



Excelsior College



Bachelor of Science in General Business

STUDENT DATA:

NAME: ROADMAP'S DEGREE

SSN: 000-00-0000

Credit Potential
Required Credit

English Composition (ENG 101)

3.00

(The primary objective of this course is to help the student become a better writer for college, career, and life. The course takes an integrated approach to expository writing, and brings together mechanics, strategies, and theories of effective writing. Must have 3 sh in English Composition, either a college course or the Excelsior College English essay exam.)

{DANTES Code = 11.07.00}

Business Ethics (BUS 323) [BU063B]

3.00

(This undergraduate course examines corporate governance, business government relations, the impact of economic and social change, organizational ethics, and the political role of business. It considers the measures business may use to anticipate and provide appropriate responses to changes in public and government expectations while defending legitimate business interests. This requirement may be filled with college level testing credit.)

{DANTES Code = 17.05.00}

Humanities Electives

6.00

(Note: At least one course must be in a subject other than written communications. However, advanced and creative writing may apply. This requirement may be filled with college level testing credit.)

{DANTES Code = any 08.XX, any 11.XX, or some 04.XX series}

Introduction to Microeconomics (ECO 260) [EC009B]

3.00

(This course examines contemporary economic systems based on tools of microeconomics. It covers theoretical analysis of prices and profits as guides to resource allocation, industrial structure, meaning of economic welfare, proper function of government in the economy, and distribution of income. This requirement may be filled with college level testing credit. Must score "C" or better in this course.)

{DANTES Code = 20.05.00}

Introduction to Macroeconomics (ECO 262) [EC008B]

3.00

(This course examines determinants of the Gross National Product, incomes and employment, sources' demand for goods and services, problems of unemployment and inflation, use of taxes, and government spending and control over supply of money to fight unemployment and inflation. It also covers economic growth: its causes and arguments for and against growth.)

This requirement may be filled with college level testing credit. Must score "C" or better in this course.)

{DANTES Code = 20.05.00}

Social Science Electives

9.00

(This requirement may be filled with college level testing credit.)

{DANTES Code any 20.XX.XX series}

College Algebra (MAT 115)

3.00

(This course is designed to provide a solid foundation in algebra to students and prepare them for subsequent courses in mathematics. Topics include equations and inequalities, graphs, functions and their graphs, polynomial and rational functions, exponential and logarithmic functions, analytical geometry, systems of equations and inequalities, sequences, induction and Binomial theorem. This requirement may be filled with college level testing credit. Must score "C" or better in this course.)

{DANTES Code = 14.01.00}

Business Statistics (BUS 233) [MH073B]

3.00

(In this course, students will learn and master the essential tools used for statistical analysis and decision making in business. The course begins with descriptive statistics -- methods of organizing, summarizing, and presenting business data in an informative way. This will be followed by inferential statistics -- also called statistical inference and inductive statistics. Inferential statistics discusses the methods used to determine something about a population, using sample data. Research techniques such as sampling and experimental design concepts are included for both single and multiple sample groups.)

{DANTES Code = 14.09.00 or 14.09.06}

Liberal Arts Electives

27.00

(This requirement may be filled with college level testing credit.)

{DANTES Code = 08.XX or 11.XX or 13.XX or 16.XX or 17.XX or 20.00 series}

Financial Accounting (ACC 211) [AC022B]

3.00

(This course is intended to help you develop an understanding of basic financial accounting in pursuit of organizational goals and strategies. By the end of the course, you should be familiar with the technical skills of financial statements, accounting information systems, operating decisions, and financing decisions. As a manager/accountant, you should be able to identify relevant information and the appropriate methods for analyzing information, working together with others in a financial, global, and ethical environment. In addition, you will gain the ability to communicate information to others in the organization using a critical thinking approach. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.01.00}

Managerial Accounting (ACC 212) [AC025B]

