

<p align="center">MINNESOTA STATE COLLEGES AND UNIVERSITIES* ARTICULATION AGREEMENT BETWEEN</p>	<p align="center">INVER HILLS COMMUNITY COLLEGE (IHCC) AND SAINT MARY'S UNIVERSITY OF MINNESOTA SCHOOLS OF GRADUATE AND PROFESSIONAL PROGRAMS</p>
<p>*The Board of Trustees of the Minnesota State Colleges and Universities is authorized by Minnesota Statutes, Chapter 136F to enter into Agreements and has delegated this authority to colleges and universities.</p>	

This Agreement is entered into between **INVER HILLS COMMUNITY COLLEGE (IHCC)** (hereinafter sending institution), and **SAINT MARY'S UNIVERSITY OF MINNESOTA SCHOOLS OF GRADUATE AND PROFESSIONAL PROGRAMS (SMUMN)** (hereinafter receiving institution). This Agreement and any amendments and supplements, shall be interpreted pursuant to the laws of the State of Minnesota.

The sending institution has established an **A.S. Business Transfer Pathway** (hereinafter sending program), and the receiving institution has established a **B. S. in Marketing** (hereinafter receiving program), and will facilitate credit transfer and provide a smooth transition from one related program to another. It is mutually agreed:

Admission and Graduation Requirements

- A. The receiving institution's admission and program admission requirements apply to both direct entry students and to students who transfer under this agreement.
- B. Students must fulfill the graduation requirements at both institutions.
- C. Students must complete the entire sending program and meet the receiving institution's admission requirements for the agreement to apply, including grade requirements for courses and an overall GPA requirement.

Transfer of Credits

- A. The receiving institution will accept 60 credits from the sending program. A total of 62 credits remain to complete the receiving program (36 of these remaining credits need to be completed at Saint Mary's University).
- B. Courses will transfer as described in the attached Program Articulation Table. For system institutions, once the courses are encoded, they will transfer as described in the "Transferology" audit.

Implementation and Review

- A. The Chief Academic Officers or designees of the parties to this agreement will implement the terms of this agreement, including identifying and incorporating any changes into subsequent agreements, assuring compliance with system policy, procedure and guidelines, and conducting a periodic review of this agreement.
- B. This Articulation Agreement is effective on 11/01/2018 and shall remain in effect until the end date of 11/01/2023 or for five years, whichever occurs first, unless terminated or amended by either party with 90 days prior written notice.
- C. The college and university shall work with students to resolve the transfer of courses should changes to either program occur while the agreement is in effect.
- D. This Articulation Agreement will be reviewed by both parties beginning 05/01/2023 (within six months of the end date).
- E. When a student notifies the receiving institution of their intent to follow this agreement, the receiving institution will encode course waivers and substitutions.

PROGRAM ARTICULATION TABLE

Check if the sending program ____ or receiving program ____ is new.

	College (sending)	University (receiving)
Institution	Inver Hills Community College	Saint Mary's University of Minnesota
Program name	Business Transfer Pathway	Marketing
Award Type (e.g., AS)	A.S.	B.S.
Credit Length	60	122
CIP code (6-digit)	52.0201	52.1401
Describe program admission requirements (if any)		An official transcript issued to Saint Mary's University with a minimum of 30 semester credits including a basic English Composition course.

Instructions

- List all required courses in both academic programs.
- MnTC goal areas transfer to the receiving institution according to the goal areas designated by the sending institution.
- Do not indicate a goal area for general education courses that are not part of the MnTC.
- For restricted or unrestricted electives, list number of credits.
- Credits applied: the receiving institution course credit amount may be more or less than the sending institution credit amount. Enter the number of credits that the receiving institution will apply toward degree completion.
- Show equivalent university-college courses on the same row to ensure accurate DARS encoding.
- Equiv/Sub/Wav column: If a course is to be encoded as equivalent, enter Equiv. If a course is to be accepted by the university as a "substitution" only for the purposes of this agreement, enter Sub. If a course requirement is waived by the receiving institution, enter Wav. If a course is to be accepted by the university as a MnTC goal area, restricted elective or unrestricted elective, leave the cell blank.

(To add rows, place cursor outside of the end of a row and press enter.)

