

## **PROGRAM TO PROGRAM ARTICULATION AGREEMENT**

Agreement with Respect to Applying the  
**MARKETING/MANAGEMENT/SALES**  
**Associate of Applied Sciences Degree Program**

Towards the  
**MANAGEMENT SPECIALIZATION**  
**Bachelor of Science in Business Administration Degree Program**

Between  
LAKE AREA TECHNICAL INSTITUTE  
and  
THE BLACK HILLS STATE UNIVERSITY

---

### **I. Parties**

The parties to this agreement are Lake Area Technical Institute (LATI) and Black Hills State University (BHSU).

### **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 educational 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/Sales an opportunity to earn a Bachelor of Science in Business Administration degree with a Specialization in Management.

### **III. Academic Program**

- A. Upon successful completion of the major requirements specified in III.B below, BHSU will accept 9 technical course credits from the A.A.S. degree in Marketing/Management/Sales for students majoring in Management. Students must successfully complete the A.A.S. degree in Marketing/Management/Sales from LATI prior to transferring to BHSU for the technical course credits to be accepted. General Education coursework is in addition to the 9 technical course credits. Students must meet all Board of Regents policies and university graduation requirements in order to receive a degree.

- B. Requirements to be completed at BHSU to earn a Bachelor of Science in Business Administration degree with a Specialization in Management are outlined below.

**Major requirements: 48 credits**

**Business Core (30 Credits)**

1. BADM 310 Business Finance (3 credits)
2. BADM 321 Business Statistics II (3 credits)
3. MIS 325 Management Information Systems (3 credits)
4. BADM 350 Legal Environment of Business (3 credits)
5. BADM 360 Organization and Management (3 credits)
6. BADM 370 Principles of Marketing (3 credits)
7. ECON 301/302 Intermediate Microeconomics/Macroeconomics (3 credits)
8. BADM 407 International Business (3 credits)
9. BADM 425 Production and Operations Management (3 credits)
10. BADM 482 (Capstone) Business Policy and Strategy (3 credits)

**Major Core (18 Credits)**

Management - Choose 6 business courses of 300 - 400 level (not more than 6 credits from any one business discipline)

**Required Support Courses: 18 credits**

**Pre-Business Core (18 Credits)**

1. MATH 281 Introductory Statistics (3 credits)
2. ACCT 210 & 211 Principles of Accounting I & II\* (6 credits)
3. MIS 205 Computer Applications (3 credits)
4. BADM 344 Managerial Communications (3 credits)
5. BADM 320 Quantitative Decision Analysis (3 credits)

\*Students may validate courses by taking a CLEP examination and achieving the minimum scores designated by the BOR CLEP policy.

**General Education/Institutional Graduation Requirement Courses: 41 credits**

1. Must include ECON 201 Principles of Microeconomics (3 credits)
2. Must include ECON 202 Principles of Macroeconomics (3 credits)
3. Must include PHIL 220 Introductory Ethics (3 credits)
4. The remaining 32 credits must meet System General Education requirements, Institutional Graduation Requirements and be selected from the approved list of courses specified in BOR policy 2:7. To fulfill the System General Education Requirements, all students must pass the System Information Literacy Examination. Technical institute graduates must take the examination the first semester of enrollment at the university.

**Business Electives: 12 credits 300-400 Level**

**Total number of credits at BHSU: BHSU: 119**

**Transfer credits from LATI: 9\***

**Total credits required: 128**

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

Additional requirements:

1. Students transferring from LATI must have a LATI GPA of "C" (2.0 on a 4.0 scale) and no course grade below a "C" (2.0 on a 4.0 scale).
2. In accordance with BOR policy 2:28, students must demonstrate satisfactory performance in writing, mathematics, reading and science reasoning as evidenced by receiving a passing score on all sections of the Collegiate Assessment of Academic Proficiency (CAAP) exam. In accordance with the Regental policy, students must sit for the exam during the semester in which they have completed 48 passed credit hours and must have completed a specified 18 credit hours of general education courses. To meet these requirements, the LATI graduates must enroll in and pass the specified 18 credit hours of general education courses during the first during the first two semesters of attendance at BHSU.