3.00

(This course is intended to help you develop an understanding of the process of identifying, measuring, analyzing, interpreting, and communicating information in pursuit of an organization's goals. By the end of the course, you should be familiar with technical skills for solving

problems such as the fundamentals of basic unit costs, cost flow management systems and processes, budgeting and performance measurement, and cost analysis and pricing decisions. As a manager, you should be able to identify relevant information, the appropriate methods for analyzing information, and working together with a team addressing global and ethical issues. You will be able to think on your feet and address real-world business issues. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.01.00}

Entrepreneurial Business Law (BUS 330) [BU062B] 3.00

(This course takes a real world, experience-driven look at the role of key legal issues effecting start up or growing small businesses. The ever-changing world of entrepreneurship does not provide a steady, linear legal environment. The students will study and analyze entrepreneurial legal issues, techniques and management. They will examine how start-ups or small to medium-sized businesses deal with legal problems when resources are limited and will cover the most likely legal situations that will arise within the first one to five years of the company s life. Particular emphasis will be placed on steps that should be taken to develop a legal strategy that will support the ventures growth over its expected life cycle. This requirement may be filled with college level testing credit.)

{DANTES Code = 12.01.00}

Computer Studies Electives 3.00

(This requirement may be filled with college level testing credit.)

{DANTES Code = any 05.XX.XX series}

Principles of Management [MG001B] 3.00

(This requirement may be filled with college level testing credit.)

{DANTES Code = 03.10.00}

Entrepreneurial Marketing (BUS 310) [BU005B] 3.00

(This course takes a real world, experience-driven look at the role of marketing within startup or growing small businesses. It has often been observed that marketing in potentially high growth ventures is revolutionary not evolutionary. This ever-changing world does not provide a steady, linear marketing environment. The students will study and analyze entrepreneurial marketing strategies, techniques and management. They will examine how start-ups or small to medium-sized businesses market when resources are limited and will cover marketing activities required within the first one to two years of the company s life. Particular emphasis will be placed on steps that should be taken in the new product/service development process. Students will learn how to: be customer-oriented; design and introduce products/services; use advertising and public relations; manage distribution channels. The course will give students an opportunity to gain experience with the marketing component of a business plan. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.11.00}

Principles of Finance (BUS 350) [BU003B] 3.00

(This course is an introduction to the discipline of finance. General principles of finance, as well as concepts related specifically to

corporate finance are examined. Topic areas covered include financial objectives of the firm, the time value of money, risk and return, capital budgeting, the cost of capital, financial forecasting and ratio analysis, working capital management, and EVA and MVA concepts. Current and future trends in corporate finance are also studied. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.02.01}

Operations Management (BUS 425)

3.00

(Operations management involves the systematic planning, designing, operating, controlling and improving the processes that transform inputs into finished goods and services. Managing operations is critical to every type of organization, because only through effective and efficient utilization of resources can any organization be successful. This is especially true today, when we see that significant competitive advantages accrue to firms that manage their operations effectively. Careful design and management of operations is of utmost importance for both the long-term success and survival of a firm. This course seeks to develop students abilities to recognize, model, and solve problems inherent in production and service environments. Specific topics include product and process design, queuing, facility layout and location, linear programming, decision analysis, forecasting, and inventory models. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.10.09}

Business Strategy (BUS 495) [MG054B]

3.00

(This course is a capstone case study course in managerial decision making intended to integrate previous training in the functional areas of business (accounting, finance, marketing, operations, and personnel). The course focuses on problems from the point of view of the chief executive officer or general manager and is mainly concerned with the design and implementation of corporate strategy. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.10.08}

Organizational Behavior (BUS 311)

3.00

(This course is an overview of human behavior in work organizations. Theoretical, empirical, and applications issues are examined from individual, interpersonal, group, and organizational perspectives. Topics include the overview and history of the field, perceptions, attitudes, learning processes, personality, motivation, stress, performance appraisal, group dynamics, leadership, communication, decision making, job design, organizational structure and design, organizational change, and development. This requirement may be filled with college level testing credit.)

