MINNESOTA STATE COLLEGES AND UNIVERSITIES ARTICULATION AGREEMENT BETWEEN

Anoka-Ramsey Community College 002332 AND Southwest Minnesota State University 002375

*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 Anoka-Ramsey Community College (hereinafter sending institution), and Southwest Minnesota State University, Marshall, MN (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 Sales Management, A.S. (hereinafter sending program), and the receiving institution has established a

Marketing, B.S.

(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 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 03/01/2022 and shall remain in effect until the end date of 07/31/2027 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 changes to either program occur while the agreement is in effect.
- D. This Articulation Agreement will be reviewed by both parties beginning **01/31/2027** (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

						RTI	CULATIO	ON TABL	E			
			Check if the se	ending program			or the	receiving p	rogramis nev	v		
	SMSU C	ampus	Rem	ote online only				Remote s	te only	Remote	site/Onli	ne
_				С	ollege (s	sendi	ing)		Universit	y (receiving	9)	
Insti	tution			Anoka-Rar	nsey Co	mmı	unity Colle	ge	Southwest Minne	sota State	Universit	y
Prog	gram name)		Sa	les Man	ager	nent		Mai	keting		
Awa	rd Type (e	.g., AS)			A.5	3.				3.S.		
-	dit Length				60)				120		
-	code (6-di	- 										
	cribe progr ıirements (am admiss if anv)	ion									
List Mn Do For Cre amod Sho Equunive the re	t all require TC goal an not indicat r restricted edits applie unt. Enter t ow equivale uiv/Sub/Wa ersity as a ' ecciving in	ed courses it eas transfer e a goal are or unrestric d: the rece the number ent universit av column: "substitution, en	n both academic property to the receiving instant a for general educated electives, list nurving institution course of credits that the recy-college courses or if a course is to be enough only for the purpose ter Way. If a course citive, leave the cell but to the terminal of the purpose that the cell but the terminal of the purpose that the cell but the terminal of the purpose that the cell but the terminal of the purpose that the cell but the terminal of the purpose that the cell but the terminal of the purpose that the purpose that the purpose the purpose the purpose that the purpose the purpose the purpose the purpose that the purpose the purpose the purpose the purpose that the purpose the pur	itution according ion courses that other of credits. See credit amount ceiving institution the same row to incoded as equives of this agreements to be accepted ank.	n to the g are not may be n will app o ensure valent, en ment, en d by the	more part of more oly to e accu nter E ter S unive	of the MnTo e or less the ward degre urate DARS Equiv. If a cou b. If a cou ersity as a l	C. an the send be completic S encoding. course is to urse require MnTC goal	ng institution credit n. be accepted by the ment is waived by area, restricted			
_				id rows, place c								
\vdash				A - Wilnneso	ta Ira	nste	er Curric	ulum-Ge	neral Education			
\vdash	Min		College (sending) sfer Curriculum-Gener	ral Education					University (receiving)			
										1	Γ	Equiv,
	Course prefix	number	name	Goal(s)	Credits		Course prefix	number	name	Goal(s) ¹	Credits Applied	Sub, Wav
	ENGL	1120	College Writing				ENG	151	Academic Writing	1		
<u>OR</u>	ENGL	1121	Coll Writ & Crit Read	ing 1, 2	4		ENG	151	Academic Writing	1,2	4	
	MATH	1114	Intro to Statistics	4	4		FIN	230	Business Statistics I	4	4	Sub.
	MATH	1200	College Algebra I	4	3		MATH	110	College Algebra	4	3	
_	ECON	2205	Principles of Econ I	2,5	3		ECON	202	Princ of Macroeconomics	2,5	3	
_	ECON	2206	Principles of Econ II	2,5	3		ECON	201	Princ of Microeconomics	2,5	3	
_			Any MnTC Goals	3, 6-10	13	_			MnTC Goals	3, 6-10	13	
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_			MnTC/General E	dupation Tata!	20							
Spec	ial Notes, i	fany: 30 cr	edits of MnTC are re		30 6 of the	10 q	oal areas.					

