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*

<table>
<thead>
<tr>
<th>Sending College: IPAG</th>
<th>Receiving College Equivalent (Or Other Evaluation): CSI</th>
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</thead>
<tbody>
<tr>
<td>Course and Title</td>
<td>ECTS</td>
</tr>
<tr>
<td>New Perspectives on Management</td>
<td>2</td>
</tr>
<tr>
<td>HRM Evolution and New Practice</td>
<td>2</td>
</tr>
<tr>
<td>CSR and Well Being at Work</td>
<td>2</td>
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<tr>
<td>Course and Title</td>
<td>Credits:</td>
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<td>---------------------------------------------------------------------------------</td>
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<tr>
<td>FNC 600: Financial Management**</td>
<td>3</td>
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<tr>
<td>MGT 790: Seminar in Contemporary Business Topics (substitution)</td>
<td>3</td>
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<tr>
<td>MGT 720: Global Business Strategy</td>
<td>3</td>
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<tr>
<td>MGT 730: Strategic Human Resource Management</td>
<td>3</td>
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<tr>
<td>MGT 770: Managerial Decision Making and Applications</td>
<td>3</td>
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<tr>
<td>MGT 820: Managing Intellectual Property***</td>
<td>3</td>
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<td><strong>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.</strong></td>
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<td>*<strong>Can be substituted for another elective as agreed upon by the student and his/her CSI advisor.</strong></td>
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**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

Bernard Terrany
Director Development, International Relations
IPAG

Date: April 7, 2014

Susan Holak
Dean, School of Business
College of Staten Island

Date: February 21, 2014