

ARTICULATION AGREEMENT

Institution: Willmar Technical College/Willmar Community College
A.A.S. Program: Auto Parts Sales and Management
U.M.C. Program: Bachelor of Science In Applied Management
Retail Merchandising, Emphasis

UMC Common Program Requirements Needed:

Acct 1511	Financial Accounting II	4 credits
Acct 1512	Financial Accounting II	4 credits
Acct 1513	Managerial Accounting	4 credits
GBus 3107	Legal Environment in Business	4 credits
IMS 1020	Microcomputer Electronic Spreadsheets Applications	4 credits
Mgmt 3100	Principles of Applied Business Finance	4 credits
Mgmt 3200	Principles of Applied Management	4 credits
Mgmt 3900	Internship	<u>4 credits</u>
	Sub Total	32 credits

UMC Unique Course Requirements Needed:

Mktg 3200	Counselor Selling	4 credits
Mktg 3250	Merchandise Display and Sales Promotion	4 credits
Mktg 3310	Buyer Behavior	4 credits
Mktg 3340	Applied Marketing Research Techniques	4 credits
Mktg 3350	Sales Management	4 credits
Mktg 38M	Studies in Creative Marketing	<u>4 credits</u>
	Sub Total	24 credits

UMC General Education Courses Needed:

*Electives 3xxx(6electives at 3000 level)	20 credits
*Electives xxxx (electives at 1000 or 3000 level)	46 credits

*Elective credits should follow UMC general education distribution requirements.

Grand Total 122 credits

Articulation Summary

UMC credits needed to graduate	122 credits
Transfer credit accepted	<u>58 credits</u>
Total Credits for Program	<u>180 credits</u>

We agree with the above articulation format and understand that the agreement may be changed due to curricular changes at either campus. Changes would still allow for a full 58 credits of transfer at the completion of the A.A.S. degree in the above program.

UMC MANAGEMENT DIVISION

Signed: _____ Signature Present _____	Robert G. Smith, Chairman, Mgmt Division	Date: <u>4-5-94</u>
Signed: _____ Signature Present _____	Dr. Rita Meyer, Vice Chancellor for Academic Affairs	Date: <u>4/11/94</u>

WILLIMAR TECHNICAL COLLEGE/WILLIMAR COMMUNITY COLLEGE

Signed: _____ Signature Present _____	President or Academic Dean	Date: <u>4/21/94</u>
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