTS equal to 1 CSI credit).
    - Cover similar course content to the CSI course.
  - The transfer matches are checked by the Office of Recruitment and Admissions.

### **COURSES REMAINING FOR MASTERS DEGREE**

<u><b>Course and Title:</b></u>	<u><b>Credits:</b></u>
FNC 600: Financial Management**	3
MGT 790: Seminar in Contemporary Business Topics (substitution)	3
MGT 720: Global Business Strategy	3
MGT 730: Strategic Human Resource Management	3
MGT 770: Managerial Decision Making and Applications	3
MGT 820: Managing Intellectual Property***	3
<b>TOTAL 18</b>	

\*\* IPAG students will complete CSI's course in Financial Management (FNC 600) online while still in France. Admission to the CSI program will be conditional pending final grade in the FNC 600 course.

\*\*\* Can be substituted for another elective as agreed upon by the student and his/her CSI advisor.

**Procedures for reviewing, updating, modifying, or terminating agreement:** Parties at both institutions will discuss and agree upon any updates or modifications. Either party may terminate this agreement with 12 months notification.

**Procedures for evaluating agreement, e.g., tracking the number of students who transfer under the articulation agreement and their success:** Each institution will maintain data on agreement's outcomes.

**Sending and Receiving College procedures for publicizing agreement, e.g., college catalogs, transfer advisors, websites, etc.:** Each institution will handle local marketing using consistent and agreed upon content.


**Additional Information:**

A minimum grade of B (3.0) or equivalent is required in each graduate course articulated.

**Effective Agreement Date of Revision:** September 1, 2013

  
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Bernard Terrany  
Director Development, International Relations  
IPAG

Date: April 7, 2014

  
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Susan Holak  
Dean, School of Business  
College of Staten Island

Date: February 21, 2014