

**MINNESOTA STATE COLLEGES AND  
UNIVERSITIES\*  
ARTICULATION AGREEMENT  
BETWEEN**

**LAKE AREA TECHNICAL INSTITUTE  
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 **LAKE AREA TECHNICAL INSTITUTE** (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 ASSOCIATE MARKETING/ MANAGEMENT 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 60 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 12/01/2023 (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.

May, 2019

## PROGRAM ARTICULATION TABLE

	College (sending)	University (receiving)
Institution	Lake Area Technical Institute	Minnesota State University Moorhead
Program name	Business Associate Marketing/Management	Project Management
Award Type (e.g., AS)	AAS	BS
Credit Length	76	120
CIP code (6-digit)	52.1401	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) <sup>1</sup>	Credits	course prefix, number and name	Goal(s) <sup>1</sup>	Credits Applied	Equiv/ Sub/ Wav
Minnesota Transfer Curriculum-General Education						
Behavioral Science Course <i>*Recommended PSYC 101 General Psychology</i>		3	PSY 113 General Psychology	5	3	Equiv
Mathematics Course <i>*Recommended MATH 102 College Algebra</i>		3	MATH 127 College Algebra	4	3	Equiv
Communications Course <i>*Recommended ENGL 101 Composition</i>		3	ENGL 101 English Composition	1	3	Equiv
ECON 201 Principles of Microeconomics I		3	ECON 202 Microeconomics	5	3	Equiv
SPCM 101 Fundamentals of Speech		3	COMM 100 Speech Communication	1	3	Equiv
<b>MnTC/General Education Total</b>		<b>15</b>				

**Special Notes, if any:** \* This course is recommended because it fulfills a requirement of the Liberal Arts & Sciences Curriculum (LASC) or the Project Management major.

### 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

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

electives (in Major) fulfill a specific requirement within a major. Example A: "Chose two of the following three courses;" Example B: A 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 120 Principles of Marketing	3	MKTG 270 Prin of Marketing	3	Equiv
ACCT 211 Principles of Accounting II* ( <i>Recommended</i> ) <b>OR</b>	3	ACCT 230 Principles of Accounting I OR	3	Equiv
BUS 236 Financial Management		Elective		
BUS 230 Management Policy	3	MGMT 260 Principles of Management	3	Equiv
CIS 105 Computer Software Applications	3	CSIS 103 Computer Concepts & Applications (Elective)	3	Equiv
BUS 160 Principles of Selling	3	Elective	33	
BUS 122 Business Relationships	3			
BUS 150 Advertising	3			
BUS 140 Business Law	3			
BUS 244 International Business	3			
BUS 210 Small Business Development	3			
BUS 162 Retailing	3			
BUS 220 Personal Finance	3			
BUS 238 Business Innovation	3			
Elective	6			
-BUS 101 Intro to Business (3), -ACCT 210 Principles of Accounting I (3), BSA 232 Social Media Mktg <b>OR</b>	16	Not Applicable	0	
CIS 125 Adv Computer Apps (3), -BSA 230 Quickbooks (1)				
-BUS 235 or BUS 240 Internship (6)				
<b>Major, Emphasis, Unrestricted Electives Total</b>	<b>61</b>	<b>Total College Credits Applied (sum of sections A and B)</b>	<b>60</b>	

**Special Notes:** \*This course is recommended because an equivalent course is required in the Project Management BS.

### SECTION C - Remaining University (receiving) Requirements

	course prefix, number and name	Credits
	MnTC/ Gen Ed remaining credits to complete LASC*	24
	MATH 234 Probability & Statistics (Goal 4)	3
	OM 380 Methods Improvements	3
	OM 395 Computer Applications for Technologists	3
	OM 470 Purchasing & Sourcing Management	3
	OM 483 Cost Analysis	3
	OM 482 Quality Planning & Implementation	3
	PMGT 300 Project Management & Scheduling	3
	PMGT 301 Customer Relationship Mgmt <b>OR</b>	3
	PMGT 433 Dale Carnegie Skills for Success	
	PMGT 385 Process Leadership	3
	PMGT 400 Advanced Project Management, Risk & Liability	3
	PMGT 401 Consulting	3
	MGMT 456 Project Management in Business	3
	PMGT 492 Project Mgmt Capstone	3
	OM 469 Internship	3
	** MATH 127 College Algebra	(3)
	** ACCT 230 Principles of Accounting I	(3)
	<b>Total Remaining University Credits<sup>2</sup></b>	<b>66</b>

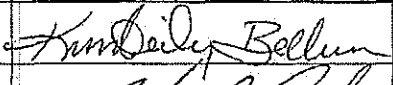

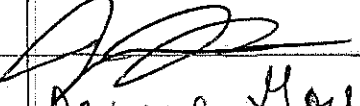



**Special Notes, if any:** \* Goal areas must be met and 42 total MnTC/ LASC credits earned. \*\* Required if equivalent courses are not taken.

### SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	61		
<b>Total College Credits</b>	<b>76</b>	<b>Total College Credits Applied</b>	<b>60</b>
		<b>Remaining credit to be taken at the university (receiving institution)</b>	<b>66</b>

**Special Notes, if any:**

<sup>2</sup> 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
Chief Academic Officer	Kim Bellum		6/6/19
President	Michael Cartney		6 Jan 19
University	Name	Signature	Date
Department Chairperson	Josh Behl		6/14/19
Academic Dean	Denise Gorsline		6.17.19
Chief Academic Officer	Marsha Weber		6-18-19
DARS Encoder	Jolene Richardson		7/23/19
Date when equivalencies were verified/encoded in LARS by the receiving MnSCU institution:			