

# PROGRAM TO PROGRAM ARTICULATION AGREEMENT

Agreement with Respect to Applying the  
**MARKETING/MANAGEMENT/SALES**  
**Associate of Applied Sciences Degree Program**  
Towards the  
**MANAGEMENT MAJOR**  
**Bachelor of Business Administration Degree Program**

Between  
LAKE AREA TECHNICAL INSTITUTE  
and  
THE UNIVERSITY OF SOUTH DAKOTA

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## I. Parties

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

## 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 Management/Marketing/Sales an opportunity to earn a Bachelor of Business Administration degree with a major in Management.

## III. Academic Program

- A. Upon successful completion of the major requirements specified in III.B below, USD will accept **11 to 15** technical course credits from the A.A.S. degree in Management/Marketing/Sales for students majoring in Management. The number of technical credits accepted is determined by the student's choice of university Required Support Courses and General Education Courses. Students must successfully complete the A.A.S. degree in Management/Marketing/Sales from LATI prior to transferring to USD for the technical course credits to be accepted. General Education coursework is in addition to the 11 to 15 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 USD to earn a Bachelor of Business Administration degree (BBA) with a major in Management are outlined below.

Major requirements: 47 credits

1. BADM 310 Business Finance (3 credits)
2. BADM 321 Business Statistics II (3 credits)
3. BADM 323 Computer Analysis (3 credits)
4. BADM 350 Legal Environment of Business (3 credits)
5. BADM 369 Organizational Behavior & Theory (3 credits)
6. BADM 370 Marketing (3 credits)
7. BADM 425 Production Operations Research Management (3 credits)
8. BADM 482 Business Policy & Strategy (3 credits)
9. ECON choice from approved list: ECON 301, 330, 433, 441, 451 (302 pending BOR approval) (3 credits)
10. 300/400 level business electives from ECON, BADM, ACCT, or HSAD prefix (20 credits)

Required Support Courses: 16-17 credits

1. ACCT 210 Principles of Accounting I\* (3 credits)
2. ACCT 211 Principles of Accounting II\* (3 credits)
3. ECON 202 Principles of Macroeconomics\*\* (3 credits)
4. BADM 220 Business Statistics (3 credits)
5. MATH 121 Survey of Calculus (4 credits) or MATH 123 Calculus I (5 credits)

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

\*\*Students may take ECON 202 at LATI.

General Education/Institutional Graduation Requirement Courses: 39-42 credits

1. Must include ECON 201 Principles of Microeconomics (3 credits)
2. Must include ENGL 205 Business Writing (3 credits)
3. The remaining 33-36 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.

Electives: 11 Upper Level credits

**Total number of credits at USD: USD: 113-117**

**Transfer credits from LATI: 11 - 15\***

**Total credits required: 128**

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

Additional requirements:

1. Students transferring from LATI must have a cumulative 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 two semesters of attendance at USD.

**IV. Obligations**

Both parties agree to confer with each other on a yearly basis regarding changes in curricula involved in 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 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 University of South Dakota. 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 USD. The agreement applies to students who graduated from LATI in 2000 and subsequent years.

**VIII. Acceptance of Agreement:**

For The University of South Dakota:

Tom Dawes Date: 6/7/05  
Mr. Tom Davies  
Associate Dean, School of Business

Michael J. Keller Date: 6/7/05  
Dr. Michael J. Keller  
Dean, School of Business

Royce C Engstrom Date: 6/10/05  
Dr. Royce Engstrom  
Provost & Vice President for Academic Affairs

James W. Abbott Date: 6-17-05  
Mr. James Abbott  
President, University of South Dakota


Robert T. Tad Perry Date: 6-27-05  
Dr. Robert T. Tad Perry  
Executive Director, South Dakota Board of Regents

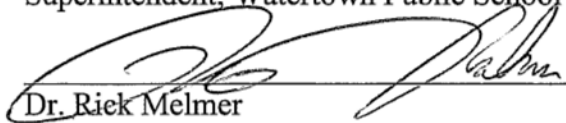
Harvey Jewett Date: 7/09/05  
Mr. Harvey Jewett  
President, South Dakota Board of Regents

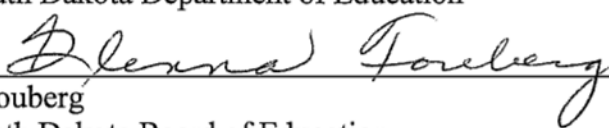
For Lake Area Technical Institute:

Andrew P. Hawkins Date: 7-26-05  
Mr. Andy Hawkins  
Chair, Lake Area Technical Institute

Gary Williams Date: 7-26-05  
Dr. Gary Williams  
Director, Lake Area Technical Institute

  
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Date: 7-26-05  
Dr. Bob Mayer  
Superintendent, Watertown Public School District

  
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Date: 9/18/05  
Dr. Riek Melmer  
Secretary, South Dakota Department of Education

  
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Date: 9/17/05  
Ms. Glenna Fouberg  
President, South Dakota Board of Education