

Pennsylvania Statewide Transfer and Articulation System Uniform Standards for Credit for Prior Learning Exams

Business and Technology Exams

Table of Contents

Introduction.....	2
Uniform Standard Minimum Scores for Awarding Academic Credit	2
Business & Technology.....	3
Advanced Placement (AP) Exams.....	3
AP Computer Science A	3
AP Computer Science Principles	3
College Level Examination Program (CLEP) Exams.....	4
Financial Accounting	4
Information Systems	4
Introductory Business Law	4
Principles of Management.....	5
Principles of Marketing.....	5

Introduction

In 2017 the Pennsylvania general assembly enacted legislation adding a section to the Pennsylvania Public School Code, 24 P.S. § 20-2004-C(d), requiring public institutions of higher education to:

- (1) Adopt and make public uniform standards for determining academic credit for prior learning as outlined in paragraph (4) within 18 months of the effective date of this subsection.
- (2) Agree to award academic credit for prior learning, which is determined to meet the standards established under section 2004-C(c)(6) and apply the credit toward graduation, unless prohibited by external accreditation or licensure.

This document establishes the uniform standard minimum scores for which all PA Transfer System participating institutions will award academic credit pursuant to 24 P.S. § 20-2004-C(d).

During the standard setting process, committees of faculty and personnel from Transfer System institutions developed minimum score standards for which any participating member of the PA College Transfer System will award credit, as well as additional guidance and recommendations for courses that institutions may offer as equivalencies for exam scores at or above the minimum. The course equivalency recommendations are considered guidance by the Oversight Committee and may vary between institutions in accordance with their course catalog and program design.

Uniform Standard Minimum Scores for Awarding Academic Credit

Exam	Minimum Score to Receive Credit
AP Exams	
AP Computer Science A	3
AP Computer Science Principles	3
CLEP Exams	
CLEP Financial Accounting	50
CLEP Information Systems	50
CLEP Introductory Business Law	50
CLEP Principles of Management	50
CLEP Principles of Marketing	50

Business & Technology

Advanced Placement (AP) Exams

AP Computer Science A

Understand core aspects of computer science which you can use to create solutions that are understandable, adaptable, and when appropriate, reusable.

The design and implementation of computer programs to solve problems involve skills that are fundamental to the study of computer science. This includes the development and analysis of algorithms and fundamental data structures, and the use of logic and formal methods.

Minimum Score

Credit will be awarded for a score of 3 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://aphighered.collegeboard.org/setting-credit-placement-policy/credit-granting-recommendations>.

Additional Credit & Course Equivalency Guidance

It should apply to get credit for Computer Science 1 and this credit should include lab credit even if lab is a separate class/course. Rationale: the AP course requires 20 hours minimum of lab

AP Computer Science Principles

AP Computer Science Principles offers a multidisciplinary approach to teaching the underlying principles of computation. The course will introduce students to the creative aspects of programming, abstractions, algorithms, large data sets, the Internet, cybersecurity concerns, and computing impacts. AP Computer Science Principles also gives students the opportunity to use current technologies to create computational artifacts for both self-expression and problem solving. Together, these aspects of the course make up a rigorous and rich curriculum that aims to broaden participation in computer science.

Minimum Score

Credit will be awarded for a score of 3 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://aphighered.collegeboard.org/setting-credit-placement-policy/credit-granting-recommendations>.

Additional Credit & Course Equivalency Guidance

CS Principles does teach a lot of good concepts about computer science, but it is more of a survey course than a programming course, and most computer science courses are about one topic, so there is no typical course in a CS major to which CS Principles applies unless the major has a CS0 course. Those who have a CS0 course or CS for non-majors may have courses that map more closely with CS principles, but at least a handful of schools do not have such a course. This is why the decision really needs to be at the institution level as to how the course is

accepted, but a free elective credit for the college is an easy minimum requirement that all institutions should be able to accept.

