

PROGRAM TO PROGRAM ARTICULATION AGREEMENT

Agreement with Respect to Applying the
**Associate of Applied Sciences Degree Program in
Business Associate Marketing/Management Option**

Towards the
**Business Economics Major
Bachelor of Science or Arts Degree Program**

Between
LAKE AREA TECHNICAL INSTITUTE
and
SOUTH DAKOTA STATE UNIVERSITY

I. Parties

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

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 institution's programs;
- B. provide increased educational opportunities for students from South Dakota and the region;
- C. extend and clarify educational opportunities for students; and
- D. provide LATI students who have completed the A.A.S. degree in Business Associate Marketing/Management Option an opportunity to earn a Bachelor of Science or Arts degree with a major in Business Economics at SDSU.

III. Academic Program

- A. Upon successful completion of the major requirements, as indicated below, SDSU will accept 23 technical course credits from the A.A.S. degree in Business Associate. Additional transferable system general education credits may be earned at LATI, but no more than 60 credits total may be transferred from LATI to SDSU. Students must meet all Board of Regents policies and university graduation requirements in order to receive a degree.
- B. Requirements to be completed at SDSU to earn a Bachelor of Science or Arts degree with a major in Business Economics are outlined below.

The general education coursework to meet South Dakota Regental System's General Education Requirements (SGR) must also be completed as outlined below. This coursework may be taken at LATI if equivalent courses are available. Please note that BOR Policy 2.5 states, "Total transfer credit for work at two-year technical or community college may not exceed one-half of the hours required for completion of the baccalaureate degree at the accepting institution unless an approved program-specific waiver exists." For this program, that number is 60 credits.

System General Education Requirements SGRs 15-24 credits from SDSU (6-15 credits transfer from LATI to SDSU) from classes on the approved lists in SDSU Bulletin.

1. SGR Goal #1: Written Communication: *ENGL 101** & ENGL 201 Composition I & II (3-6 credits)
2. SGR Goal #2: Oral Communication. *SPCM 101*** Fundamentals of Speech (0 credits)
3. SGR Goal #3: Social Sciences/Diversity (0-3 credits in two disciplines *PSYCH 101** and *ECON 201***)
4. SGR Goal #4: Humanities and Arts/Diversity (6 credits in two disciplines or in a sequence of modern foreign language courses)
5. SGR Goal #5: Mathematics (0-3 credits *MATH 114**)
6. SGR Goal #6: Natural Sciences (6 credits)

**If the starred courses above are taken at LATI, they will reduce the number of credits needed from SDSU to satisfy the BOR SGR requirements.*

***SPCM101 and ECON 201 are required in the LATI Marketing/Management program and satisfy SGR #2 and 3 credits of SGR #3, respectively.*

College of Arts, Humanities and Social Sciences Requirements (7-9+ credits)

Bachelor of Science Degree Requirements 7+ credits

1. Natural Sciences Class (4 credits) from the approved list in SDSU Bulletin, taken as needed to earn 10 or more science credits from at least two different disciplines, with a minimum of two labs
2. A minor, second major, teaching specialization: Satisfied in full by completion of the A.A.S. degree from LATI.
3. AHSS 111, Introduction to Global Citizenship and Diversity, (3 credits)

Bachelor of Arts Degree Requirements 9+ credits

1. Completion of a Modern Foreign Language through the 202 level (6+ credits)
2. A minor, second major, teaching specialization: Satisfied in full by completion of the A.A.S. degree from LATI.
3. AHSS 111, Introduction to Global Citizenship and Diversity, (3 credits)

Major Requirements (55-60 credits)

1. ECON 201**, Principles of Microeconomics (0 Credits)
2. ECON 202*, Principles of Macroeconomics (0-3 Credits)
3. BLAW 350, Legal Environment of Business (3 Credits)
4. DSCI 424, Operations Research
or BADM 321, Business Statistics II (3 Credits)
5. ECON 301, Intermediate Microeconomics
OR ECON 431, Managerial Economics (3 Credits)
6. ECON 302, Intermediate Macroeconomics
OR ECON 330, Money and Banking (3 Credits)
7. ECON 319, Seminar with Industry Leaders (1 Credit)
8. FIN 310, Business Finance (3 Credits)
9. HRM 460, Human Resource Management (3 Credits)
10. MGMT/ CSC 325, Management Information Systems (3 Credits)
11. MGMT 360, Organization and Management (3 Credits)

12. MKTG 370, Marketing (3 Credits)
 13. BADM 485, Business and Financial Decisions in a Global Economy (capstone) (3 credits)
 14. Upper-division Electives in the following subject areas (15 credits)
ACCT/AGEC/BADM/BLAW/DSCI/ECON/ENTR/FIN/HRM/MGMT/MKTG
 15. ENGL 379, Technical Communication (3 Credits)
 16. STAT 281, Introduction to Statistics (3 Credits)
 17. Math 121 or 123 Survey of Calculus and Lab or Calculus I (4-5 credits)
- *If the starred courses above are taken at LATI, they will reduce the number of credits needed from SDSU to satisfy the Business Economics major requirements.*
- **ECON 201 is required in the LATI Marketing/Management program and satisfies 3 credits of SGR #3 and the Business Economics major requirements.*

Program or General Electives (0 credits): if/as needed to reach 120 credit hours total required for graduation.

Academic Requirements Students must earn a grade of “C” or better in CSC/MGMT 325 Management Information Systems, FIN 310 Business Finance, HRM 460 Human Resource Management, and MGMT 360 Organization and Management.

