

# **PROGRAM TO PROGRAM ARTICULATION AGREEMENT**

Agreement with Respect to Applying the

## **MARKETING/MANAGEMENT**

**Associate of Applied Sciences Degree Program**

Towards the

## **MANAGEMENT MAJOR**

**Bachelor of Business Administration Degree Program**

Between

**LAKE AREA TECHNICAL INSTITUTE**

and

**DAKOTA STATE UNIVERSITY**

### **I. Parties**

The parties to this agreement are Lake Area Technical Institute (LATI) and Dakota State University (DSU).

### **II. Purpose**

The purpose of this agreement is to:

- A. Have a signed articulation agreement that addresses the varying needs of students and complementary nature of the institutions' programs;
- B. Provide increased education opportunities for students from South Dakota and the region;
- C. Extend and clarify educational opportunities for students;
- D. Provide LATI students who have completed the A.A.S degree in Marketing/Management an opportunity to earn a Bachelor of Business Administration degree with a major in Management. (Attachment)

### **III. Academic Program**

- A. Upon successful completion of the major requirements specified in III. B below, Dakota State University will accept 24 technical course credits from the A.A.S. degree in Marketing/Management for students majoring in Management. Students must successfully complete the A.A.S. degree in Marketing/Management from LATI prior to transferring to Dakota State University for the technical course credits to be accepted. General Education coursework is in addition to the 24 technical course credits. Students must meet all Board or Regents policies and university graduation requirements in order to receive a degree.

- B. Requirements to be completed at Dakota State University to earn a Bachelor of Business Administration degree with a major in Management are outlined below.

**Business Core Major Requirements: 45 credits**

ACCT 211 Principles of Accounting II (3 credits)  
BADM 220 Business Statistics (3 credits)  
BADM 310 Business Finance (3 credits)  
BADM 321 Business Statistics II (3 credits)  
BADM 344 Managerial Communications (3 credits)  
BADM 350 Legal Environment of Business (3 credits)  
BADM 360 Organization and Management (3 credits)  
BADM 370 Marketing (3 credits)  
BADM 405 International Trade and Finance (3 credits)  
BADM 425 Production and Operations Management (3 credits)  
BADM 482 Business Policy and Strategy (3 credits)  
CIS 325 - Management Information Systems (3 credits)  
ECON 202 - Principles of Macroeconomics (3 credits)  
SOC 285 - Society and Technology (3 credits)  
Choose three credits from the following (3 credits):  
CIS 206 - Advanced Applications: 1 credit  
CIS 207 - Advanced Applications: Spreadsheets 1 credit  
CIS 208 - Advanced Applications: Database 1 credit  
CIS 209 - Advanced Applications: SAS 1 credit  
CIS 210 - QuickBooks I 1 credit

**Required Management Major Courses: 21 credits**

BADM 435 - Management Technology and Innovation (3 credits)  
BADM 436 - Entrepreneurship (3 credits)  
BADM 460 - Human Resource Management (3 credits)  
BADM 464 - Organizational Behavior (3 credits)  
BADM 468 - International Management (3 credits)  
CIS 384 - Decision Support Systems (3 credits)  
Choose one course from the following (3 credits)  
CIS 123 - Problem Solving and Programming (3 credits)  
CIS 130 - Visual Basic Programming (3 credits)

CSC 150 - Computer Science I (3 credits)

**General Education/Institutional Graduation Requirement Courses: 30 credits**

The 30 credits must meet System General Education requirements and be selected from the approved list of courses specified in BOR policy 2:7. \* Note: Transferable general education course credits can be completed at LATI.

**Electives: 0 credits**

**Total number of credits at Dakota State University: 96**

**Transfer credits from LATI: 24\***

**Total credits required: 120**

\*Transferable general education course credits can be completed at LATI.

**IV. Obligations**

Both parties agree to confer with each other on a yearly basis regarding changes in curricula involved this articulation agreement.

**V. Modification**

This agreement may be modified from time to time by the South Dakota Board of Regents and Lake Area Technical Institute with approval by the South Dakota Board of Education. Modifications may not diminish the entitlements enjoyed by students who have already attended classes delivered under the terms of earlier versions of the agreement, except in rare instances in which retroactive implementation of modifications may be required to comply with accreditation standards or to conform to professional licensure requirements.

**VI. Incorporation of terms in master agreement.**

The parties have entered into the present agreement pursuant to the agreement of \_\_\_\_\_, 2018, between the South Dakota Board of Education on behalf of Lake Area Technical Institute and the South Dakota Board of Regents on behalf of Black Hills State University, Dakota State University, Northern State University, and the South Dakota School of Mines and Technology, South Dakota State University, and the University of South Dakota. This agreement shall be subject to all terms and conditions stated in the, 2018 agreement.

