

MINNESOTA STATE COLLEGES AND  
UNIVERSITIES\*  
ARTICULATION AGREEMENT  
BETWEEN

ALEXANDRIA TECHNICAL AND COMMUNITY  
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 ALEXANDRIA TECHNICAL AND COMMUNITY 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 an Marketing & Sales Management 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 58-61 credits from the sending program. A total of 69 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	ALEXANDRIA TECHNICAL AND COMMUNITY COLLEGE	MINNESOTA STATE UNIVERSITY MOORHEAD
Program name	Marketing & Sales Management	Project Management
Award Type (e.g., AS)	AAS	BS
Credit Length	72	120
CIP code (6-digit)	52.1801	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
<b>Minnesota Transfer Curriculum-General Education</b>						
-ENGL 1410 Composition I	1	3	ENGL 101 English Composition	1	3	Equiv
-PHIL 1440 Ethics	7, 9	3	GOAL AREAS 7, 9	7, 9	3	
-COMM 1435 Interpersonal Communication OR <i>Substitute COMM 1415 Public Speaking</i>	1	3	GOAL AREA 1	1	3	
-ECON 1404 Consumer Economics & Finance <i>Recommended: Substitute ECON 1430 Intro to Macroeconomics</i>	5, 9	3	<i>CMST 100 Speech Communication</i>	1	(3)	Equiv
	5	(3)	<i>ECON 202 Microeconomics</i>	5, 9	3	
	5	(3)		5	(3)	Equiv
-General Education Electives Goals 6, 8, or 10	6, 8, 10	3	GOAL AREA	6, 8, 10	3	
<b>MnTC/General Education Total</b>		15				

**Special Notes:** \* This course substitution is recommended because it is an equivalent to a Project Management requirement. MSUM will accept other MnTC credits and will transfer the same number of credits and goal areas as ATCC awards.

### 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

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

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				
-MKTG 1507 Business Math <i>* Recommended: Substitute MATH 1420 College Algebra</i>	3 (3)	Not applicable to major <i>MATH 127 College Algebra</i>	0 (3)	Equiv
-ACCT 1608 Principles of Accounting I	4	ACCT 230 Principles of Accounting	4	Equiv
-MKTG 1525 Principles of Marketing	3	MKTG 310 Principles of Marketing	3	Sub
-SOCS 1460 Intro to Management Principles	3	Electives	36	
-MKTG 1515 Selling Principles & Practices	3			
-MKTG 1505 Retail Management & Merchandising	3			
-MKTG 1511 Advertising & Sales Promotion	3			
-MKTG 1530 Counselor Selling	3			
-MKTG 2515 Quality Customer Service	3			
-MKTG 1535 Entrepreneurship	4			
-MKTG 2503 Sustainability in the Marketplace	1			
-MKTG 2518 Supervision/ Human Resource Mgmt	3			
-MKTG 2609 Advanced Marketing	4			
-MKSM 2601 Sales Management	3			
-MKSM 2602 Sales Territory Management	3			
FICR 1611, Spreadsheets MKTG 252 Career Seminar ITEC 1440 Beginning Personal Computing MKTG 2704 Internship	11			
<b>Major, Emphasis, Unrestricted Electives Total</b>	<b>57</b>	<b>Total College Credits Applied (sum of sections A and B)</b>	<b>58 - 61</b>	

**Special Notes:** \*This substitution is recommended because the course equivalent is a requirement of the major. It will also satisfy Goal area 4.

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

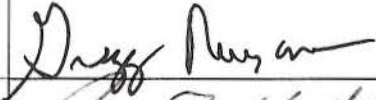


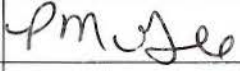
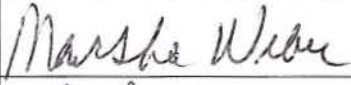


course prefix, number and name	Credits
Remaining MnTC/ LASC Goal Requirements	24
MATH 234 Probability & Statistics (Goal 4)	3
MGMT 360 Principles of Management	3
MGMT 370 Management Info Systems	3
MGMT 456 Project Management in Business	3
OM 380 Methods Improvement	3
OM 393 Occupational Safety/ Health	3
OM 394 Computer Applications in Business	3
OM 383 Cost Analysis	3
OM 482 Quality Planning & Implementation	3
PMGT 300 Project Management & Scheduling	3
PMGT 385 Process Leadership	3
PMGT 400 Advanced Project Management, Risk & Liability	3
PMGT 496 Project Management Capstone	3
FINC 340 Financial Management	3
ENGL 387 Technical Report Writing	3
* ECON 202 Microeconomics (3)	
* MATH 127 College Algebra (3)	
<b>Total Remaining University Credits<sup>2</sup></b>	<b>69</b>

**Special Notes:** \*Required if not taken as part of MnTC in section A or courses in section B.

<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.

### SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	57		
<b>Total College Credits</b>	<b>72</b>	<b>Total College Credits Applied</b>	<b>58 - 61</b>
		<b>Remaining credit to be taken at the university (receiving institution)</b>	<b>69</b>
		<b>Total Program Credits</b>	<b>127 - 130</b>
<b>Special Notes, if any:</b>			

College	Name	Signature	Date
Senior Dean of Academic Affairs	Gregg Raisanen		2/21/14
Chief Academic Officer	Dr. Jan Doebbert		2/21/2014
President	Dr. Kevin Kopischke		2.24.14
University	Name	Signature	Date
Department Chairperson	Pam McGee		3-14-14
Academic Dean	Dr. Marsha Weber		3-14-14
Chief Academic Officer	Dr. Anne Blackhurst		3/17/14
DARS Encoder	Tara Spletstoser		3/21/14
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.			

7/22/2011

July 6, 2011