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 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 Course	s						
Major	or Emphas	is Courses								
	Course prefix	number	name	Credits		Course prefix	number	name	Credits Applied	Equiv Sub Wav
	BUS	1103	Human Rel in the Workplace	3				General Elective	3	
	BUS	1112	Comp Concepts & Applications	3		MGMT	221	Computer Concepts & Applications	3	
	BUS	1122	Business Ethics & Social Issues	3		PHIL	105	Ethical Issues in Business	3	
	BUS	1124	Power Pt & Web Conferencing	3				General Elective	3	
	BUS	1145	Customer Service	3				General Elective	3	
	BUS	1149	Professional Selling	3		MKTG	331	Introduction to Selling	3	
	BUS	2125	Financial Accounting	4		ACCT	211	Financial Accounting	4	
	BUS	2142	Principles of Marketing	4		MKTG	301	Principles of Marketing	4	
	BUS	2244	Principles of Management	4		MGMT	300	Principles of Management	4	
					\vdash					
		Major, Em	I phasis, Unrestricted Electives Total	30				Total College Credits Applied (sum of sections A and B)	60	

AS Sales Mgmt at ARCC to BS MKTG

		Ma	jor course	prefix, number and name	T
		Course prefix	number	name	Credit
		MGMT	101	Introduction to Business	3
		ACCT	212	Principles of Accounting II	3
	Start o	f Upper Division		The state of the s	Ť
		FIN	350	Managerial Finance	3
		BLAW	305	Buisness Law I: Legal Env. & Contract Law	3
		ECON	470	International Business & Economics	
	<u>OR</u>	MGMT	440	International Management	3
	<u>OR</u>	MKTG	471	International Marketing	1
		MKTG	391	Consumer Behavior	3
		MKTG	411	Integrated Marketing Communication	3
		MKTG	441	Marketing Research	3
		MKTG	491	Strategic Marketing Management	3
		MKTG	495	Senior Exam	0
	Sales	Emphasis (9 credi	ts) ~ Choo	se One of the Emphasis Areas	9
		MKTG	421	Business-to-Business Marketing (3 crs)	
		MKTG	431	Sales Management (3crs)	
		MKTG	461	Business Negotiation (3 crs)	
	Digital	Marketing Empha	sis (9 cred		3 - 0
		MKTG	451	Introduction to Digital Marketing (3 crs)	
		MKTG	452	Social Media Marketing (3 crs)	
		MKTG	453	Digital Marketing Analytics (3 crs)	
	UPPER	DIVISION FLECT	IVE COUR	SE FROM APPROVED LIST	
		pper Division comp			(30)
Total Major Credits completed		ictive upper division			10
36				dits and 10 goal areas	10
	Univers	ity unrestricted elec	ctive credits	not counted elsewhere to meet 120 total credit	4
	require	ment		Total University Credits ²	4

Summary	of Total Program Credits	
	University (receiving) Requirements	
30		
30		
60	Total College Credits Applied	60
	Remaining credit to be taken at the university (receiving institution)	56
	Credits required to reach 120 total credits (Electives)	4
	Total Program Credits	120
	30	30 60 Total College Credits Applied Remaining credit to be taken at the university (receiving institution)

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
Chief Academic Officer	Steve Crittender	n K - Crittish	10/7/21
Deanof Arademic & Community Outreach	Shannon-Kirkei	de Kukeide	10.7.2
Universit Chief Academic Officer	Name	Signature	Date
Provost	Ross Wastvedt	0 44	10/26/2021
Title		roy be tredt	1012012021
DARS Encoder	Pat Carmody	last arms for	sha hi

	PROGRAM ARTICULATION TABI	_E	
•	College (sending)	University (receiving)	
Institution	Anoka-Ramsey Community College	Southwest Minnesota State University	
Program name	Sales Management	Marketing	
Award Type (e.g., AS)	A.S.	B.S.	
Credit Length	60	120	

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