{DANTES Code = 03.10.01}

Business Electives

15.00

(This requirement may be filled with college level testing credit. Note: At least 12 sh UL in Business required.)

{DANTES Code = most 03.XX.XX series}

Information Literacy (INL 102)

1.00

(This online self-paced course provides a broad overview of information literacy concepts. It introduces skills for locating, using, and evaluating all types of resources and includes information on the legal and ethical uses of information. Students take five quizzes to help learn course content, and a Pass/Fail grade will be determined by the final examination.)

Free Electives

14.00

(This requirement may be filled with college level testing credit.)

Excess or Duplicate Credit

TOTAL

120.00

0.00

Thank you for requesting support from the U.S. Coast Guard Institute (CGI). Whereas we serve as an activity in support of your unit Educational Services Officer (ESO), you are encouraged to seek assistance from your local ESO in your academic endeavors. The following information is provided to help you understand what is presented in this degree plan:

This document is an UNOFFICIAL Degree Plan to provide you with a preliminary assessment of how your prior learning experiences might fit into the specified degree program for this academic institution. If you choose to pursue this degree option, you must present it to a college representative, who will review it for the following:

- o Accurate representation of the college's degree program requirements, including course numbers and titles, credit hours for each course, lower- and upper-level course requirements, and the total number of credits needed for the degree.

- o Appropriate assignment of ACE Guide-recommended credit at the lower or upper level for military service schools and occupations, CLEP, DSST, and other tests, transfer credit for courses from other colleges and universities, certification programs, etc.

- o Appropriate assignment of SOC Course Category Codes from the SOC Handbook Transferability Tables. The SOC Degree Program Handbooks can be obtained from the SOC web site at: www.soc.aascu.org should you wish to learn more about the course transfer guarantees among SOC network institutions.

IMPORTANT NOTE: When you are ready to seek admission into this degree program, please contact the USCG Institute at 1-405-954-7241. Your advisor will send the college or university an official U.S. Coast Guard Institute transcript, a copy of the degree plan, and a ready-for-signature SOC Student Agreement which, when signed by a college official, becomes a contract for degree completion committing the college or university to supporting you in your academic endeavors.

Credit for all courses you have taken must be reflected on official transcripts sent directly to this college from the administrative offices of the colleges you previously attended. This degree plan is often used for information purposes by college counselors pending receipt of the official transcripts from the source colleges.

This degree plan is not intended to compete with your local college or university. Keep in mind, you are allowed to transfer in a significant amount of the degree requirements to this institution. As such, credit from local colleges, college level examination programs, or advanced military training may be applied to this degree. You may also complete the courses necessary from this college either in residence (on campus or possibly on a military base at a campus extension in the Education Center) or through distance delivery of the courses. If you have questions, please contact the college counselor or your advisor listed at the bottom of this Degree Plan.

DEGREE PLAN LEGEND:

SH = Semester hours
VOC = Vocational, not relative to an academic degree
LL = Lower Level, i.e. courses at the Freshman/Sophomore level
UL = Upper Level, i.e. courses at the Junior/Senior level
GL = Graduate Level (sometimes recommended by ACE for very complex courses)
[#] such as [EN024A] or [EN024B] = SOC Course Category Codes*
{#} such as {DANTES Code = 01.02.03} = DANTES Academic Codes **

* SOC Course Category Codes: Service members Opportunity Colleges (SOC) is a consortium of over 1,600 accredited colleges and universities seeking to provide degree opportunities to the military. Over 170 of these institutions participate in network degree programs developed for the Army, Navy, Marine Corps, and Coast Guard. A SOC course category number beside a course from one of these institutions, such as [EN024A] or [EN024B] for English Composition, indicates that courses from other degree program institutions with the same code may be taken to satisfy the degree requirement. See the SOC Degree Programs Handbooks at <http://www.soc.aascu.org/>

