ARTICULATION AGREEMENT	Wisconsin Indianhead Technical College AND University of Minnesota Crookston 2900 University Avenue Crookston, MN 56716
This form is a modified form used within the Minnesota State Colleges and Universities (MnSCU) system.	

This Agreement is entered into between **Wisconsin Indianhead Technical College (WITC) 600 North 21st Street Superior, WI 54880** (hereinafter sending institution), and **University of Minnesota Crookston (UMC) 2900 University Avenue Crookston, MN 56716** (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 **Business Management - Marketing Emphasis** (hereinafter sending program), and the receiving institution has established a **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, including grade requirements for courses and an overall GPA requirement.

Transfer of Credits

A. The receiving institution will accept 60 credits from the sending program. A total of 79 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 04/01/2018 and shall remain in effect until the end date of 03/31/2023 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 09/30/2022 (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

Check if the sending program ___ or receiving program ___ is new.

	College (sending)	University (receiving)
Institution	**Wisconsin Indianhead Technical College**	**University of Minnesota Crookston**
Program name	**Business Management (Marketing Emphasis)**	**Management**
Award Type (e.g., AS)		**Bachelor of Science**
Credit Length	**60**	**120**
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.
- *Indicates a MnTC goal area

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	EquivSub Wav
Minnesota Transfer Curriculum-General Education						
Math with Business Applications 10804123	4	3	MATH 1031 - College Algebra*	4	3	
Economics 10809195	5	3	ECON 2101 – Microeconomics*	5	3	
Speech 10801196 or Oral/Interpersonal Communication 10809198	1 or 1	3	SPCH 1101 – Public Speaking* or Unrestricted Elective: COMM 2002 - Interpersonal Communication*	1 or 1	3	
Developmental Psychology 10809188 OR	5 or	3	Unrestrictive Elective* or	5 or	3	

Introduction to Psychology 10809198	5		PSY 1001 - General Psychology*	5		
English Composition 1 10801136	1	3	COMP 1011 - Composition I*	1	3	
MnTC/General Education Total		15				

Special Notes, if any:

Encourage Student to take the following courses as they cover program requirements at UMC.

Introduction to Psychology 10809198 → PSY 1001 General Psychology

Speech 10801196 → SPCH 1001-Public Speaking

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				
Financial Accounting 1 10101101	4	ACCT 2010 - Financial Accounting or ACCT 2101 - Principles of Accounting I	4	
MS Outlook 10103125 AND MS Word A 10103146 AND MS Excel A 10103151	1 AND 1 AND 1	CA 1020 – Spreadsheet Applications	3	
Marketing Principles 10104102	3	MKTG 3300 – Principles of Marketing	3	
Business & Marketing Field Study 10104180	2	Unrestricted Electives	2	
Introduction to Business 10105100	3	Unrestricted Electives	3	
Business Law 10105125	3	GBUS 3107 – Legal Environment in Business	3	
Principles of Finance 10114107	3	FIN 3100 – Managerial Finance	3	
Customer Service Management 10104191	3	Unrestricted Electives	3	
Supervision 10196191	3	Unrestricted Electives	3	
Selling Principles 10104104	3	Unrestricted Electives	3	
Technological Applications in Marketing 10104110	3	Unrestricted Electives	3	
Social Media Marketing 10104189	3	Unrestricted Electives	3	
Multi-Media Marketing 10104125	3	Unrestricted Electives	3	
Sales Management 10104148	3	Unrestricted Electives	3	
Elective Requirement	3	Unrestricted Electives	3	
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)		
Major, Emphasis, Unrestricted Electives Total	45	**Total College Credits Applied (sum of sections A and B)**	60	

SECTION C - Remaining University (receiving) Requirements

course prefix, number and name	Credits
MnTC Goal Area 1: COMP 1013 - Composition II	3
MnTC Goal Area 3 – *Biological and Physical Sciences (with labs)*	6
MnTC Goal Area 5: ECON 2102 - Macroeconomics	3
MnTC Goal Area 6 – *The Humanities (the arts,*	6

	literature, and philosophy)	
	MnTC Goal Area 7 – *Human Diversity*	3
	MnTC Goal Area 8 – *Global Perspective*	3
	MnTC Goal Area 9 – *Ethic and Civic Responsibility*	3
	MnTC Goal Area 10 – *People and the Environment*	3
	GBUS 1005 - Orientation to Online Learning	1
	COMM 3008 - Business Writing	3
	GBUS 3500 - Business Ethics	3
	IBUS 3500 – International Business Management	3
	IBUS 3360 - International Marketing	3
	ITM 3020 - Introduction to Management Information Systems	3
	MGMT 3200 – Principles of Management	3
	MGMT 3215 – Organizational Behavior	3
	MGMT 3220 – Human Resource Management	3
	MGMT 3250 – Operations Management	3
	MGMT 3600 - Change, Creativity, and Innovation Management	3
	MKTG 3900 – Internship	3
	MGMT 4200 – Project Management	3
	MGMT 4800 – Strategic Management	3
	ACCT 2102 - Principles of Accounting II or ACCT 3010 - Managerial Accounting	3 or 3
	COMM 3008 – Business Writing or WRIT 3303 – Writing in Your Profession	3 or 3
	MATH 1150 - Elementary Statistics *4	3
	University unrestricted elective credits not counted elsewhere (if none enter 0)	
	Total Remaining University Credits[2]	79

Special Notes, if any:
Several of the MnTC Goal Area 3 optional courses also cover Goal Area 10. If student takes a course that covers both areas, it would reduce the total remaining university credits to 79 credits.

SECTION D - Summary of Total Program Credits			
College (sending) Credits		**University (receiving) Requirements**	
MnTC/General Education	15		
Major, Emphasis, Unrestricted Electives or Other	45		
Total College Credits	60	**Total College Credits Applied**	60
		Remaining credit to be taken at the university (receiving institution)	79
		Total Program Credits	139

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.

College	Name	Signature	Date
Chief Academic Officer	Bonny Ball Copenhaver		4/30/18
Vice President, Academic Affairs Title		Bonny Ball Copenhaver	
University	Name	Signature	Date
Chief Academic Officer	Barbara Reinke	Barbara Reinke	5/1/18
VCASA Title			
DARS Encoder			
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution.			