

**MINNESOTA STATE COLLEGES AND  
UNIVERSITIES\*  
ARTICULATION AGREEMENT  
BETWEEN**

**DAKOTA COUNTY 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 **DAKOTA COUNTY 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 **SALES MANAGEMENT SPECIALIST 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 50 credits from the sending program. A total of 72 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 Transferology 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 09/01/2015 and shall remain in effect until the end date of 09/01/2020 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 03/01/2020 (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.

August, 2015

## PROGRAM ARTICULATION TABLE

	College (sending)	University (receiving)
Institution	Dakota County Technical College	Minnesota State University Moorhead
Program name	Sales Management Specialist	Project Management
Award Type (e.g., AS)	AAS	BS
Credit Length	60	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) 1	Credits	course prefix, number and name	Goal(s) <sup>1</sup>	Credits Applied	EquivSub Wav
<b>Minnesota Transfer Curriculum-General Education</b>						
<i>ENGL 1150 Composition I</i>	1	3	ENGL 101 English Composition	1	3	Equiv
SPEE 1020 Interpersonal Communication	7	3	MnTC Goal Area 7	7	3	
General Education Electives Goal Area 3 or 4	3 or 4	3	MnTC Goal Area 3 or 4	3 or 4	3	
<i>* Recommended: MATS 1300 College Algebra</i>	(4)	(3)	<i>MATH 127 College Algebra</i>	(4)	(3)	Equiv
General Education Electives Goal Areas 1 – 10	1 – 10	6	MnTC Goal Areas 1 – 10	1 – 10	6	
<i>*Recommended: ECON 1100 Microeconomics</i>	(5)	(3)	<i>ECON 202 Microeconomics</i>	(5)	(3)	Equiv
<b>MnTC/General Education Total</b>		15				

**Special Notes, if any:** \* These courses are recommended because they are requirements of the Project Management BS and satisfy the MnTC goal areas. MSUM accepts the same number of credits and goal areas as DCTC awards for their MnTC courses.

### 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, sociobiology, etc. which students can select).

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses	
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<sup>1</sup> MnTC goal areas transfer to the receiving MnSCU college/university according to the goal areas designated by the sending college/university

ENTR 1750 Sales Techniques II	2	Electives	32				
MKTC 1150 Consumer & Professional Buying Behavior	3						
MKTC 2000 Advertising Practices & Procedures	3						
MKTC 2105 Marketing Communications Writing	3						
MKTC 2506 Digital Marketing	3						
MKTC 2507 Digital Media Tools	3						
MKTC 2550 International Marketing	3						
MKTC 2600 Marketing Research	3						
MKTC 2815 Business law	3						
ACCT 1000 Principles of Accounting I	4						
Technical electives	2						
MKTC 1000 Principles of Marketing	3				MKTG 310 Principles of Marketing	3	Sub
BUSN 1000 foundations of Mgmt (3), MKTC 1100 Fundamentals of Sales (3), MKTC 2900 Portfolio & Interviewing (1), MKTC 2970 Marketing Internship (3)	10				Not applicable	0	
<b>Major, Emphasis, Unrestricted Electives Total</b>	<b>45</b>	<b>Total College Credits Applied (sum of sections A and B)</b>	<b>50</b>				

**Special Notes:**

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

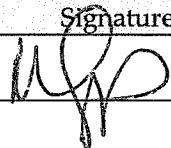
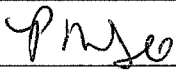



	course prefix, number and name	Credits
	MnTC/ LASC (general education) Goal Areas*	24
	MATH 234 Probability & Statistics (Goal 4)	3
	ACCT 230 Principles of Accounting I	3
	ENGL 387 Technical Report Writing	3
	FINC 340 Financial Management	3
	MGMT 360 Principles of Management	3
	MGMT370 Management Information Systems	3
	MGMT 456 Project Management in Business	3
	MKTG 310 Principles of Marketing	3
	OM 380 Methods Improvements	3
	OM 394 Computer Applications in Business	3
	OM 482 Quality Planning & Implementation	3
	OM 483 Cost Analysis	3
	PMGT 300 Project Management & Scheduling	3
	PMGT 385 Process Leadership	3
	PMGT 400 Advanced Project Management, Risk & Liability	3
	PMGT 496 Project Management	3
	<b>**MATH 127 College Algebra</b>	<b>(3)</b>
	<b>**ECON 202 Principles of Economics I: Microeconomics</b>	<b>(3)</b>
	<b>Total Remaining University Credits<sup>2</sup></b>	<b>72</b>

**Special Notes:** \*MnTC goal areas must be met and 42 MnTC/ LASC total credits earned. It is recommended that LASC courses that double count in more than one goal area be taken. \*\*If the course equivalencies weren't taken at DCTC these courses will need to be taken at MSUM.

### SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	45		
<b>Total College Credits</b>	<b>60</b>	<b>Total College Credits Applied</b>	<b>50</b>
		<b>Remaining credit to be taken at the university (receiving institution)</b>	<b>72</b>
		<b>Total Program Credits</b>	<b>122</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.

College	Name	Signature	Date
Chief Academic Officer	Mike Opp		9/1/15
Title			
University	Name	Signature	Date
Department Chairperson	Pam McGee		9-11-15
Academic Dean	Dr. Marsha Weber		12-7-15
Chief Academic Officer	Dr. Joseph Bessie		2/27/16
DARS Encoder	Tara Spletstoser		2/12/16
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.			