



Excelsior College



Bachelor of Science in Hospitality Management

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)

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

(Humanities subjects include, but are not limited to art, music, foreign language, literature, humanities, philosophy, religion, speech/communications, and ethics. Examinations or courses used to satisfy the Written English Requirement may not be applied toward the humanities requirement. This requirement may be filled with college level testing credit.)

Introduction to Microeconomics (ECO 260)

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)

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 Sciences / History

9.00

(Social Science/history courses include, but are not limited to, anthropology, sociology, government, political science, psychology, geography, history, and economics. This requirement may be filled with college level testing credit.)

Pre-Calculus Algebra (MAT 116)

3.00

(Study of exponents, logarithms, polynomial equations, solution of linear and quadratic equations in more than one unknown, determinants, matrices, permutations and combinations, mathematical induction, binomial theorem, probability, arithmetic and geometric progressions. This requirement may be filled with college level testing credit.)

Business Statistics (BUS 233)

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. This requirement may be filled with college level testing credit. NOTE: The statistics requirement may be satisfied with credits from coursework in any of the following subjects: business statistics, economics statistics, elementary statistics, introductory statistics, statistics for the social sciences, any statistics course that covers descriptive or inferential statistics.)

Arts and Science Electives

27.00

(Arts and sciences are those areas of study classified as humanities, social sciences/history, and natural sciences/mathematics. This requirement may be filled with college level testing credit.)

Financial Accounting (ACC 211)

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)**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}

Introduction to Business Law (BUS 330)**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**

(Subjects that may be used to satisfy this component include but are not limited to, computer programming, computer science, data processing, introduction to management/computer information systems. Word processing credit alone will not satisfy this requirement. This requirement may be filled with college level testing credit.)

Principles of Management (BUS 240)**3.00**

(This course is a study of fundamental management theories, examining the manager's role in today's global business world. Among the topics explored are the role of managers in the environment, strategies for planning and decision making, organization and controls, leadership, motivation and staffing, and managing change. This requirement may be filled with college level testing credit.)

Principles of Marketing (BUS 250)**3.00**

(This course examines the basic marketing principles practiced by modern organizations including product development, distribution, promotion and pricing. It is the foundation course for upper-level marketing courses. This requirement may be filled with college level testing credit.)

Principles of Finance (BUS 350)	3.00
<p>(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.)</p> <p>{DANTES Code = 03.02.01}</p>	
Operations Management (BUS 425)	3.00
<p>(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.)</p> <p>{DANTES Code = 03.10.09}</p>	
Business Strategy (BUS 495)	3.00
<p>(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. Coursework you use to satisfy this requirement must be at the upper-level and completed at a four-year institution of higher education)</p> <p>{DANTES Code = 03.10.08}</p>	
Organizational Behavior (BUS 311)	3.00
<p>(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.)</p> <p>{DANTES Code = 03.10.01}</p>	

Hotel/Restaurant Cost Control	3.00
Hospitality Service Systems Technologies	3.00
Hotel/Front Office Management	3.00
Hotel/Restaurant Franchising	3.00
Hospitality Law	3.00
Hospitality Executive Internship	3.00
Sanitation and Safety	3.00
Hospitality Management Electives	3.00

(The faculty highly recommends that students take a course in purchasing. Other approved courses in the hospitality management subject area can apply here as well.)

Information Literacy (INL 102)	1.00
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(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	5.00
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(Elective credit may be earned in any field of college study including business and other professional, technical, or vocational areas as well as in the arts and sciences. Examples include military science, health, nursing, engineering, education, computer science, home economics, secretarial science, architecture, drafting, auto mechanics, law, social work, and criminal justice. Credit is not granted for physical education activity courses.)

Excess or Duplicate Credit

TOTAL	120.00	0.00
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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 send the completed enrollment form (found on the college's web page) to the USCG Institute. The registrar will send the college or university an official USCG transcript, a copy of the degree plan (if one was developed through the USCG Institute and was identified on your transcript request), and a ready-for-signature SOC Student Agreement (when signed by a college official, becomes a contract for degree completion).

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. There are no Student Service Annual Fees for this option as long as students make satisfactory academic progress (defined as 6 semester credits of Excelsior College courses per enrollment year). Otherwise, the Student Service Annual Fee will be \$80 for all degree programs. Once a student has met their full obligation, there will be no further annual fees.

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 \$765, and bachelor's degree enrollment fee is

\$765. Student Service Annual fees are \$440 for AAS (applied after two year enrollment period) and \$440 for all other degree programs (assessed after one year enrollment period). Graduation/Completion fees are \$245 for the AAS degrees, \$465 for the AS degree (\$255 for the ARNG and USCG), and \$495 for the bachelor's degree (\$270 for the ARNG and USCG).

Course Tuition is \$250 per semester credit for military personnel and \$300.00 per semester hour for non-military students.. The non-matriculated student course registration fee is \$20 per course.

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.

Time Limit on Transfer of Credit

Only those business core and elective courses completed within 20 years of the date of your enrollment may be used for credit toward the business component of the Associate in Science in Business and all baccalaureate business degrees. However, credit earned more than 20 years prior to your enrollment may be applied to the arts and sciences component requirements. Also, nonduplicative business credit earned more than 20 years prior to your enrollment may be applied as free elective credit.

Advanced-Level Credit Requirements for All Baccalaureate Business Degrees

Students must earn a minimum of 12 credits of advanced-level business credit to qualify for a business baccalaureate degree. If pursuing a General Business degree, students may apply the advanced-level credit in any approved business area. If choosing a concentration, at least 9 of the 12 required credits of advanced-level credit must be in the students area of concentration.

In addition to college course credit, students may earn advanced-level credit by passing examinations classified by the Excelsior College business faculty as advanced-level as well as by successfully completing courses or examinations evaluated by one of the Programs on Noncollegiate Sponsored Instruction (PONSI) and accepted by the Excelsior College business faculty as advanced-level. Some credit recommended as upper-level by the American Council on Education may not apply as advanced-level credit towards a business degree.

A course or examination used to satisfy a core requirement cannot be counted toward the advanced-level requirement. This means that the course that fulfills the core requirement of Operations Management, for instance, will not be counted as advanced-level credit even if it is numbered at the junior or senior level at a four-year college. In practice, this also means that the Excelsior College business program will not accept as advanced-level any courses that substantially duplicate the course content found in core courses.

The Excelsior College business faculty will not classify the following as advanced-level business electives, even if such courses are numbered at the junior/senior level:

- Business Communication
- Business Writing
- Consumer Finance
- Personal Finance

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: 17 August 2010