

MINNESOTA STATE COLLEGES AND  
UNIVERSITIES\*  
ARTICULATION AGREEMENT  
BETWEEN

MINNESOTA STATE 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 MINNESOTA STATE 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 BUSINESS: MANAGEMENT, MARKETING & SALES 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 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 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 08/01/2014 and shall remain in effect until the end date of 08/01/2019 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 02/01/2019 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	MINNESOTA STATE COMMUNITY AND TECHNICAL COLLEGE	MINNESOTA STATE UNIVERSITY MOORHEAD
Program name	Business: Management, Marketing & Sales	Project Management
Award Type (e.g., AS)	AAS	BS
Credit Length	66	120
CIP code (6-digit)		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) <sup>1</sup>	Credits	course prefix, number and name	Goal(s) <sup>1</sup>	Credits Applied	Equiv Sub Wav
Minnesota Transfer Curriculum-General Education						
ENGL 1101 College Writing I	1	3	ENG 101 English Composition I	1	3	Equiv
COMM 1120 Intro to Public Speaking	1	3	CMST 100 Speech Communication	1	3	Equiv
ECON 2222 Microeconomics	5, 9	3	ECON 202 Principles of Econ I: Microeconomics	5, 9	3	Equiv
MnTC Electives <i>Recommended: *MATH 1114 College Algebra</i>	1 - 10 2, 4	6 (4)	Goal Area <i>MATH 127 College Algebra</i>	1 - 10 2, 4	6 (4)	Equiv
<b>MnTC/General Education Total</b>		15				

**Special Notes:** \* This is a required course for the Project Management BS.

### 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).

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

sociobiology, etc. which students can select).				
Major, Emphasis, Restricted, Unrestricted Electives or Other Courses				
BUS 2204 Principles of Management	3	*MGMT 360 Principles of Management	3	Equip * Sub
BUS 2206 Principles of Marketing	3	*MKGT 310 Principles of Marketing	3	Equip * Sub
MKTG 2234 Computer Marketing Applications	3	OM 394 Computer Application in Business	3	Equip
MKTG 1106 Professional Selling	3	Electives	36	
MKITG 2204 Advanced Professional Selling	3			
MKTG 1110 Customer Service	3			
ACCT 1012 Principles of Bookkeeping	3			
BUS 2220 Global Business	3			
MKTG 2218 Retail Management	3			
HRES 1122 Human Resource Management	3			
MKTG 2236 Small Business Management	3			
MKTG 2400 Marketing Management	3			
MKTG 1116 Advertising/ Promotion	3			
MKTG 2230 Marketing Research	3			
MKTG 2214 E-Marketing	3			
ACCT 1108, MKTG 2290	6	Does not apply	0	
<b>Major, Emphasis, Unrestricted Electives Total</b>	<b>51</b>	<b>Total College Credits Applied (sum of sections A and B)</b>	<b>60</b>	
<b>Special Notes:</b> * These courses will be accepted as equivalent by validation with a passing score on an examination or by completing a higher level course in the same rubric with a grade of C or higher; otherwise the courses transfer as electives. They <b>do not</b> count toward the 40 upper division credit requirement.				

### SECTION C - Remaining University (receiving) Requirements

course prefix, number and name	Credits
MnTC/ LASC Goal Requirements*	27
ENGL 387 Technical Report Writing	3
FINC 340 Financial Management	3
MGMT 370 Management Information Systems	3
MGMT 456 Project Management in Business	3
OM 380 Methods Improvements	3
OM 483 Cost Analysis	3
OM 482 Quality Planning and Implementation	3
PMGT 300 Project Management and Scheduling	3
PMGT 385 Process Leadership	3
PMGT 400 Advanced Project Management, Risk and Liability	3
PMGT 496 Project Management	3
**MGMT 360 Principles of Management (3)	
**MKTG 310 Principles of Marketing (3)	
<b>Total Remaining University Credits<sup>2</sup></b>	<b>60</b>




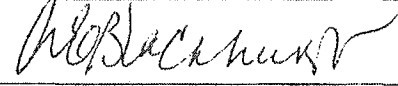

**Special Notes, if any:** \* Students should take 300/400 level LASC courses to fulfill the 40 upper division credit requirement. \*\*These courses are required unless their equivalents were taken and validated as part of the M-State coursework above.

### SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	51		
<b>Total College Credits</b>	<b>66</b>	<b>Total College Credits Applied</b>	<b>60</b>
		<b>Remaining credit to be taken at the university (receiving institution)</b>	<b>60</b>
		<b>Total Program Credits</b>	<b>120</b>

**Special Notes, if any:**

<sup>2</sup> 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	Kathy Brock		4/24/14
Title			
University	Name	Signature	Date
Department Chairperson	Pam McGee		4/24/14
Academic Dean	Dr. Marsha Weber		5-2-14
Chief Academic Officer	Dr. Anne Blackhurst		5/5/14
DARS Encoder	Tara Spletstoser		7/15/14
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.			

7/22/2011

July 6, 2011

# Addendum to Transfer Articulation Agreement

Between

Minnesota State Community & Technical College

And

Minnesota State University Moorhead in  
Business: Management, Marketing and Sales AAS and  
Project Management BS

“For purposes of transfer between Minnesota State Community & Technical College and Minnesota State University Moorhead,

MSU Moorhead has changed a course that affects the agreement as follows:

OM 394 is now OM 395 Computer Applications in Business (3 cr). OM 395 is no longer considered equivalent to MKTG 2234. MKTG 2234 will transfer as an elective. OM 395 will need to be taken as a requirement at MSUM.

M – State has addition options for some of the courses as follows:

ECON 2210 Macroeconomics OR ECON 2222 Microeconomics

ECON 2222 is recommended since it satisfies both the MnTC/ LASC credit and a requirement for the major. If ECON 2210 is taken it will transfer as MnTC/ LASC credit.

ACCT 1012 Principles of Bookkeeping OR ACCT 2211 Financial Accounting I

Either course will transfer as an elective.

ENTR 1400 Opportunity Analysis OR MKTG 2230 Marketing Research

Either course will transfer as an elective.

ENTR 1100 Intro to Entrepreneurship OR MKTG 2236 Small Business Mgmt

Either course will transfer as an elective.

CPTR 1104 Intro to Computer Tech OR CSCI 1155 Computer Utiliz in Bus & Society OR

MKTG 2234 Computer Marketing Apps Either course will transfer as an elective.

Approvals:



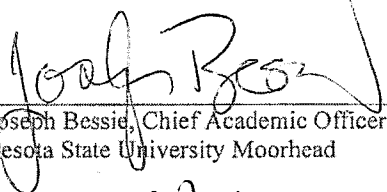
Dr. Carrie Brimhall, Chief Academic Officer  
Minnesota State Community & Technical College

7/20/16  
Date



Steve Erickson, Academic Dean  
Minnesota State Community & Technical College

7/19/16  
Date



Dr. Joseph Bessie, Chief Academic Officer  
Minnesota State University Moorhead

7/27/16  
Date



Dr. Marsha Weber, Academic Dean  
Minnesota State University Moorhead

7-26-16  
Date