

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

**ALEXANDRIA TECHNICAL AND COMMUNITY
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 ALEXANDRIA TECHNICAL AND COMMUNITY 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 Marketing & Sales 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 61 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 uSelect 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 10/01/2019 and shall remain in effect until the end date of 10/01/2024 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 04/01/2024 (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.

PROGRAM ARTICULATION TABLE

	College (sending)	University (receiving)
Institution	ALEXANDRIA TECHNICAL AND COMMUNITY COLLEGE	MINNESOTA STATE UNIVERSITY MOORHEAD
Program name	Marketing & Sales Management	Project Management
Award Type (e.g., AS)	AAS	BS
Credit Length	72	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.
- 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 1410 Composition I	1	3	ENGL 101 English Composition	1	3	Equiv
PHIL 1445 Ethics	6, 9	3	*PHIL 300 History of Ethics	6, 9	3	
COMM 1435 Interpersonal Communication	1	3	COMM 201	1A	3	Equiv
ECON 1404 Consumer Economics & Finance <i>**Recommended: Substitute ECON 1430 Intro to Microeconomics</i>	5, 9 5	3 (3)	GOAL AREAS 5, 9 <i>ECON 202 Microeconomics</i>	5, 9 5	3 (3)	Equiv
General Education Electives	2, 3, 4, 5, 6, 8, 10	3	GOAL AREA	2, 3, 4, 5, 6, 8, 10	3	
<i>MATH 1420 College Algebra (Recommended in Section B)</i>	4	3	<i>MATH 127 College Algebra</i>	4	3	Equiv
MnTC/General Education Total		18				

Special Notes: * Doesn't count as an upper division course. ** This course substitution is recommended because it is an equivalent to a Project Management requirement. MSUM will accept other MnTC credits and will transfer the same number of credits and goal areas as ATCC awards.

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

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 Courses				
MKTG 1507 Business Math <i>*Recommended: Substitute MATH 1420 College Algebra (Goal 4)</i>	(3) (3)	Not applicable to major <i>MATH 127 College Algebra</i>	(3)	<i>Equiv</i>
BUS 2220 Principles of Management	3	MGMT 260 Principles of Management	3	<i>Equiv</i>
MKTG 2525 Principles of Marketing	3	MKTG 270 Principles of Marketing	3	<i>Equiv</i>
ACCT 2000 Principles of Accounting I	4	ACCT 230 Principles of Accounting	4	<i>Equiv</i>
MKTG 1515 Selling Principles & Practices	3	Electives	33	
MKTG 1505 Retail Management & Merchandising	3			
MKTG 1511 Advertising & Sales Promotion	3			
MKTG 1530 Counselor Selling	3			
MKTG 2515 Quality Customer Service	3			
MKTG 1535 Entrepreneurship	4			
MKTG 2503 Sustainability in the Marketplace	1			
MKTG 2518 Supervision/ Human Resource Mgmt	3			
MKTG 2501 Marketing & Social Media Mgmt	4			
MKSM 2601 Sales Management	3			
MKSM 2602 Sales Territory Management	3			
ACCT 1610 Microsoft Excel & Access (3), ITEC 1440 Beginning Personal Computer I (2), MKTG 2521 Career Seminar (2), MKTG 2704 Internship (4)	11	Not applicable to major	0	
Major, Emphasis, Unrestricted Electives Total	54	Total College Credits Applied (sum of sections A and B)	61	

Special Notes: *This substitution is recommended because the course equivalent is a requirement of the major. It will also satisfy Goal area 4.


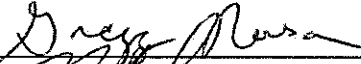

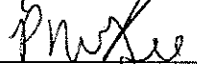


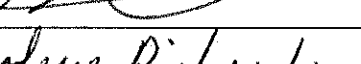
SECTION C - Remaining University (receiving) Requirements

	course prefix, number and name	Credits	
OM 470 Purchasing & Sourcing Management	Remaining MnTC/ LASC Goal Requirements*	21	
	MATH 234 Probability & 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 Mgmt OR	3	
	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	3	
	BUS 480 Dragon consulting	3	
		*	(3)
		*	(3)
		Total Remaining University Credits²	63

Special Notes: * MnTC goal areas must be met and 42 MnTC/ LASC credits earned. *Required if not taken as part of MnTC in section A or courses in section B.

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.

SECTION D - Summary of Total Program Credits			
College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	18		
Major, Emphasis, Unrestricted Electives or Other	54		
Total College Credits	72	Total College Credits Applied	61
		Remaining credit to be taken at the university (receiving institution)	63
		Total Program Credits	124
Special Notes, if any:			

College	Name	Signature	Date
Academic Dean	Steve Richards		10/1/2019
Chief Academic Officer	Gregg Raisanen		10/2/19
President	Michael Seymour		10-3-19
University	Name	Signature	Date
Department Chairperson	Pam McGee		10/14/19
Academic Dean	Josh Behl		10/22/19
Chief Academic Officer	Arrick Jackson		10/25/19
DARS Encoder	Jolene Richardson		11/7/19
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.			