

MINNESOTA STATE COLLEGES AND
UNIVERSITIES*
ARTICULATION AGREEMENT
BETWEEN

Anoka-Ramsey Community College
AND
Metropolitan State University

*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, 11200 Mississippi Blvd., NW, Coon Rapids, MN 55433** (hereinafter sending institution), and **Metropolitan State University, 700 East Seventh Street, Saint Paul, MN 55106** (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 AS** (hereinafter sending program), and the receiving institution has established a **Business Administration 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 **07/01/2014** and shall remain in effect until the end date of **07/01/2019** 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 **01/01/2019** (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

	Anoka-Ramsey Community College (sending)	Metropolitan State University (receiving)
Institution	Anoka-Ramsey Community College	Metropolitan State University
Program name	Sales Management	Business Administration
Award Type (e.g., AS)	AS	BS
Credit Length	60	120
CIP code (6-digit)	52.1643	52.4083
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

Anoka-Ramsey Community College (sending)			Metropolitan State University (receiving)			
course prefix, number and name	Goal(s) ¹	Credits	course prefix, number and name	Goal(s) ¹	Credits Applied	Equiv Sub Wav
Minnesota Transfer Curriculum-General Education						
ENGL 1121—College Writing & Critical Reading	1	4	WRIT 131—Writing I (3)	1	4	Equiv
MATH 1110—Introduction to Statistics I	4	3	STAT 201—Statistics I (4)	4	3	Equiv
MATH 1200—College Algebra	4	3	MATH 1150—College Algebra (4)	4	3	Equiv
ECON 2205—Principles of Economics I	5	3	ECON 201—Macroeconomics	5	3	Equiv
ECON 2206—Principles of Economics II	5	3	ECON 202—Microeconomics	5	3	Equiv
Goals 1-10 (see Special Notes below)	1-10	14	MnTC Goals 1-10 Electives	1-10	14	
MnTC/General Education Total		30				

Special Notes, if any:

Complete at least 30 general education credits from the Minnesota Transfer Curriculum (MnTC), including the required courses listed. You must complete at least one course in six of the ten goal areas. One course may satisfy more than one emphasis area (Goals 7-10), but the course credits may be counted only once.

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

SECTION B – Anoka-Ramsey Community College 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, sociobiology, etc. which students can select).

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses				
BUS 1103—Human Relations in the Workplace	3	Program Elective	3	
BUS 1112—Computer Concepts & Applications	3	*MIS 100—Fund. of IT in Organizations (4)	3	Equiv
BUS 1121—Effective Business Presentations	3	Program Elective	3	
BUS 1122—Business Ethics & Social Issues	3	Program Elective	3	
BUS 1125—Financial Accounting	4	ACCT 210—Financial Accounting	4	Equiv
BUS 1145—Customer Service	3	Program Elective	3	
BUS 1149—Professional Selling	3	Program Elective	3	
BUS 2142—Principles of Marketing	4	MKTG 300—Marketing Principles	4	Equiv
MKTG 435—Sales and Sales Management (Metropolitan State University course taught at ARCC—course is subject to Metropolitan State tuition rate)	4	MKTG 435—Sales and Sales Management	4	Equiv
Restricted elective credits - list courses (if none enter 0)	0			
Unrestricted elective credits (if none enter 0)	0	College’s unrestricted elective credits accepted in transfer (if none enter 0)	0	
Major, Emphasis, Unrestricted Electives Total	30	Total College Credits Applied (sum of sections A and B)	60	

Special Notes, if any:

*This course equivalency is effective only if the course was taken within the last five years.

SECTION C - Remaining Metropolitan State University (receiving) Requirements

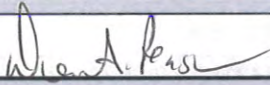
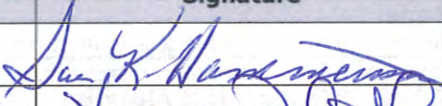
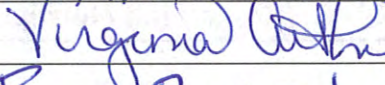
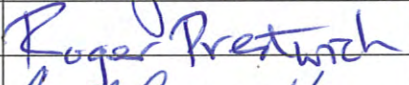
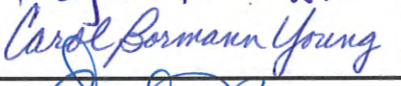
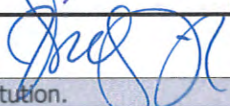
course prefix, number and name	Credits
Complete MnTC	10
Complete Liberal Studies (LS) Requirement (upper-division)	8
DSCI 434—Introduction to Operations Management	4
FIN 390—Principles of Finance	4
MGMT 310—Management Principles and Practices	4
MIS 310—Principles of MIS	4
BLAW 320—Legal Environment of Organizations	4
ACCT 320—Strategic Management Accounting	4
MGMT 320—Organizational Behavior	4
Business Administration Major Elective	4
Capstone:	
MGMT 499—Case Studies in Strategic Management	4
University unrestricted elective credits not counted elsewhere (if none enter 0)	6
Total Remaining University Credits²	60

Special Notes, if any:

SECTION D - Summary of Total Program Credits

College (sending) Credits		Metropolitan State 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)	60
		Total Program Credits	120
Special Notes, if any:			

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.

Anoka-Ramsey Community College	Name	Signature	Date
Chief Academic Officer	Deidra Peaslee		5/28/14
Metropolitan State University	Name	Signature	Date
President	Sue Hammersmith		5.7.14
Chief Academic Officer	Virginia Arthur		5/6/14
College of Management Dean	Roger Prestwich		4-17-14
Department Chair	Carol Bormann Young		4/17/14
DARS Encoder	Amber Eisen-Ramgren		4/11/14
Date when equivalencies were encoded in DARS by the receiving MnSCU institution.			