SECTION A - Minnesota Transfer Curriculum-General Education

College (sending)			University (receiving)			
course prefix, number and name	Goal(s) ¹	Credits	course prefix, number and name	Goal(s) ¹	Credits Applied	Equiv Sub Wav
Minnesota Transfer Curriculum-General Education						
ENG1108-Writing and Research Skills	1	4	Written Communications		4	Sub
ENG1130-Writing and Research for the Professions	1	3	Written Communications		3	Sub
COMM1100-Public Speaking	1	3	Oral Communications		3	Sub
MATH1103 - Introduction to Statistics	4	4	Mathematics		4	Sub
MATH1118 - College Algebra (or higher level math)	4	4	Mathematics		4	Sub
ECON1105 - Principles of Macroeconomics	5	3	Historical, Social, and Behavioral Science		3	Sub

¹ MnTC goal areas transfer to the receiving MnSCU college/university according to the goal areas designated by the sending college/university

ECON1106 – Principles of Microeconomics	5	3	Historical, Social, and Behavioral Science	3	Sub
Goal 6 Humanities/Fine Arts/Literature course	6	3	Humanities and Fine Arts	3	Sub
Liberal Arts electives (MnTC courses only)	1-10	3	(Depends on the goal area)	3	Sub
MnTC/General Education Total		30			

Special Notes, if any: Saint Mary's University will transfer college-level general education courses completed at MnSCU community and technical colleges (grades of "C" or better).

SECTION B - Major, Emphasis, Restricted and Unrestricted Electives or Other

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses				
BUS1100 – Introduction to Business Applications and Computing	4	Unrestricted elective	4	
BUS1131 – Legal Environment of Business	3	Unrestricted elective	3	
BUS2004 – Principles of Marketing	3	MK300 – Principles of Marketing	3	Equiv
BUS2021 – Principles of Management	3	Unrestricted elective	3	
ACCT2101 – Financial Accounting	4	Unrestricted elective	4	
ACCT2102 – Managerial Accounting	4	Unrestricted elective	4	
Business electives	9	Unrestricted elective	9	
Unrestricted elective credits (if none enter 0)	0	College's unrestricted elective credits accepted in transfer (if none enter 0)	0	
Major, Emphasis, Unrestricted Electives Total		30	Total College Credits Applied (sum of sections A and B)	60

SECTION C - Remaining University (receiving) Requirements

	course prefix, number and name	Credits
	Required Communications Courses	
	COM309-Professional Writing	3
	COM310-Oral Communications	3
	Required Marketing Courses	
	MK304 – Consumer Behavior and Trend Analysis	3
	MK306 – Digital Marketing	3
	MK309 – Marketing, Society, and the Environment	3
	MK310 – Integrated Promotions and Communications	3
	MK406 – Mobile Search Engine Marketing	3
	Required Business and Management Courses	
	BU407 - Financial Management	3
	MG305 - Managerial Ethics	3
	MG410 – Applied Leadership and Management	3
	Required Capstone Course	
	BU490 - Strategic Management Capstone	3
	Required MAJOR Electives (See Catalog for options)	3
	TOTAL CORE PROGRAM COURSE CREDITS	36
	**Unrestricted elective credits: Students will meet with a Saint Mary's advisor to determine the elective courses needed for the program.	26
	**Total Remaining Credits	62

Special Notes, if any:

SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	30		
Major, Emphasis, Unrestricted Electives or Other	30		
Total College Credits		Total College Credits Applied	60
		**Remaining credit to be taken at the university (receiving institution)	62
		Total Program Credits	122

Special Notes: **A minimum of 30 semester credits transferrable to Saint Mary's University (to include an English composition course) are required for admission to the Marketing program. Saint Mary's University (SMU) requires that students complete a minimum of 36 semester credits at SMU (SMU's minimum residency requirement for the program), and 122 credits total, to earn the Bachelor of Science in Marketing degree. The remaining 86 credits can be completed at Inver Hills Community College. Credit for prior learning, military training, and standardized exams such as CLEP and DSST can also count toward fulfilling the 86 non-SMU credit requirement. Courses completed at colleges and universities other than Inver Hills Community College are also considered for credit transfer into SMU.

College	Name	Signature	Date
Chief Academic Officer	Tia Robinson	Tia Robinson	10/8/18
Provost			
Title			
University	Name	Signature	Date
Chief Academic Officer			
Vice President of the Schools of Graduate and Professional Programs	Robert Smith, FSC, Ph.D.	Robert Smith	11-12-18
Title			
DARS Encoder			
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.			