

MINNESOTA STATE COLLEGES AND UNIVERSITIES* ARTICULATION AGREEMENT BETWEEN	ALEXANDRIA TECHNICAL AND COMMUNITY COLLEGE AND THE COLLEGE OF ST. SCHOLASTICA
<p>*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.</p>	

This Agreement is entered into between Alexandria Technical and Community College, 1601 Jefferson St, Alexandria, MN 56308, (hereinafter sending institution), and The College of St. Scholastica, 1200 Kenwood Avenue, Duluth, MN 55811, (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 Associate of Applied Science (AAS) in Marketing and Sales Management (hereinafter sending program), and the receiving institution has established a Bachelor of Arts (BA) in Marketing (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 72 credits from the sending program. A total of 68 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 2/1/2019 and shall remain in effect until the end date of 2/1/2024 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 08/1/2023 (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	The College of St. Scholastica
Program name	Marketing and Sales Management	Marketing
Award Type (e.g., AS)	AAS	BA
Credit Length	72	128
CIP code (6-digit)	52.1801	52.0201
Describe program admission requirements (if any)		Cumulative GPA of at least a 2.0 for admission to the college.

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 Transferology 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.

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) ¹	Credits Applied	Equiv Sub Wav
Minnesota Transfer Curriculum-General Education						
ENGL 1410 Composition I	1	3	General elective		3	
COMM 1435 Interpersonal Communication	1	3	CTA 1101 Interpersonal Communication		3	Equiv
ECON 1404 Consumer Economics and Finance	5,9	3	Open Conceptions Social Science general education requirement		3	
PHIL 1445 Ethics	6,9	3	Veritas Conceptions Philosophy general education requirement		3	
MN Transfer Curriculum Course ENGL 1420 Composition II	1	3	ENGL 1420 will fulfill the ENGL 1110 First Year Composition (Veritas Foundations general education requirement)		3	
MnTC/General Education Total		15				

Special Notes, if any:

Students should select MNTC courses as noted above to meet some of the general education categories for the College of St. Scholastica's General Education program referred to as Veritas. The Veritas requirements for transfer students are noted below.

Foundations courses: First Year Composition, Interpersonal Communication, Math

Pathways areas (Conceptions or Integrations level courses): Natural Science, History, Social Sciences, Literature, Fine Arts, Philosophy, Religious Studies, and Open Pathway

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

The Veritas general education requirements include a mix of Conceptions courses (typically lower division 1000-2000 level) and Integrations courses (upper division 3000-4000 level). Integrations courses must be completed at the College of St. Scholastica and are intended to be writing intensive. Students may transfer in much of the coursework for Veritas, however, they must complete two Integrations courses (8 credits) at the College of St. Scholastica. The Marketing BA curriculum includes one Integrations course – MGT 3354. Students will need to complete one additional four credit Integrations course at the College of St. Scholastica. Most of the remaining Veritas General Education requirements can be met with approved transfer courses. General Education transfer information is available in the course notes area on the Transferology website at www.transferology.com.

While the College of St. Scholastica does not require the completed Minnesota Transfer Curriculum (MnTC) for admission, St. Scholastica does accept the MnTC to fulfill the Veritas General Education requirements except for a religious studies course and one St. Scholastica Integrations course. The religious studies requirement may be fulfilled by an approved transfer course. Integrations may be fulfilled by MGT 3354 in the Marketing BA curriculum. Students are encouraged to consult with a CSS advisor to discuss the best options for satisfying the St. Scholastica Veritas General Education requirements.

Please note that students admitted as first-year students must also complete the Dignitas requirement and the Language requirement unless otherwise exempt.

Grades earned must be a C or better for transfer. For an evaluation of transfer credit an official transcript must be sent directly to The College of St. Scholastica.

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, microbiology, etc. which students can select).