Total minimum number of credits at SDSU: 91

Total minimum number of credits from LATI: 29

Total minimum credits required: 120

Additional Requirements:

1. Students transferring from Lake Area Technical Institute must have a cumulative GPA of “C” (2.0 on a 4.0 scale)
2. At least 33 credits for the degree must be upper-division (300 or higher) courses.

IV. Obligations

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

V. Modifications

This agreement may be modified from time to time by the South Dakota Board of Regents and Lake Area Technical Institute with approval from 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. Effective Date of Agreement

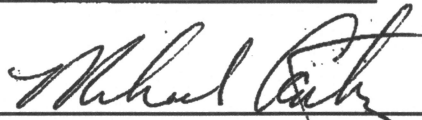
Start Date of Spring 2020 Terms at LATI and SDSU. The agreement applies to students who graduated from LATI within the 10 years immediately prior to application and admission into SDSU.

VII. Acceptance of Agreement**For South Dakota State University**Date: 12/18/2019

Dean, College of Arts, Humanities and Social Sciences

Date: 12-18-2019

Provost and Vice President for Academic Affairs

For Lake Area Technical InstituteDate: 17 Dec 19

President, Lake Area Technical Institute

APPENDIX A
PLAN OF STUDY FOR
Associate of Applied Science in Business Associate Marketing/Management option at Lake
Area Technical Institute to enroll in SDSU's Bachelor of Science or Arts with a major in
Business Economics

AAS DEGREE IN BUSINESS ASSOCIATE 76 CREDITS

LATI General Education Coursework, Suggested For Transfer to SDSU

- ECON 201, Principles of Microeconomics I (3 credits)
- ECON 202, Principles of Macroeconomics II (3 credits)
- ENGL 101, Composition (3 credits)
- MATH 114, College Algebra (3 credits)
- PSYC 101, General Psychology (3 credits)
- SPCM 101, Fundamentals of Speech (3 credits)

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The following two courses are not transferable to SDSU for credit, but must be taken at LATI to seamlessly articulate into the Business Economics major at SDSU:

- ACCT 210 Principles of Accounting I
- ACCT 211 Principles of Accounting II

Business Associate • Human Resources Option**Semester Course Outline • 2019 – 2020**

20 Months (4 Semesters, 1 Summer Session) • Revised: 1/29/19

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 160	Principles of Selling	45	3
BUS 170	Human Resource Management	45	3
BUS 215	Business Ethics	45	3
ACCT 210	Principles of Accounting I	45	3
CSC 105	Computer Software Applications *	45	3
Total		270	18

First Year Spring Semester

Course Number	Course Title	Clock Hours	Credits
BSA 108	Employment Law	45	3
BUS 120	Principles of Marketing	45	3
BUS 230	Management Policy	45	3
BSA 232 or CSC 125	Social Media Marketing or Advanced Computer Applications	45	3
♦ ACCT 211 or BUS 236	Principles of Accounting II or Financial Management	45	3
♦ Selected Social Science Course (Choose one) ECON 105 – Leadership in the Global Workplace ECON 201 – Principles of Microeconomics I * ECON 202 – Principles of Macroeconomics II * SOC 100 – Introduction to Sociology *		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
SPCM 101	Fundamentals of Speech * (CSS 100 – Career Search Strategies .5 credit)	45	3
Total		105	7

Second Year – Fall Semester

Course Number	Course Title	Clock Hours	Credits
BSA 210	Compensation Benefits	45	3
BUS 140	Business Law	45	3
BUS 244	International Business	45	3
♦ Selected Behavioral Science Course (Choose one) PSYC 100 – Psychology of Human Relations PSYC 101 – General Psychology *		45	3
♦ Selected Mathematics Course (Choose one) MATH 100 – Applied General Math MATH 101 – Intermediate Algebra MATH 102 – College Algebra *		45	3
Total		225	15

Spring Semester

Course Number	Course Title	Clock Hours	Credits
BSA 212	Training and Development	48	3
BUS 209	Principles of Insurance	48	3
BUS 220	Personal Finance	48	3
BUS 235 or ♦♦ BUS 240 plus Elective	Business Internship or Business Internship plus Elective	360	6
♦ Selected Communications Course (Choose one) COMM 101 – Communications and Career Strategies ENGL 101 – Composition * (CSS 100 – Career Search Strategies .5 credit)		45	3
Total		563	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 II or BUS 236 – Financial Management.

♦♦ **Selected Electives:** **Fall Semester**
BUS 122 – Business Relationships
ENT 100 – Entrepreneurship Essentials
Spring Semester
BSA 232 – Social Media Marketing
BUS 162 – Retail
BUS 210 – Small Business Development
BUS 238 – Business Innovations
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 from the university system.

Business Associate • Marketing/Management Option**Semester Course Outline • 2019 – 2020**

20 Months (4 Semesters, 1 Summer Session) • Revised: 1/29/19

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 * (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 or CSC 125	Social Media Marketing or Advanced Computer Applications	45	3
♦ ACCT 211 or BUS 236	Principles of Accounting II or Financial Management	45	3
♦ Selected Behavioral Science Course (Choose one) PSYC 100 – Psychology of Human Relations 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

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) COMM 101 – Communications and Career Strategies ENGL 101 – Composition * (CSS 100 – Career Search Strategies .5 credit)		45	3
♦ Selected Mathematics Course (Choose one) MATH 100 – Applied General Math MATH 101 – Intermediate Algebra 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 or ♦♦ BUS 240 plus Elective	Business Internship or 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 II or BUS 236 – Financial Management.

♦♦ **Prerequisite:** Students must have successfully completed ACCT 210 – Principles of Accounting I and ACCT 211 – Principles of Accounting 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 from the university system.