

PROGRAM TO PROGRAM ARTICULATION AGREEMENT

Agreement with Respect to Applying the

CONSUMER & AGRI FINANCIAL

Associate of Applied Sciences Degree Program

Towards the

MARKETING 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 Consumer & Agri Financial an opportunity to earn a Bachelor of Business Administration degree with a major in Marketing. (Attachment)

III. Academic Program

- A. Upon successful completion of the major requirements specified in III. B below, Dakota State University will accept 36 technical course credits from the A.A.S. degree in Consumer & Agri Financial for students majoring in Marketing. Students must successfully complete the A.A.S. degree in Consumer & Agri Financial 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 36 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 Marketing are outlined below.

Business Core Major Requirements: 39 credits

- BADM 101 Survey of Business (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)
- SOC 285 Society and Technology (3 credits)

Required Marketing Major Courses: 15 credits

- BADM 474 - Personal Selling (3 credits)
- BADM 475 - Consumer Behavior (3 credits)
- BADM 476 - Marketing Research (3 credits)
- BADM 481 - Promotional Management (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: 84

Transfer credits from LATI: 36*

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:

Doyle Bennett Date: 12/13/19

[Signature] Date: 12/13/19

_____ Date: _____

_____ Date: _____

_____ Date: _____

_____ Date: _____

For Lake Area Technical Institute:

Kimberly Kay Belton Date: 1/7/2020

Michelle Date: 1/7/2020

Diane Siles Date: 1/7/2020

Jim Edwards Date: 1/7/2020

_____ Date: _____

_____ Date: _____

_____ Date: _____

Financial Services Consumer & Agri Financial Options

Semester Course Outline 2018 - 2019

20 Months (4 Semesters and 1 Summer Session) • Revised: 6/6/18

Associate of Applied Science (A.A.S.) Degree • Credits Required for Graduation: 74.5

First Year — Fall Semester

Course Number	Course Title	Clock Hours	Credits
AG 159	Farm/Ranch Records	45	3
ACCT 210	Principles of Accounting	45	3
CSC 105	Computer Software Applications	45	3
CSS 100	Career Search Strategies	8	.5
ECON 201	Principles of Microeconomics I *	45	3
ENGL 101	Composition	45	3
SPCM 101	Fundamentals of Speech *	45	3

Total 278 18.5

First Year — Spring Semester

Course Number	Course Title	Clock Hours	Credits
BUS 220	Personal Finance	45	3
ACCT 211	Principles of Accounting II	45	3
CIS 125	Advanced Computer Applications	45	3
ECON 202	Principles of Macroeconomics II *	45	3
MATH 101	Intermediate Algebra	45	3
PSYC 101	General Psychology	45	3
Total		270	18

First Year — Summer Session

Course Number	Course Title	Clock Hours	Credits
BUS 246	Internship A	180	3
BUS 247	Internship B or Elective	180	3
Total		360	6

Second Year — Fall Semester

Course Number	Course Title	Clock Hours	Credits
BUS 140	Business Law	45	3
BUS 200	Principles of Banking	45	3
BUS 219	Fundamentals of Lending I	45	3
BUS 226	Wealth Management	30	2
BUS 236	Financial Management	45	3
ACCT 218	Tax Accounting I	45	3
Total		269	17

Second Year — Spring Semester

Course Number	Course Title	Clock Hours	Credits
BUS 160		45	3
BUS 209	Principles of Insurance (Consumer). OR BUS 241 Ag Lending (Agri)	45	3
BUSQ13	Marketing Services-	45	3
BUS 222	Fundamentals of Lending] II	45	3
ACCTQ24	Financial Statement Analysis	45	3
Total		240	15

Questions? Contact Kerry.Strager@lakeareatech.edu or Lorna.Hofer@lakeareatech.edu

LATI: 605-882-5284