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses				
ACCT 1610 Microsoft Excel & Access Applications	3	General Elective	3	
ACCT 2000 Principles of Accounting I	4	ACC 2210 Principles of Financial Accounting	4	Equiv
BUS 2220 Principles of Management	3	MGT 2120 Principles of Management	3	Equiv
ITEC 1440 Beginning Personal Computer I	2	General Elective	2	
MKTG 2525 Principles of Marketing	3	MKT 2320 Principles of Marketing	3	Equiv
MKTG 1505 Retail Management and Merchandising	3	General Elective	3	
MKTG 1507 Business Math	3	General Elective	3	
MKTG 1511 Advertising and Sales Promotion	3	MKT 3340 Market Promotion	3	Equiv
MKTG 1515 Selling Principles and Practices	3	MKT 3360 Selling and Sales Management May be applied to fulfill MKT elective for the major	3	Equiv
MKTG 1530 Counselor Selling	3	General Elective	3	
MKTG 1535 Entrepreneurship	4	MGT 4140 Entrepreneurship May be applied to fulfill MKT elective for the major	4	Equiv
MKTG 2501 Marketing and Social Media Management	4	General Elective	4	
MKTG 2503 Sustainability in the Marketplace	1	General Elective	1	
MKTG 2515 Quality Customer Service	3	General Elective	3	
MKTG 2518 Supervisor/HR Management	3	General Elective	3	
MKTG 2521 Career Seminar	2	General Elective	2	
MKTG 2704 Internship	4	General Elective	3	
MKSM 2601 Sales Management	3	General Elective	3	
MKSM 2602 Sales Territory Management	3	General Elective	3	
Major, Emphasis, Unrestricted Electives Total	57	Total College Credits Applied (sum of sections A and B)	72	

SECTION C - Remaining University (receiving) Requirements

course prefix, number and name	Credits
ACC 2220 Principles of Managerial Accounting (or can be fulfilled by transferring ACCT 2010 Prin of Accounting II from Alexandria Technical and Community College)	4
ECON 2230 Principles of Microeconomics (or can be fulfilled by transferring ECON 1430 Intro to Microeconomics from ATCC)	4
CIS 3205 Information Systems	4
MGT 3130 Quantitative Methods	4
MGT 3240 HR Management	4
MGT 3354 Management Ethics (fulfills major requirement and can also be applied toward the upper division Veritas Integration Philosophy or Open gen ed category)	4
MKT 3320 Marketing on the Internet	4
MKT 3350 Designing Successful Products	4

	MKT 3370 Services Marketing	4
	MKT 3380 Logistics & Distribution Channels	4
	MKT 4360 Marketing Strategy	4
	Mathematics*	4
	Literature*	4
	Natural Science*	4
	History*	4
	Fine Arts*	4
	Religious Studies	4
	University unrestricted elective credits not counted elsewhere	0
	Total Remaining University Credits²	68

Special Notes, if any:

*The College of St. Scholastica also accepts the Minnesota Transfer Curriculum (MnTC) as satisfying the Veritas general education requirements except for the religious studies requirement and one Veritas Integrations course. Integrations may be fulfilled by MGT 3354 in the Marketing BA curriculum.

The following minimum College requirements must be met for the bachelor's degree:



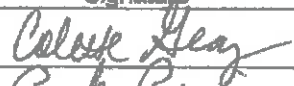

1. Satisfactorily complete a minimum of 128 semester credits including:
 - Forty-two upper-division credits (numbered 3000 or above).
 - A major program as stipulated by a department or advisor.
 - Achieve a minimum GPA of 2.0 in the major as well as an overall "C" average.
2. Fulfill the residence requirement:
 - The last 32 credits before graduation must be earned at The College of St. Scholastica.
 - A minimum of 16 credits must be earned in a major field at The College of St. Scholastica.
 - Cross-registered courses may count toward residence; CLEP and Portfolio Assessment credits must be earned before the final 32 credits.
3. Complete the general education requirements. Requirements for some majors are more stringent than these minimums.
4. The maximum number of physical education credits that can count toward graduation is 8.

SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	57		
Total College Credits	72	Total College Credits Applied	72
		Remaining credit to be taken at the university (receiving institution)	68
		Total Program Credits	140

Special Notes, if any:

² At least 42 of the required credits for the baccalaureate degree shall be at the upper-division level.

College	Name	Signature	Date
President	Dr. Laura Urban		2-21-19
Interim Executive Vice President of Academic & Student Affairs	Gregg Raisenen		2-15-19
University	Name	Signature	Date
President	Dr. Coletta Geary		2-14-19
Academic Dean	Dr. Rick Revolt		2-13-19