

ARTICULATION AGREEMENT

Institution: Willmar Technical College/Willmar Community College
Diploma: Marketing Management
UMC 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 3310	Buyer Behavior	4 credits
Mktg 3330	Marketing Communications	4 credits
Mktg 3340	Applied Marketing Research Techniques	4 credits
Mktg 3350.	Sales Management	4 credits
Mktg 3800	Studies In Creative Marketing	<u>4 credits</u>
	Sub Total	24 credits

UMC General Education Courses Needed:

*Electives 3xxx (electives at 3000 level)	20 credits
*Electives xxxx (electives at 1000 or 3000 level)	<u>46 credits</u>
	Sub Total
	66 credits

*Elective credits should follow UMC general education distribution requirements.

Grand Total 122 credits

Articulation Summary

UMC credits needed to graduate	122 credits
Transfer credits 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: 4-5-94
 Signed: _____ Signature Present _____ Dr. Rita Meyer, Vice Chancellor for Academic Affairs Date: 4/11/94

WILLIMAR TECHNICAL COLLEGE/WILLIMAR COMMUNITY COLLEGE

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