

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

**Anoka-Ramsey Community College
002332
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 **Anoka-Ramsey 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, 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 **03/01/2022** and shall remain in effect until the end date of **07/31/2027** 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 **01/31/2027** (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

SECTION C - University Requirements Completed After Transfer

Major course prefix, number and name				
	Course prefix	number	name	Credits
	MGMT	101	Introduction to Business	3
	ACCT	212	Principles of Accounting II	3
Start of Upper Division				
	FIN	350	Managerial Finance	3
	BLAW	305	Buisness Law I: Legal Env. & Contract Law	3
	ECON	470	International Business & Economics	3
<u>OR</u>	MGMT	440	International Management	
<u>OR</u>	MKTG	471	International Marketing	
	MKTG	391	Consumer Behavior	3
	MKTG	411	Integrated Marketing Communication	3
	MKTG	441	Marketing Research	3
	MKTG	491	Strategic Marketing Management	3
	MKTG	495	Senior Exam	0
Sales Emphasis (9 credits) ~ Choose One of the Emphasis Areas				9
	MKTG	421	Business-to-Business Marketing (3 crs)	
	MKTG	431	Sales Management (3crs)	
	MKTG	461	Business Negotiation (3 crs)	
Digital Marketing Emphasis (9 credits)				
	MKTG	451	Introduction to Digital Marketing (3 crs)	
	MKTG	452	Social Media Marketing (3 crs)	
	MKTG	453	Digital Marketing Analytics (3 crs)	
UPPER DIVISION ELECTIVE COURSE FROM APPROVED LIST				
Total Upper Division complete by articulation				(30)
Unrestrictive upper division elective to meet 40 credits				10
MNTC Courses to reach Min of 40 credits and 10 goal areas				10
University unrestricted elective credits not counted elsewhere to meet 120 total credit requirement				4
Total University Credits²				56

Total Major Credits completed
36

Special Notes, if any:

SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	30		
Major, Emphasis, Unrestricted Electives or Other	30		
Total College Credits	60	Total College Credits Applied	60
		Remaining credit to be taken at the university (receiving institution)	56
		Credits required to reach 120 total credits (Electives)	4
		Total Program Credits	120

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 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	Steve Chittenden	<i>Steve Chittenden</i>	10/7/21
Dean of Academic & Community Outreach	Shannon Kirkeide	<i>Shannon Kirkeide</i>	10.7.21
University	Name	Signature	Date
Chief Academic Officer			
Provost	Ross Wastvedt	<i>Ross Wastvedt</i>	10/26/2021
Title			
DARS Encoder	Pat Carmody	<i>Pat Carmody</i>	10/26/21

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

PROGRAM ARTICULATION TABLE		
	College (sending)	University (receiving)
Institution	Anoka-Ramsey Community College	Southwest Minnesota State University
Program name	Sales Management	Marketing
Award Type (e.g., AS)	A.S.	B.S.
Credit Length	60	120