MINNESOTA STATE COLLEGES AND UNIVERSITIES* ARTICULATION AGREEMENT BETWEEN	MINNESOTA STATE COMMUNITY AND TECHNICAL COLLEGE AND MINNESOTA STATE UNIVERSITY MOORHEAD

*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.

This Agreement is entered into **between** MINNESOTA STATE COMMUNITY AND TECHNICAL COLLEGE **(hereinafter sending institution)**, and MINNESOTA STATE UNIVERSITY MOORHEAD (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 a BUSINESS: MANAGEMENT, MARKETING & SALES AAS (hereinafter sending program), and the receiving institution has established a PROJECT MANAGEMENT BS (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.

Transfer of Credits

A. The receiving institution will accept 57 credits from the sending program. A total of 63 credits remain to complete the receiving program.
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 06/01/2019 and shall remain in effect until the end date of 06/01/2024 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 01/01/2024 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.

April, 2019

PROGRAM ARTICULATION TABLE

	College (sending)	University (receiving)
Institution	MINNESOTA STATE COMMUNITY AND TECHNICAL COLLEGE	MINNESOTA STATE UNIVERSITY MOORHEAD
Program name	Business: Management, Marketing & Sales	Project Management
Award Type (e.g., AS)	AAS	BS
Credit Length	66	120
CIP code (6-digit)		52.0211
Describe program admission requirements (if any)		

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						
ENGL 1101 College Writing I	1	3	ENG 101 English Composition I	1	3	Equiv
COMM 1120 Intro to Public Speaking	1	3	COMM 100 Speech Communication	1	3	Equiv
ECON 2210 Macroeconomics OR *Recommended: ECON 2222 Microeconomics*	2, 5 2, 5, 9	3	ECON 204 Prin of Econ: Macroeconomics *ECON 202 Prin of Econ: Microeconomics*	2, 5 2, 5, 9	3	Equiv
-MNTC Electives *Recommended: MATH 1114 College Algebra*	1 - 10 2, 4	6 (4)	Goal Area *MATH 127 College Algebra*	1 - 10 2, 4	6 (4)	Equiv
MnTC/General Education Total		15				

Special Notes: * These courses are recommended because they meet requirements for the Project Management BS.

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

(pre-requisite courses, required core courses, required courses in an emphasis, or electives (restricted or general) within the major). Restricted electives (in Major) fulfill a specific requirement within a major. Example A: "Chose two of the following three courses;" Example B: A

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

Biology degree may require 40 science credits (20 credits of required courses + 20 credits of listed related courses, such as botany, genetics, sociobiology, etc. which students can select).

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses				
BUS 2204 Principles of Management	3	MGMT 260 Principles of Management	3	Equiv
BUS 2206 Principles of Marketing	3	MKGT 270 Principles of Marketing	3	Equiv
CPTR 1104 Intro to Computer Technology **OR** CSCI 1155 Computer utilization in Business & Society **OR** MKTG 2234 Computer Marketing Applications	3	OM 395 Computer Application for Technologists	3	Equiv
BUS 2220 Global Business	3	Electives	33	
MKTG 1116 Advertising/ Promotion	3			
MKTG 2204 Advanced Professional Selling	3			
MKTG 2214 E-Marketing	3			
MKTG 2218 Retail Management	3			
MKTG 2410 Marketing, Management, & Sales Capstone	3			
MKTG 1040 Consumer Behavior **OR** MKTG 1110 Customer Service	3			
ACCT 1012 Principles of Bookkeeping **OR** ACCT 2211 Financial Accounting I	3			
ENTR 1400 Opportunity Analysis **OR** MKTG 2230 Marketing Research	3			
HRES 1122 Human Resource Management **OR** MKTG 2250 Strategic Selling & Account Management	3			
MKTG 2236 Small Business Management **OR** ENTR 1100 Intro to Entrepreneurship	3			
ACCT 1108 Business Math & Calculators (3) OR Bus 1300 Financial Statement Analysis (3), MKTG 1106 Professional Selling (3) MKTG 2290 Internship (3)	9	Does not apply	0	
Major, Emphasis, Unrestricted Electives Total	**51**	**Total College Credits Applied (sum of sections A and B)**	**57**	

Special Notes:

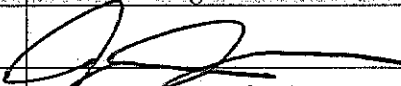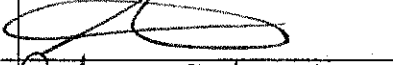| SECTION C - Remaining University (receiving) Requirements		
	course prefix, number and name	Credits
	MnTC/ LASC Goal Requirements*	24
	MATH 234 Probability & Statistics (Goal 4)	3
	ACCT 230 Principles of Accounting I	3
	MGMT 456 Project Management in Business	3
	OM 380 Methods Improvements	3
	OM 470 Purchasing & Sourcing Management	3
	OM 483 Cost Analysis	3
	OM 482 Quality Planning and Implementation	3
	PMGT 300 Project Management and Scheduling	3
	PMGT 301 Customer Relationship Mgmt **OR** PMGT 433 Dale Carnegie Skills for Success	3
	PMGT 385 Process Leadership	3
	PMGT 400 Advanced Project Management, Risk and Liability	3
	PMGT 401 Consulting	3
	PMGT 492 Project Management Capstone	3
	OM 469 Internship **OR** BUS 480 Dragon Consulting	3
	**MATH 127 College Algebra*	(3)
	**ECON 202 Microeconomics*	(3)
	Total Remaining University Credits[2]	**66**

Special Notes, if any: * Students should take 300/400 level LASC courses to fulfill the 40 upper division credit requirement. Goal areas must be met and 42 MnTC/ LASC courses taken. **These courses are required unless their equivalents were taken as part of the M-State coursework.

SECTION D - Summary of Total Program Credits		
College (sending) Credits		**University (receiving) Requirements**
MnTC/General Education	15	

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Major, Emphasis, Unrestricted Electives or Other	51		
Total College Credits	66	**Total College Credits Applied**	57
		Remaining credit to be taken at the university (receiving institution)	66
		Total Program Credits	123
Special Notes, if any:			

[2] At least 40 of the required credits for the baccalaureate degree shall be at the upper-division level. If a lower division course is shown as equivalent to an upper division course, check with the university to determine if it will count toward the 40 required credits of upper division.

College	Name	Signature	Date
President	Carrie Brimhall		7/19/19
University	Name	Signature	Date
Department Chairperson	Josh Behl		7/29/19
Academic Dean	Marsha Weber	Marsha Weber	7/30/19
Chief Academic Officer	Arrick Jackson		8/5/19
DARS Encoder	Jolene Richardson	Jolene Richardson	8/22/19
	Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.		

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