College Level Examination Program (CLEP) Exams

Financial Accounting

The Financial Accounting exam covers skills and concepts that are generally taught in a first-semester undergraduate financial accounting course.

Minimum Score

Credit will be awarded for a score of 50 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://clep.collegeboard.org/develop-your-clep-program/create-a-clep-policy/ace-credit-recommendations>.

Additional Credit & Course Equivalency Guidance

We recommend that it be applied to Financial Accounting, first semester undergraduate financial accounting, first course in the accounting sequence taken by all Business students not just Accounting students.

Rationale: Financial Accounting is a standard course across all schools and a C is accepted by all. Same course as is stated in the program agreement as the first course, Financial Accounting.

Information Systems

The Information Systems examination covers material that is usually taught in an introductory college-level business information systems course. Questions test knowledge, terminology, and basic concepts about information systems as well as the application of that knowledge. The examination does not emphasize the details of hardware design and language-specific programming techniques. References to applications such as word processing or spreadsheets do not require knowledge of a specific product. The focus is on concepts and techniques applicable to a variety of products and environments. Knowledge of arithmetic and mathematics equivalent to that of a student who has successfully completed a traditional first-year high school algebra course is assumed.

Minimum Score

Credit will be awarded for a score of 50 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://clep.collegeboard.org/develop-your-clep-program/create-a-clep-policy/ace-credit-recommendations>.

Additional Credit & Course Equivalency Guidance

Recommended equivalency is an Introduction to (Management) Information Systems.

Rationale: Covers the fundamentals in this type course (MIS).

Introductory Business Law

The Introductory Business Law examination covers material that is usually taught in an introductory one-semester college course in the subject. The examination places not only major

emphasis on understanding the functions of contracts in American business law, but it also includes questions on the history and sources of American law, legal systems and procedures, agency and employment, sales, and other topics.

Minimum Score

Credit will be awarded for a score of 50 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://clep.collegeboard.org/develop-your-clep-program/create-a-clep-policy/ace-credit-recommendations>.

Additional Credit & Course Equivalency Guidance

Recommended equivalency is a general Business Law class. If there are 2, then just Business Law 1.

Rationale: Covers the objectives of this very standard course.

Principles of Management

The Principles of Management examination covers material that is usually taught in an introductory course in the essentials of management and organization. Questions on the exam require you to demonstrate knowledge of management functions and techniques, and ability to associate the meaning of specific terminology with important management ideas, processes, and techniques. You will also be required to apply knowledge, general concepts, and principles to specific problems.

Minimum Score

Credit will be awarded for a score of 50 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://clep.collegeboard.org/develop-your-clep-program/create-a-clep-policy/ace-credit-recommendations>.

Additional Credit & Course Equivalency Guidance

Recommended equivalency is a general Principles of Management course (not Intro to Business.)

Rationale: Covers the objectives of this very standard course.

Principles of Marketing

The Principles of Marketing examination covers material that is usually taught in a one-semester introductory course in marketing. Such a course is usually known as Basic Marketing, Introduction to Marketing, Fundamentals of Marketing, Marketing, or Marketing Principles. The exam is concerned with the role of marketing in society and within a firm, understanding consumer and organizational markets, marketing strategy planning, the marketing mix, marketing institutions, and other selected topics, such as international marketing, ethics, marketing research, services, and not-for-profit marketing. You're expected to have a basic knowledge of the economic, demographic, social, cultural, political, legal, and technological trends that are important to marketing.

Minimum Score

Credit will be awarded for a score of 50 or higher.

Rationale

This standard is in line with College Board and American Council on Education's minimum score recommendations <https://clep.collegeboard.org/develop-your-clep-program/create-a-clep-policy/ace-credit-recommendations>.

Additional Credit & Course Equivalency Guidance

Recommended equivalency is a general Principles of Marketing course.

Rationale: Covers the objectives of this very standard course.