MINNESOTA STATE COLLEGES AND UNIVERSITIES ARTICULATION AGREEMENT BETWEEN

St Cloud Technical & Community College 005534 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 St. Cloud Technical & 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 Marketing, A.A.S. (hereinafter sending program), and the receiving institution has established a

Marketing, B.A.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 **74** 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 01/01/2020 and shall remain in effect until the end date of 07/31/2025 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 01/31/2025 (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	CULATI	ON TABL	E				
			Check	if the sending	program			or the	receiving p	rogram	is new.			
SMSU Campus Remote onlir			ne only Remote site		te only	Remote site/Online		ne						
					С	ollege (s	sendir	ng)		Uni	iversity	(receiving	1)	
Institution	n			St. Cloud Technical & Community College					Southwest I	Minneso	ota State I	Universit	у	
Program name				Sales M	anagem	ent N	/larketing			Mark	eting			
Award Ty	ype (e	.g., AS)				A.A.	S.				B. <i>A</i>	N.S		
Credit Le	ength					60)				12	20		
CIP code	e (6-di	git)												
Describe requireme		am admis f any)	sion											
MnTC g Do not ii For resti Credits a amount. E Show ec Equiv/Si university the receiv	goal ard indicate tricted applied Enter t quivaled ub/Wa as a '	eas transfi e a goal a or unrestri d: the rec he numbe ent univers av column: fsubstitution, e	er to the receiverea for genera icted electives eiving institution of credits that it a course is on" only for the enter Wav. If a ective, leave the	I education con , list number of on course cred at the receiving urses on the sa to be encoded e purposes of the course is to be the cell blank.	accordinurses that foredits. It amount institution amount as equiples accepted, place of	t are no t may be on will ap to ensur valent, e ement, e ed by the	t part e more oply to e accenter I nter S e unive	of the Mn e or less the oward degramed DAF Equiv. If a color of the end	TC. nan the send ree completi RS encoding course is to purse require MnTC goal	be accepted by the ment is waived by area, restricted				
			SEC							eneral Education	n			
			College (sen				Π			University (recei				
	Min	nesota Tra	nsfer Curriculur	m-General Educ	ation									
	ourse refix	number	na	ime	Goal(s)	Credits		Course prefix	number	пате		Goal(s) ¹	Credits Applied	Equiv Sub, Wav
			Communicatio	ns: ORAL	1	3				Communications: OR	AL	1	3	
	_		Communicatio	ns: WRITTEN	1	3				Communications: WR	RITTEN	1	3	
	_		Social or Beha	vioral Sci	5	3	_			Social or Behavioral S	Sci	5	3	
O.D.			Critical Thinkir	ng	2 or 6	3	_			Critical Thinking		2 or 6	3	
<u>OR</u>	-		Humanities				_		ļ	Humanities				
	_		Any MnTC Go	al Area	1-10	3			-	Any MnTC Goal Area		1-10	3	
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												0	0	
							MNT areas		to reach Min	of 40 credits and 10 go	oal		25	
				eneral Education		15								
Special No	otes, i	fany: EC	JN 2320 Macro	economics and	ECON 2	330 Micro	pecon	omics are r	equired for S	MSU Marketing degree	and are	recomme	nded as N	/InTC

electives.

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).

