

PROGRAM TO PROGRAM ARTICULATION AGREEMENT

Agreement with Respect to Applying the
MARKETING
Associate of Applied Sciences Degree Program
Towards the
BUSINESS ADMINISTRATION MAJOR
Bachelor of Science Degree Program

Between
SOUTHEAST TECHNICAL INSTITUTE
and
BLACK HILLS STATE UNIVERSITY

I. Parties

The parties to this agreement are Southeast Technical Institute (STI) 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 STI students who have completed the A.A.S. degree in Marketing an opportunity to earn a Bachelor of Science in Business Administration degree.

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 for students majoring in Business Administration. Students must successfully complete the A.A.S. degree in Marketing from STI 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 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 six business courses at the 300/400 levels from ACCT, BADM, ECON, HRM, HSAD, MIS, THM.

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. STI graduates must take the examination the semester after which they complete the Regental System General Education Requirements in written and oral communication but no later than the third semester of enrollment at the university.

Business Electives: 12 Credits

Choose four courses from the 300/400 levels from ACCT, BADM, ECON, HRM, HSAD, MIS, THM with a maximum of 6 hours per subject area.

Total number of credits at BHSU: 119

Transfer credits from STI: 9*

Total credits required: 128

*Transferable general education course credits can be completed at STI.

Additional requirements:

1. Students transferring from STI must have a STI 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 STI graduates must enroll in and pass the specified 18 credit hours of general education courses 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 STI agreement.

V. Modification

This agreement may be modified from time to time by the South Dakota Board of Regents and Southeast 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.

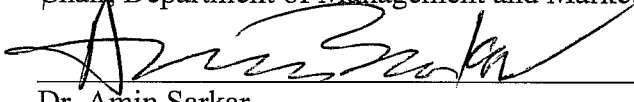
The parties have entered into the present agreement pursuant to the agreement of December 13, 2005, between the South Dakota Board of Education on behalf of Southeast Technical Institute and the South Dakota Board of Regents on behalf of Black Hills State University, Dakota State University, Northern 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 13, 2005 agreement.

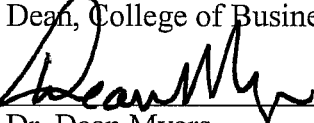
VII. Effective Date of Agreement: Start Date of the Fall 2006 Term at STI and USD.
The agreement applies to students who graduated from STI in 2000 and subsequent years.

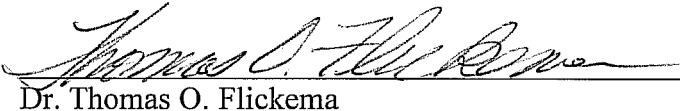
VIII. Acceptance of Agreement:

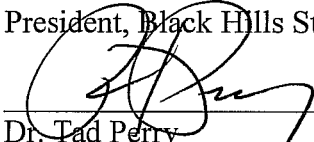
For Black Hills State University:

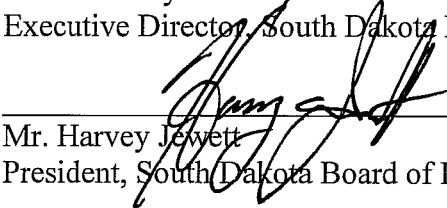

Date: 3/31/06
Dr. Priscilla Romkema
Chair, Department of Management and Marketing


Date: 3/31
Dr. Amin Sarkar
Dean, College of Business and Technology

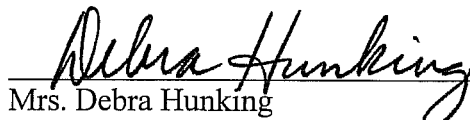

Date: 4/4/06
Dr. Dean Myers
Vice President for Academic Affairs

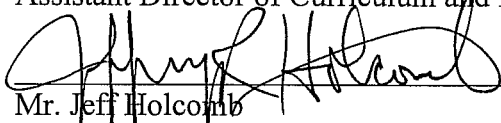

Date: 4-5-06
Dr. Thomas O. Flickema
President, Black Hills State University


Date: 4-12-06
Dr. Tad Perry
Executive Director, South Dakota Board of Regents


Date: 4/19/06
Mr. Harvey Jewett
President, South Dakota Board of Regents

For Southeast Technical Institute:

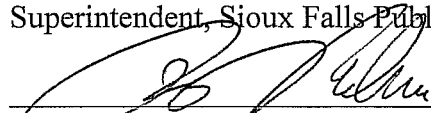

Date: 5-3-06
Mrs. Debra Hunking
Assistant Director of Curriculum and Instruction


Date: 5-4-06
Mr. Jeff Holcomb
Director, Southeast Technical Institute



Dr. Pam Homan
Superintendent, Sioux Falls Public School District

Date: 5-6-06



Dr. Rick Melmer
Secretary, South Dakota Department of Education

Date: 6/1/06



Dr. Kelly Duncan-Clark
President, South Dakota Board of Education

Date: 5-15-06

ADDENDUM

PROGRAM TO PROGRAM ARTICULATION AGREEMENT

Agreement with Respect to Applying the

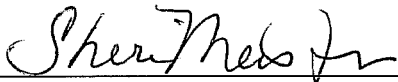
Marketing
Associate of Applied Sciences Degree Program
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Business Administration
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Between
Southeast Technical Institute
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Black Hills State University

Acceptance of Agreement:

For Southeast Technical Institute:



Ms. Sheri Meister, President
Sioux Falls School District School Board

Date: 6/23/06