

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

**Inver Hills Community College  
AND  
The College of St. Scholastica**

\*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 Inver Hills Community College, and The College of St. Scholastica.

This Agreement and any amendments and supplements, shall be interpreted pursuant to the laws of the State of Minnesota.

Inver Hills Community College has established an Associate in Science degree in Contemporary Business, and The College of St. Scholastica has established a Bachelor of Arts degree in Marketing, 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 up to 70 credits from the sending program. A minimum of 58 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 05/01/2013 and shall remain in effect until the end date of 05/01/2018 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 01/01/2018 (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	Inver Hills Community College	The College of St. Scholastica
Program name	Contemporary Business	Marketing
Award Type (e.g., AS)	A.S.	B.A.
Credit Length	60	128
CIP code (6-digit)		
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>						
ENG 1108 Writing and Research Skills	1	4	MNTC		40	
COMM 1100 Interpersonal Communication or COMM 1110 Public Speaking or COMM 2240 Intercultural Communication	1	3				
ENG 1130 Effective Writing in Organizations:	2	3				
Elective: Math or Science with Lab	3 or 4	3				
ECON 1106 Microeconomics	5	3				
Elective: Humanities/Fine Arts/Literature	6	3				
Elective: Any Course	7-10 Any	3				
Additional course to complete MNTC		10				
<b>MnTC/General Education Total</b>		40				

**Special Notes, if any:** MnTC goal areas transfer to the receiving college/university according to the goal areas designated by the sending college/university.  
Must still complete Religious Studies and Writing Intensive course at CSS.

### 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				
BUS 1121 Principles of Management	3	MGT 2120 Principles of Management	4	Equiv.
BUS 1104 Principles of Marketing	3	MKT 2320 Intro to Marketing	4	Equiv.
ACCT 2101 Financial Accounting	4	ACC 2210 Principles of Financial Accounting	4	Equiv.
CS 1100 Introduction to Computers	3	CIS 2105 Information Systems Applications	4	Sub
ENG 1130 Effective Writing in Organizations	(3)	MGT 3150 Mgt. Communication	(4)	Sub
ECON 1106 Microeconomics	(3)	ECN 2230 Principles of Microeconomics	4	Equiv.
Unrestricted elective credits (if none enter 0)				
BUS 1112 Business Math or MATH 1118 College Algebra or MATH 1103 Introduction to Statistics BUS 1101 Introduction to Business in Society BUS 1131 Legal Environment of Business OR BUS 2130 Emp. Law Business Elective Business Electives	3  3 3 8	College's unrestricted elective credits accepted in transfer (if none enter 0)		17
<b>Major, Emphasis, Unrestricted Electives Total</b>	<b>30</b>	<b>Total College Credits Applied (sum of sections A and B)</b>		<b>70</b>

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

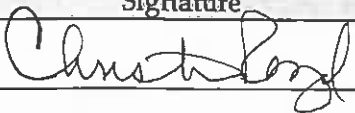
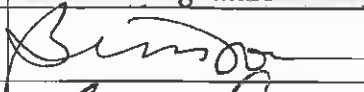

	course prefix, number and name	Credits
	ACC 2220 Managerial Accounting	4
	MGT 3130 Quantitative Methods/Decision Making	4
	MGT 3240 HR Management	4
	MKT 3320 Marketing on the Internet	4
	MKT 3340 Marketing Promotion	4
	MKT 3350 Designing Successful Products	4
	PHL 3354 Management Ethics	4
	MKT 3370 Services Marketing	4
	MKT 3380 Logistics & Distribution Channels	4
	MKT 4360 Marketing Strategy	4
	UD Electives	
	ACC/CIS/ECN/FIN/MGT/MKT 3000+	8
	Religious Studies	4
	Elective credit to reach 128 cr. Depends on if AA or MNTC is completed and what courses are transferred in (can be completed at Inver Hills or St. Scholastica).	Up to 6
	University unrestricted elective credits not counted elsewhere (if none enter 0)	
	<b>Total Remaining University Credits</b>	<b>58</b>

**Special Notes, if any:**

### SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	40		
Major, Emphasis, Unrestricted Electives or Other	30		
<b>Total College Credits</b>	<b>70</b>	<b>Total College Credits Applied</b>	<b>70</b>
		<b>Remaining credit to be taken at the university (receiving institution)</b>	<b>58</b>
		<b>Total Program Credits</b>	<b>128</b>

**Special Notes, if any:**

College	Name	Signature	Date
Chief Academic Officer			6/14/13
Title			
University	Name	Signature	Date
Chief Academic Officer	Dr. Beth Domholdt		5/6/13
President	Dr. Larry Goodwin		5/6/13
Title			
DARS Encoder			

Date when equivalencies were encoded in DARS by the receiving MnSCU institution.