		d, Unrestricted Electives or Other Cours	es	_					
Major or Empl	asis Course:	S							
Course prefix	number	name	Credits		Course prefix	number	name	Credits Applied	Equi Sub Wa
CPTR	1210	Introduction to Computers	3		MGMT	221	Computer Concepts & Applications	3	Equ
SAMG	1200	Principles of Marketing	3		мктв	301	Principles of Marketing	3	Egu
SAMG	1215	Principles of Management	3		MGMT	300	Principles of Management	3	Equi
SAMG	2255	Professional Sales Strategies							
SAMG	1211	Professional Sales Fundamentals	9		мктв	331	Professional Selling (3 crs)	9	Equi
SAMG	2280	Sales Force Management	1		1 1		Technical Electives (6 crs)		+ Elec
SAMG	1236	Professional Development	2				Technical Elective	2	
SAMG	1241	Internship I	2				Technical Elective	2	
BUSM	1260	Applied Business Mathmatics and Calculators	3				Technical Elective	3	
SAMG	1251	Financial Strategies Fundamentals	3				Technical Elective	3	
SAMG	2245	Marketing Strategies	3				Technical Elective	3	
SAMG	1206	Strategic Customer Service	3				Technical Elective	3	
SAMG	2266	Internship II	2				Technical Elective	2	
SAMG	2270	Managing Human Resources	3				Technical Elective	3	
SAMG	1221	Branding and Promotion	3				Technical Elective	3	
SAMG	2285	Entrepreneurship	3				Technical Elective	3	
ther Courses	- technical e	ectives				0			
_									
	Major. Er	nphasis, Unrestricted Electives Total	45				form of postions A and Di		
necial Notes		valent transfers will not count for upp		00.0	a -114-		(sum of sections A and B)	60	

				Requirements prefix, number and name	T
		Course prefix	number	name	Credi
		ECON	201	Microeconomic (if not taken in Sec A) (3)	Oledi
		ECON	202	Macroeconomics (if not taken in Sec A) (3)	+
		ACCT	211		+_
	-		212	Principles of Accounting I	3
		ACCT		Principles of Accounting II	3
	Start o	FIN f Upper Division	230	Business Statistics I	3
	otari o	MKTG	381	Advantage Management	3
		MKTG	421	Advertising Management	_
			441	Business-to-Business Marketing	3
		MKTG		Marketing Research	3
	-	MKTG	491	Strategic Marketing Policy	3
	—	ECON	470	International Economics	3
		BLAW	305	Business Law I: Legal Enviroment and Contract Law	3
		FIN	350	Managerial Finance	3
	UPPER	R DIVISION (Major)	ELECTIVE	COURSE FROM APPROVED LIST	\top
		MGMT	330	Organizational Behavior and Theory	
	<u>OR</u>	MGMT	442	Prod & Oper Management	1
	<u>OR</u>	MGMT	460	Leadership and Team Management	1
	<u>OR</u>	MKTG	321	Retail Management	1
	<u>OR</u>	MKTG	391	Consumer Behavior	1
	<u>OR</u>	MKTG	411	Integrated Marketing Communications (IMC)	1
	OR	MKTG	431	Sales Management	15
	<u>OR</u>	MKTG	442	Creativity and Innovation	1
	<u>OR</u>	MKTG	451	e-Marketing	1
	OR	MKTG	451L	e-Marketing Lab	1
	<u>OR</u>	MKTG	452	Socal Media Marketing	1
	<u>OR</u>	MKTG	461	Entrepreneurial Marketing	1
		MKTG	471	International Marketing	1
	Total U	pper Division comp	lete by artic		(36)
otal Major Credits left to complete		ive upper division e			4
45	MNTC	Courses to reach M	lin of 40 cred	dits and 10 goal areas	25
	requirer	nent			
pecial Notes, if any: MKTG 301 & MGMT 300 transf				Total Remaining University Credits ²	74

SECTION D - S	Summ	ary of Total Program Credits	
College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	45		
Total College Credits	60	Total College Credits Applied	60
		Remaining credit to be taken at the university (receiving institution)	74
		Credits required to reach 120 total credits (Electives)	
		Total Program Credits	134
Special Notes, if any:			

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

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

Name	Signature	Date
LisaStich	lisustal	10/25/10
Name	Signature	Date
Teri Wallace	1 La Com	1015-19
Pat Carmody	Pat Cample	10/20/19
	Lisa Stich Name Teri Wallace	Lisa Stich Coustal Name Signature Teri Wallace Sealer

	PROGRAM ARTICULATION TABL		
	College (sending)	University (receiving)	
Institution	St. Cloud Technical & Community College	Southwest Minnesota State University	
Program name	Sales Management Marketing	Marketing	
Award Type (e.g., AS)	A.A.S.	B.A.S	
Credit Length	60	120	