**IV. Obligations**

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

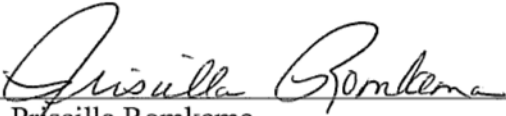
**VI. Incorporation of terms in master agreement.**


The parties have entered into the present agreement pursuant to the agreement of December 14, 2004, 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, the South Dakota School of Mines and Technology, South Dakota State University and the Black Hills State University. This agreement shall be subject to all terms and conditions stated in the December 14, 2004 agreement.

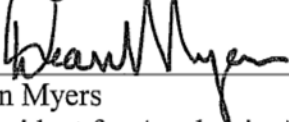
- VII. Effective Date of Agreement:** Start Date of the Fall 2005 Term at LATI and BHSU. The agreement applies to students who graduated from LATI in 2000 and subsequent years.

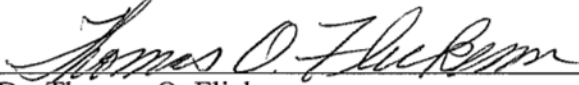
## VIII. Acceptance of Agreement:


**For Black Hills State University:**

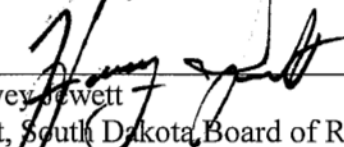
  
 \_\_\_\_\_ Date: 8-11-05  
 Dr. Priscilla Romkema  
 Chair, Department of Management and Marketing

  
 \_\_\_\_\_ Date: 8/16/05  
 Dr. Amin Sarkar  
 Dean, College of Business and Technology

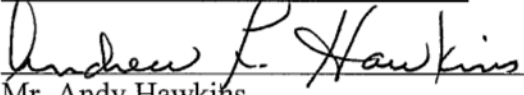
  
 \_\_\_\_\_ Date: 8-1-05  
 Dr. Dean Myers  
 Vice President for Academic Affairs

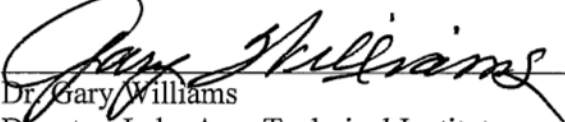
  
 \_\_\_\_\_ Date: 8-15-05  
 Dr. Thomas O. Flickema  
 President, Black Hills State University

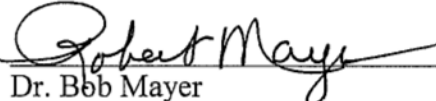
  
 \_\_\_\_\_ Date: 9-6-05  
 Dr. Tad Perry  
 Executive Director, South Dakota Board of Regents


  
 \_\_\_\_\_ Date: 9-8-05  
 Mr. Harvey Jewett  
 President, South Dakota Board of Regents

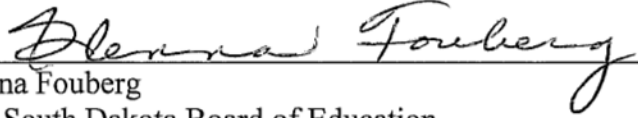
**For Lake Area Technical Institute:**

  
 \_\_\_\_\_ Date: 9-16-05  
 Mr. Andy Hawkins  
 Chair, Lake Area Technical Institute

  
 \_\_\_\_\_ Date: 9-16-05  
 Dr. Gary Williams  
 Director, Lake Area Technical Institute

  
 \_\_\_\_\_ Date: 9-16-05  
 Dr. Bob Mayer  
 Superintendent, Watertown Public School District

  
Date: 9/22/05  
Dr. Rick Melmer  
Secretary, South Dakota Department of Education

  
Date: 9/28/05  
Mrs. Glenna Fouberg  
President, South Dakota Board of Education