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OCT 23 2007

PROGRAM TO PROGRAM ARTICULATION AGREEMENT  
BOARD OF REGENTS

Agreement with Respect to Applying the  
**BUSINESS ADMINISTRATION**  
Associate of Applied Sciences Degree Program  
Towards the  
**BANKING AND FINANCIAL SERVICES MAJOR**  
Bachelor of Science Degree Program

Between

SOUTHEAST TECHNICAL INSTITUTE  
and

NORTHERN STATE UNIVERSITY

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**I. Parties**

The parties to this agreement are Southeast Technical Institute (STI) and Northern State University (NSU).

**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 Business Administration an opportunity to earn a Bachelor of Science degree with a major in Banking and Financial Services.

**III. Academic Program**

- A. Upon successful completion of the major requirements specified in III.B below, NSU will accept **twenty three (23)** technical course credits from the A.A.S. degree in Business Administration for students majoring in Banking and Financial Services. Students must successfully complete the A.A.S. degree in Business Administration from STI prior to transferring to NSU for the technical course credits to be accepted. General Education

coursework is in addition to the twenty three (23) 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 NSU to earn a Bachelor of Science degree with a major in Banking and Financial Services are outlined below.

Major requirements: 22 credits

|          |   |
|----------|---|
| BADM 220 | Business Statistics (3 credits)           |
| BADM 284 | Career Planning (1 credit)                |
| BADM 310 | Business Finance (3 credits)              |
| BADM 350 | Legal Environment of Business (3 credits) |
| BADM 360 | Organization and Management (3 credits)   |
| BADM 370 | Marketing (3 credits)                     |
| BADM 457 | Business Ethics (3 credits)               |
| BADM 482 | Business Policy & Strategy (3 credits)    |

Banking & Financial Services: 21 credits

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| BADM 312, Introduction to Banking (2 credits)          |
| BADM 342, Introduction to Trust Management (2 credits) |
| BADM 353, Regulation and Compliance (2 credits)        |
| BADM 410, Banking and Financial Analysis (2 credits)   |
| BADM 434, Consumer Lending (2 credits)                 |
| BADM 446, Community Banking Issues (2 credits)         |
| BADM 449, Commercial Lending (2 credits)               |
| BADM 494, Internship (1 credit)                        |
| ECON 330, Money and Banking (3 credits)                |
| Choose one of the following courses: (3 credits)       |
| BADM 351, Business Law                                 |
| BADM 411, Investments                                  |
| BADM 431, Risk Analysis and Insurance                  |
| BADM 440, International Financial Management           |

Required Support Courses: 21 credits

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|--|
| ACCT 210 Principles of Accounting I * (3 credits)  |
| ACCT 211 Principles of Accounting II* (3 credits)  |
| BADM 244 Business Communications (3 credits)       |
| ECON 202 Principles of Macroeconomics (3 credits)  |
| MIS 205 Advanced Computer Applications (3 credits) |
| MIS 325 Management Information Systems (3 credits) |
| ELECTIVE: Choose one of the following (3 credits)  |
| a) ECON 301 Intermediate Microeconomics            |
| b) ECON 302 Intermediate Macroeconomics            |
| c) ECON 304 Managerial Economics                   |
| d) ECON 441 International Trade                    |

\*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. The remaining 38 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 first semester of enrollment at the university.

General Electives: 0 credits

**Total number of credits at NSU: 105**

**Transfer credits from STI: 23**

**Total credits required: 128**

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

Additional requirements:

1. Students transferring from STI 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.
3. 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 NSU.

#### **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 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.

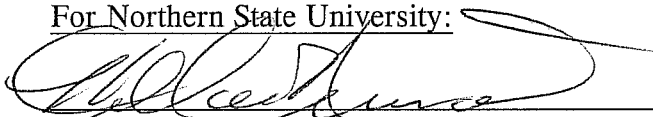
**VI. Incorporation of terms in master agreement.**

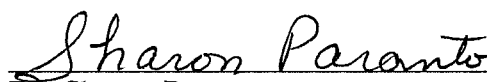
The parties have entered into the present agreement pursuant to the agreement of July 1, 1999 – June 30, 2006, between the South Dakota Board of Education on behalf of Southeast Technical Institute and the South Dakota Board of Regents on behalf of Black Hills State University, Dakota State University, 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 July 1, 1999 – June 30, 2006 agreement.

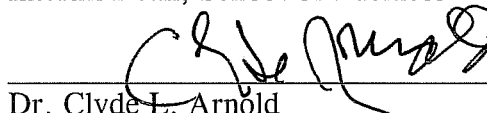
**VII. Effective Date of Agreement:** Start Date of the Fall 2007 Term at STI and NSU. The agreement applies to students who graduated from STI in 2000 and subsequent years.

**VIII. Acceptance of Agreement:**

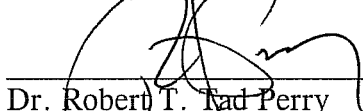
For Northern State University:

  
Date: 8/07/07  
Dr. Hillar Neumann, Jr.  
Coordinator, Department of Economics and Finance

  
Date: 7/20/07  
Dr. Sharon Paranto  
Interim Dean, School of Business

  
Date: 8/8/07  
Dr. Clyde L. Arnold  
Provost/Vice President for Academic Affairs

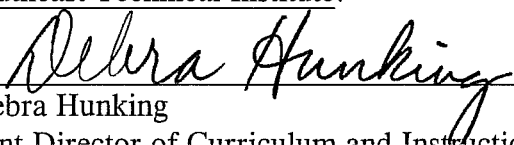
  
Date: 8/13/07  
Dr. Patrick J. Schloss  
President, Northern State University

  
Date: 8-16-07  
Dr. Robert T. Tad Perry  
Executive Director, South Dakota Board of Regents

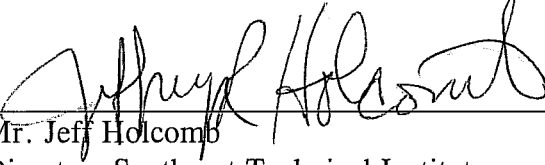
  
\_\_\_\_\_  
Mr. Harvey Jewett  
President, South Dakota Board of Regents

Date: 8/28/07

For Southeast Technical Institute:

  
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Ms. Debra Hunking  
Assistant Director of Curriculum and Instruction

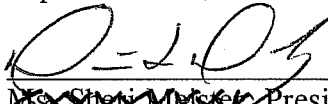
Date: 9/19/07

  
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Mr. Jeff Holcomb  
Director, Southeast Technical Institute

Date: 9-19-07

  
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Dr. Pam Homan  
Superintendent, Sioux Falls Public School District

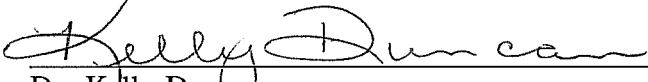
Date: 9-21-07

  
~~Mr. Steven Meyer~~ Darin Dabuy  
\_\_\_\_\_  
~~Mr. Steven Meyer~~ President  
Sioux Falls School District School Board

Date: 9-24-07

  
\_\_\_\_\_  
Dr. Rick Melmer  
Secretary, South Dakota Department of Education

Date: 10/12/07

  
\_\_\_\_\_  
Dr. Kelly Duncan  
President, South Dakota Board of Education

Date: 10/17/07