

MINNESOTA STATE COLLEGES AND
UNIVERSITIES*
ARTICULATION AGREEMENT
BETWEEN

NORTHLAND 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 NORTHLAND 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 Sales, 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 51 credits from the sending program. A total of 69 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 08/15/2020 and shall remain in effect until the end date of 08/15/2025 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 should changes to either program occur while the agreement is in effect.
- D. This Articulation Agreement will be reviewed by both parties beginning 02/15/2025 (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.

PROGRAM ARTICULATION TABLE

| | College (sending) | University (receiving) |
|--|---|-------------------------------------|
| Institution | Northland Community and Technical College | Minnesota State University Moorhead |
| Program name | Sales, Management & Marketing | Project Management |
| Award Type (e.g., AS) | AAS | BS |
| Credit Length | 60 | 120 |
| CIP code (6-digit) | 52.1801 | 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.
- Equip/Sub/Wav column: If a course is to be encoded as equivalent, enter Equip. 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 | Equip/Sub/Wav |
| Minnesota Transfer Curriculum-General Education | | | | | | |
| ENGL 1111 Composition I | 1, 2 | 3 | ENGL 101 English Composition | 1, 2 | 3 | Equip |
| SPCH 1101 Intro to Public Speaking | 1, 2 | 3 | COMM 100 Speech Communications | 1, 2 | 3 | Equip |
| SOCI 1101 Intro to Sociology | 5, 7 | 3 | SOC 110 Intro to Sociology | 5, 7 | 3 | Equip |
| ECON 2202 Macroeconomics* OR | 5, 8 | 3 | ECON 204 Principles of Econ: Macroeconomics | 5, 8 | 3 | |
| ECON 2201 Microeconomics | 5 | 3 | ECON 202 Principles of Econ: Microeconomics | 5 | 3 | Equip |
| MnTC Elective <i>**Recommended: MATH 1110 College Algebra</i> | 3- 10 (4) | 3 (3) | MnTC Goal Areas <i>MATH 127 College Algebra</i> | 3 - 10 (4) | 3 (3) | Equip |
| MnTC/General Education Total | | 15 | | | | |

Special Notes, if any: * Econ 2202 is preferred, but ECON 2201 can be accepted as a substitution. ** MATH 1110 is equivalent to a required course in the major. Additional MnTC courses taken at Northland will transfer with the same number of credits and goal areas as Northland awards.

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

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

(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 Courses | | | | |
|---|-----------|--|-----------|-------|
| BUSN 2210 Prin of Management | 3 | MGMT 260 Prin of Management | 3 | Equiv |
| BUSN 2218 Legal Environment Busn | 3 | ACCT 280 Legal Environment of Business (Elective) | 3 | Equiv |
| MKTG 2200 Prin of Marketing | 3 | MKTG 270 Prin of Marketing | 3 | Equiv |
| MKTG 2116 Advertising | 3 | Electives | 21 | |
| MKTG 2120 Supervisory Leadership | 3 | | | |
| MKTG 2300 Marketing Research | 3 | | | |
| MKTG 2304 Applied Sales Techniques | 3 | | | |
| MKTG 2306 Small Business Mgmt | 3 | | | |
| MKTG 2320 Marketing Management | 3 | | | |
| MKTG 2410 Social Media Marketing | 3 | | | |
| Program Electives: *Recommended: BUSN 2221 Prin of Accounting I | 6 (4) | Elective OR ACCT 230 Principles of Accounting I | 6 (4) | Equiv |
| ACCT 1108 Busn Math/Calculators (3), CPTR 1104 Intro to Computer Tech (3), MKTG 1108 Customer Relations Mgmt (3), | 9 | Not Applicable | 0 | |
| Major, Emphasis, Unrestricted Electives Total | 45 | Total College Credits Applied (sum of sections A and B) | 51 | |

Special Notes, if any: *BUS 2221 is equivalent to a required course in the major.

SECTION C - Remaining University (receiving) Requirements

| course prefix, number and name | Credits |
|--|-----------|
| Remaining general education LASC goal areas and credits* | 27 |
| MATH 234 Introduction to Probability and Statistics (Goal 4) | 3 |
| OM 380 Methods Improvement | 3 |
| OM 395 Computer Applications for Technologists | 3 |
| OM 470 Purchasing & Sourcing Management | 3 |
| OM 482 Quality Management | 3 |
| OM 483 Cost Analysis | 3 |
| PMGT 300 Project Management & Scheduling | 3 |
| PMGT 301 Customer Relationship Management OR PMGT 433 Dale Carnegie Skills for Success | 3 |
| PMGT 385 Process Leadership | 3 |
| PMGT 400 Advanced Project Management, Risk, & Liability | 3 |
| PMGT 401 Consulting | 3 |
| PMGT 456/ MGMT 456 Project Management in Business | 3 |
| PMGT 492 Project Management Capstone | 3 |
| OM 469 Internship OR BUS 480 Dragon Consulting | 3 |
| ** MATH 127 College Algebra (Goal 4) | (3) |
| **ACCT 230 Principles of Accounting I | (3) |
| Total Remaining University Credits² | 69 |

Special Notes, if any: * General education goal areas must be met and 42 MnTC/ LASC credits earned. **If the equivalent of these courses wasn't taken at NCTC, these courses need to be taken.

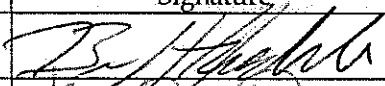
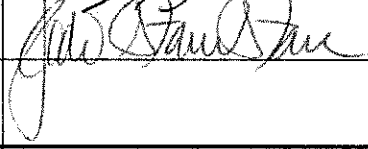
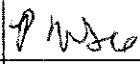
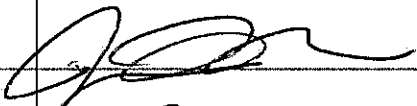
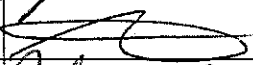

SECTION D - Summary of Total Program Credits

| 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 | 51 |
| | | Remaining credit to be taken at the university (receiving institution) | 69 |

Total Program Credits 120

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 |
|------------------------|---------------------|---|------------|
| Chief Academic Officer | Brian Huschle |  | 9-18-20 |
| Academic Dean | Jodi Stauss Stassen |  | 9-18-20 |
| | | | |
| | | | |
| University | Name | Signature | Date |
| Department Chairperson | Pam McGee |  | 12/20/2020 |
| Academic Dean | Josh Behl |  | 2/14/21 |
| Chief Academic Officer | Arrick Jackson |  | 2/15/21 |
| DARS Encoder | Jolene Richardson |  | 2/25/21 |

Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.