

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

**Ridgewater Community College
005252
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 Ridgewater 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 Marketing & Sales Management Option 2, 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 **79** 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 04/01/2021 and shall remain in effect until the end date of 07/31/2026 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 01/31/2026 (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	Ridgewater Community College	Southwest Minnesota State University
Program name	Marketing & Sales Management Option 2	Marketing
Award Type (e.g., AS)	A.A.S.	B.A.S.
Credit Length	60	120
CIP code (6-digit)	005252	002375
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
CMST	2200	Public Speaking	1	3		COMM	110	Ess of Spkg & Listening	1	3	
CMST	2250	Small Grp Communication	1	3		COMM	200	Sm Gp Communication	1	3	
CMST	2260	Interpersonal Comm	1	3		COMM	230	Inter & Cr-Cultural Comm	1	3	
CMST	2900	Comm Certif Capstone	1	1				MnTC Goal	1	1	
CMST	2230	Listening	7	6				MnTC Goal	7	6	
OR	CMST	2270	Intercultural Comm		7			MnTC Goal	7		
OR	CMST	2280	Argument & Reasoning		6			MnTC Goal	6		
OR	CMST	2400	Gender & Comm		7			MnTC Goal	7		
OR	CMST	2500	Comp-Mediated Comm		8			MnTC Goal	8		
OR	CMST	2600	Organizational Comm		9			MnTC Goal	9		
MnTC/General Education Total				16							

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
	MSM	1012	Business Presentations	3				Technical Elective	3	
OR	ADS	1012	Business Presentations					Technical Elective		
	MSM	1101	Principles of Marketing	3		MKTG	301	Principles of Marketing	3	
	MSM	1103	Basic Sales Techniques	3				Technical Elective	3	
	MSM	1137	Business Math & Accounting	3				Technical Elective	3	
	MSM	1212	Personal Finance	3				Technical Elective	3	
	MSM	1220	Advertising and Promotion	3		MKTG	381	Advertising Management	3	
	MSM	1818	Internship I	3				Technical Elective	3	
	MSM	2102	Professional Sales	3		MKTG	331	Principles of Selling	3	
	MSM	2105	Computer Applications	3		MGMT	221	Computer Concepts & Applications	3	
	MSM	2110	Principles of Supervision	3				Technical Elective	3	
	MSM	2125	E-Commerce & Social Media	3		MKTG	451	Introduction to Digital Media	3	
	MSM	2203	Management Issues	3				Technical Elective	3	
	MSM	2823	Intro to Entrepreneurship	3				Technical Elective	3	
									0	
									0	
Other Courses - technical electives				5	Other Courses				5	
	MMDT	1152	Business of Multimedia	5				Technical Elective	5	
	MSM	1000	Student Success					Technical Elective		
	MSM	1819	Internship II					Technical Elective		
	MSM	2207	Merchandising Management **			MKTG	321	Retail Management (3 crs)		
	MSM	2833	International Business					Technical Elective		
	MSM	2850	Small Business Development					Technical Elective		
	MSM	2950	Special Projects/Topics					Technical Elective		
Major, Emphasis, Unrestricted Electives Total				44	(sum of sections A and B)				60	

Special Notes, if any: **Agreement assumes MSM 2207 is completed upon transfer.

SECTION C - Remaining University (receiving) Requirements



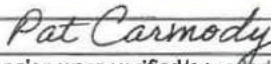
		Major course prefix, number and name			Credits	
		Course prefix	number	name		
		ACCT	211	Principles of Accounting I	3	
		ACCT	212	Principles of Accounting II	3	
		ECON	201	Principles of Microeconomics	3	
		ECON	202	Principles of Macroeconomics	3	
		FIN	230	Business Statistics	3	
		OR	MATH	200		Statistics
Start of Upper Division						
		MKTG	421	Business to Business Marketing	3	
		MKTG	441	Marketing Research	3	
		MKTG	491	Strategic Marketing Policy	3	
		MKTG	495	Senior Examination	0	
		BLAW	305	Business Law I: Legal Env & Contract Law	3	
		MGMT	300	Principles of Management	3	
		FIN	350	Managerial Finance	3	
		MGMT	330	Organizational Behavior and Theory	9	
		OR	MGMT	422		Production & Operation Management
		OR	MGMT	460		Leadership & Team Management
		OR	MKTG	321		Retail Management (transferred)
		OR	MKTG	391		Consumer Behavior
		OR	MKTG	411		Integrated Marketing Communications
		OR	MKTG	431		Sales Management
		OR	MKTG	442		Creativity and Innovation
		OR	MKTG	451		Introduction to Digital Marketing (transferred)
		OR	MKTG	452		Social Media Marketing
		OR	MKTG	461		Entrepreneurial Marketing
		OR	MKTG	471		International Marketing
		OR	ECON	470		International Business & Economics
Total Upper Division complete by articulation					(27)	
Unrestrict upper division elective to meet 40 credits					13	
MNTC Courses to reach Min of 40 credits and 10 goal areas					24	
requirement						
Total Remaining University Credits²					79	
Total Major Credits left to complete						
42						
Special Notes, if any:						

SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	16		
Major, Emphasis, Unrestricted Electives or Other	44		
Total College Credits	60	Total College Credits Applied	60
		Remaining credit to be taken at the university (receiving institution)	79
		Credits required to reach 120 total credits (Electives)	0
		Total Program Credits	139
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

College	Name	Signature	Date
Chief Academic Officer	Mike Kutzke		07/26/21
Title	Vice President of Student Success		
University	Name	Signature	Date
Chief Academic Officer	Ross Westvedt		6/6/2021
Provost			
Title	Pat Carmody		8/9/2021
DARS Encoder			
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution			

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