**VII. Effective Date of Agreement: Start Date of the Fall 2019 term at LATI and DSU. The agreement applies to students who graduated from LATI in 2018 and subsequent years.**

**VIII. Acceptance of Agreement:**

For Dakota State University:

Norma Bennett Date: 12/13/19

Jan Wells Date: 12/13/19

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Date: \_\_\_\_\_

For Lake Area Technical Institute:

\_\_\_\_\_ Date: \_\_\_\_\_

Diane Stiles Date: 1/7/2020

Fuller Date: 1/7/2020

Kimberly Kay Bellin Date: 1/7/2020

Jan Peterson Date: 1/7/2020

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Date: \_\_\_\_\_

### Business Associate, Marketing/Management Option

Semester Course Outline 2018 — 2019

20 Months (4 Semesters and 1 Summer Session) • Revised: 8/16/18

Associate of Applied Science (A.A.S.) Degree • Credits Required for Graduation: 76

First Year — Fall Semester

| Course Number | Course Title   | Clock Hours | Credits |
|---------------|--|-------------|---------|
| BUS 101       | Introduction to Business   | 45          | 3       |
| BUS 122       | Business Relationships   | 45          | 3       |
| BUS 160       | Principles of Selling  | 45          | 3       |
| ACCT 210      | Principles of Accounting I   | 45          | 3       |
| csc 105       | Computer Software Applications *   | 45          | 3       |
| SPCM 101      | Fundamentals of Speech *<br>(CSS 100 Career Search Strategies .5 credit) | 45          | 3       |
| Total         |  | 270         | 18      |

First Year — Spring Semester

| Course Number  | Course Title  | Clock Hours | Credits |
|--|---|-------------|---------|
| BUS 120  | Principles of Marketing                                     | 45          | 3       |
| BUS 230  | Management Policy   | 45          | 3       |
| BSA 232<br>or<br>CIS 125   | Social Media Marketing or<br>Advanced Computer Applications | 45          | 3       |
| • ACCT 211 or<br>BUS 236   | Principles of Accounting II or<br>Financial Management      | 45          | 3       |
| • Selected Behavioral Science Course (Choose one)<br>PSYC 100 — Psychology of Human Relations<br>PSYC 101 — General Psychology * |   | 45          | 3       |
| Selected Elective  |   | 45          | 3       |
| Total  |   | 270         | 18      |

First Year — Summer Session

| Course Number | Course Title                     | Clock Hours | Credits |
|---------------|----------------------------------|-------------|---------|
| BSA 230       | Quickbooks                       | 15          | 1       |
| BUS 150       | Advertising                      | 45          | 3       |
| ECON 201      | Principles of Microeconomics I * | 45          | 3       |
| Total         |                                  | 105         | 7       |

Business Associate Marketing/Management Option Page 2  
Semester Course Outline • 2018 - 2019

Second Year Fall Semester

| Course Number   | Course Title           | Clock Hours | Credits |
|---|------------------------|-------------|---------|
| BUS 140   | Business Law           | 45          | 3       |
| BUS 244   | International Business | 45          | 3       |
| Selected Communications Course (Choose one)<br>COMM 101 — Communications and Career Strategies<br>ENGL 101 — Composition * (CSS 100 — Career Search Strategies .5 credit) |                        | 45          | 3       |
| • Selected Mathematics Course (Choose one)<br>MATH 100 — Applied General Math<br>MATH 101 — Intermediate Algebra<br>MATH 102 - College Algebra *                          |                        | 45          | 3       |
| Selected Elective   |                        | 45          | 3       |
| Total   |                        | 225         | 15      |

Second Year — Spring Semester

| Course Number | Course Title               | Clock Hours | Credits |
|---------------|----------------------------|-------------|---------|
| BUS 162       | Retailing                  | 45          | 3       |
| BUS 210       | Small Business Development | 45          | 3       |
| BUS 220       | Personal Finance           | 45          | 3       |
| BUS 238       | Business Innovation        | 45          | 3       |

|  |  |     |    |
|--|--|-----|----|
| BUS 235<br>or<br>BUS 240 plus Elective | Business<br>Internship or<br>Business Internship plus Elective | 360 | 6  |
| Total                                  |  | 540 | 18 |

All elective and/or additional courses not listed on your current program outline must be approved by your adviser and appropriately identified on the current program semester outline of any Business Associate Option or Financial Services Option.

- Prerequisite: Students must have successfully completed ACCT 210 — Principles of Accounting I (or have approval from the instructor) before enrolling in ACCT 211 — Principles of Accounting or BUS 236 — Financial Management.
- .. Prerequisite: Students must have successfully completed ACCT 210 — Principles of Accounting I and ACCT 211 — Principles of Account II or BUS 236 — Financial Management (or have approval from the instructor) before enrolling in BUS 210 — Small Business Development.
- ... Selected Electives

Fall Semester

BSA 210 — Compensation and Benefits

BUS 170 — Human Resource  
Management

BUS 215 — Business Ethics

ENT 100 — Entrepreneurship Essentials

Spring Semester

BSA 108 — Employment Law

BSA 212 — Training and  
Development

BSA 232 — Social Media  
Marketing

BUS 209 — Principles of  
Insurance

ENT 220 — Business Team  
Development

- Students will select a course in each of the areas listed to meet general education requirements. Courses marked with an asterisk (\*) can be transferred directly to the university system and may be substituted for recommended courses on the outline. Students should speak with an advisor before doing so.

Students who select to take transferable communications course ENGL 101, must also register for CSS 100 - Career Search Strategies for .5 credit. This curriculum is required for all Lake Area Tech graduates and is included in the COMM 101 course but is separate