** DANTES Academic Codes: The Defense Activity for Non-Traditional Education Support (DANTES) publishes the DANTES Independent Study Catalog (DISC) annually, which lists more than 6,000 courses from dozens of regionally accredited colleges and universities. Because this is a degree from a SOC affiliated college, the academic residency requirements are limited, thereby allowing students to transfer in a significant portion of the degree, as mentioned above. If the course you desire to take is not offered by this institution when you want to take it, consider the opportunities the courses in the DISC present. For more information, visit http://www.dantes.doded.mil/dantes_web/distancelearning/disc/front/cont.htm Keep in mind, you should always check with the counselor or academic advisor at this institution before enrolling in a course listed in the DISC to ensure it will be accepted in transfer toward this degree.

Excelsior College (EC) General Information

If earning your degree is a life goal, Excelsior College is for you. Founded on the philosophy that "what you know is more important than where or how you learned it,"[®] Excelsior College recognizes there are many valid sources of learning. And that learning can mean credit toward your degree at Excelsior College. Excelsior College starts by evaluating the credit you have already earned. They look for possible credits from the following sources: courses you've already taken at other regionally accredited colleges and universities, distance education courses, college credit

examinations, corporate training, and military training. Then they assist you by identifying the remaining courses needed to fulfill curriculum requirements and, when completed, they confer the degree. Excelsior College proudly counts some 40,000 current and former military personnel among its more than 100,000 graduates worldwide.

PROGRAM COSTS: (Subject to change)

Under Option #1, students must complete at least 6 semester credits toward the Associate in Applied Science degree, 9 semester credits toward the Associate in Science in Liberal Arts degree, or 12 semester credits toward the Bachelor of Science in Liberal Arts degree from Excelsior College distance learning courses. Under Option #1 there is a reduced enrollment fee of \$85 for the AAS degree programs, \$125 for all other associate degree programs and \$175 for the bachelor's degree program if you take Excelsior College distance learning courses as outlined above. Upon completion of degree requirements, there is a \$85 Graduation/Completion fee for the AAS degree programs, \$125 for all other associate degree programs and \$175 for the bachelor's degree program.

Under Option #2, students are not required to take any Excelsior College Distance Learning courses. Under this Option, the enrollment fee for the AAS degree programs is \$495, AS degree enrollment fee is \$625, and bachelor's degree enrollment fee is \$845. Graduation/Completion fees are \$235 for the AAS degrees, \$465 for the AS degree (\$245 for the ARNG and USCG), and \$495 for the bachelor's degree (\$275 for the ARNG and USCG).

Course Tuition is \$205 per semester credit.

To discuss your next step toward earning this degree with Excelsior College, contact:

Excelsior College
7 Columbia Circle
Albany, NY 12203-5159
Toll-free phone: 1-888-647-2388
E-mail: selfrev@excelsior.edu
Website: <http://www.excelsior.edu>

POLICY NOTES:

The maximum amount of college level testing credit accepted by EC is 119 semester hours for a Bachelor's Degree - nearly the entire degree. Transfer credit accepted by EC may include the entire degree requirements using non-traditional credit (military credit or college level testing) with the exception of the Information Literacy course, which must be taken through them. You may complete all other requirements for the degree through courses taken at your local college, military credit, or through college level examinations. When you have completed most or all the degree requirements, you will enroll in the college, transferring in the credits you have earned. The college then charges administrative fees for the process of establishing student records, confirming your educational accomplishments, and awarding the degree. EC does offer a number of distance learning courses which the student may take to complete degree requirements. By doing so, the academic fees are

significantly reduced.

A grade of "D" may be accepted in transfer as long as: 1) It is not in English Composition; or 2) the overall GPA in the Depth Group, Focus, or Concentration is 2.0 or better; and 3) The overall GPA of the student for the entire degree exceeds 2.0.

This college is rated as one of the nation's best in U.S. News & World Report's "America's Best Colleges" issue.

Evaluation completed by: Charles Morrison

On: 01 August 2007