MINNESOTA STATE COLLEGES AND UNIVERSITIES ARTICULATION AGREEMENT BETWEEN	Lake Superior Community College 005757 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 **Lake Superior 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 Business Transfer Pathway, 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   **60** 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

PROGRAM ARTICULATION TABLE

Check if the sending program _____ or the receiving program _____ is new.

SMSU Campus		Remote online only	Remote site only	Remote site/Online

	College (sending)	University (receiving)
Institution	Lake Superior Community College	Southwest Minnesota State University
Program name	Business Transfer Pathway	Marketing
Award Type (e.g., AS)	A.S.	B.S.
Credit Length	60	120
CIP code (6-digit)		
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)					
Minnesota Transfer Curriculum-General Education										
Course prefix	number	name	Goal(s)	Credits	Course prefix	number	name	Goal(s)[1]	Credits Applied	Equiv, Sub, Wav
ENGL	1106	College Composition I	1	3	ENGL	151	Goal 1 Sub 1	1	3	
ENGL	1109	College Composition II	1	3	ENGL	151	Goal 1 Sub 2	1	3	
COMM	1110	Public Speaking	1	3	COMM	110	Ess. Of Speaking/Listen	1	3	
PHIL	1130	Ethics	6, 9	3	PHIL	103	Ethics	6, 9	3	
ECON	1150	Princ of Econ: Macro	5, 8	3	ECON	202	Princ of Macroeconomics	5, 8	3	
ECON	1160	Princ of Econ: Micro	5	3	ECON	201	Princ of Microeconomics	5	3	
MATH	1100	College Algebra	4	4	MATH	110	College Algebra	4	4	
MATH	2210	General Statistics	4	3	MATH	200	Intro to Statistics	4	3	
		MnTC Additional Goals	1-10	7			MnTC Additional Goals	1-10	7	
								0	0	
								0	0	
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								0	0	
								0	0	
								0	0	
								0	0	
								0	0	
						MNTC Courses to reach Min of 40 credits and 10 goal areas			8	
		MnTC/General Education Total		32						

Special Notes, if any:

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

Major or Emphasis Courses

Course prefix	number	name	Credits	Course prefix	number	name	Credits Applied	Equiv, Sub, Wav
FYE	1000	First Year Experience	1			General Elective	1	
BUS	1410	Intro to Business & Entrepreneur	3	MGMT	101	Introduction to Management	3	
BUS	1448	Leadership Development	3			General Elective	3	
ADSC	1430	Business Computers/MS Office	3	MGMT	221	Computer Concepts & Applications	3	
LGST	1420	Business Law	3	BLAW	305	Business Law I	3	
ACCT	1410	Financial Accounting Princ I	3	ACCT	211	Principles of Accounting I	3	
ACCT	1510	Financial Accounting Princ II	3			General Elective	3	
ACCT	2430	Managerial Accounting	3	ACCT	212	Principles of Accounting II	3	
BUS	2402	Principles of Management	3	MGMT	300	Management Principles	3	
BUS	2400	Principles of Marketing	3	MKTG	301	Principles of Marketing	3	
							0	
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Major, Emphasis, Unrestricted Electives Total			28			**Total College Credits Applied (sum of sections A and B)**	60	

Special Notes, If any: Upper division credit will NOT be given for BLAW 305. MGMT 300 or MKTG 301. Upper division electives will need to replace for the 40 credit requirement.

SECTION C - University Requirements Completed before Transfer

			Major course prefix, number and name		
		Course prefix	number	name	Credits
		FIN	230	Bus Stats - Math 200 will substitute (3 crs)	
	Start of Upper Division				
		FIN	350	Managerial Finance	3
		MKTG	331	Professional Selling	3
		MKTG	381	Advertising Management	3
		MKTG	421	Business to Business Marketing	3
		MKTG	441	Marketing Research	3
		MKTG	491	Strategic Marketing Policy	3
		ECON	470	International Business & Economics	
	OR	MGMT	440	International Mangement	3
	OR	MKTG	471	International Marketing	
		MKTG	321	Retail Management	
	OR	MKTG	391	Consumer Behavior	
	OR	MKTG	411	Integrated Marketing Communications	
	OR	MKTG	431	Sales Management	
	OR	MKTG	442	Creativity and Innovation	9
	OR	MKTG	451	e-Marketing	
	OR	MKTG	452	Social Media Marketing	
	OR	MKTG	461	Entrepreneurial Marketing	
	OR	MKTG	471	International Marketing	
		MKTG	499	Internship in Marketing (optional 1-6 credits)	
	Optional Elective - One course may replace one MKTG Elective				
		ART	240	Concepts of Graphic Design	
	OR	BLAW	355	Business Law II	
	OR	COMM	200	Small Group Communication (Lower Division)	
	OR	COMM	210	Intro to Public Relations (Lower Division)	
	OR	COMM	303	Professional Presentations	
	OR	MGMT	333	Conflict Resolution	
	OR	PHIL	105	Ehtical Issues in Businss (Lower Division)	
	OR	PSYC	318	Group Dynamics	
	OR	PSYC	358	Industrial/Organizational Psychology	
	UPPER DIVISION (Major) ELECTIVE COURSE FROM APPROVED LIST				
	Total Upper Division complete by articulation				(30)
	Unrestrive upper division elective to meet 40 credits				10
	MNTC Courses to reach Min of 40 credits and 10 goal areas				8
	University unrestricted elective credits not counted elsewhere to meet 120 total credit requirement				12
Total Major Credits completed 30				Total University Credits[2]	60

Special Notes, if any:
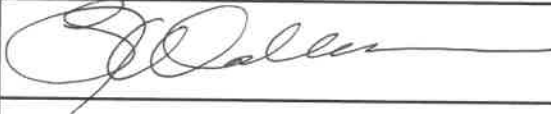
SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	32		
Major, Emphasis, Unrestricted Electives or Other	28		
Total College Credits	60		
		Total College Credits Applied	60
		Remaining credit to be taken at the university (receiving institution)	60
		Credits required to reach 120 total credits (Electives)	0
		Total Program Credits	120

Special Notes, if any: Admission to the program will require either 1) the completion of the community college degree reflected in this agreement, or 2) student is enrolled in the final semester at the community college and will graduate with the degree required within the term.

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				
Title				

University	Name	Signature		Date
Chief Academic Officer				
Provost	Teri Wallace			11-25-19
Title				
DARS Encoder	Pat Carmody			

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

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