

# **PROGRAM TO PROGRAM ARTICULATION AGREEMENT**

with Respect to Applying the **Sales and Marketing Management  
Associate of Applied Science Degree Program**

Towards the  
**Economics Major – Business Specialization  
Bachelor of Science Degree Program**

Between  
Iowa Lakes Community College (ILCC)  
and  
SOUTH DAKOTA STATE UNIVERSITY (SDSU)

## **I. Parties**

The parties to this agreement are South Dakota State University (SDSU), Brookings, SD and Iowa Lakes Community College, Estherville, IA.

## **II. Purpose**

The purpose of this agreement is to:

- A. have a signed agreement that addresses the varying needs of students and complementary nature of the institutions' programs;
- B. provide increased educational opportunities for students from the region;
- C. extend and clarify educational opportunities for students; and
- D. provide ILCC students who have completed a Sales and Marketing Management Associate of Applied Science degree an opportunity to earn a Bachelor of Science degree with a major in Economics with a Business Specialization.

## **III. Academic Program**

- A. Upon successful completion of the requirements specified below, SDSU will accept 60 technical credits from ILCC's Associate of Applied Science degree in Sales and Marketing Management for students majoring in Economics with a Business Specialization. Students must successfully complete the A.A.S. degree in Sales and Marketing Management from ILCC prior to transferring to SDSU for this agreement to apply. Students must meet all South Dakota 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 degree with a major in Economics with a Business Specialization are outlined below.

Major and Support Course Requirements: minimum 54 credits from the approved list of courses in the SDSU Bulletin

1. ACCT 211 - Principles of Accounting II (3 credits)
2. BADM 101 - Survey of Business (3 credits)
3. BADM 310 - Business Finance (3 credits)
4. BADM 350 - Legal Environment of Business (3 credits)
5. BADM 360 - Organization and Management (3 credits)
6. BADM 370 - Marketing (3 credits)
7. BADM 424 - Operations Research (3 credits)
8. or ECON 423 - Introduction to Econometrics
9. BADM 460 - Human Resource Management (3 credits)
10. BADM 482 - Business Policy and Strategy (3 credits)

11. CSC/MGMT 325 - Management Information Systems (3 credits)
12. ECON 201 - Principles of Microeconomics (3 credits)
13. ECON 301 - Intermediate Microeconomics (3 credits)
14. ECON 302 - Intermediate Macroeconomics (3 credits)
15. ENGL 379 - Technical Communication (3 credits)
16. STAT 281 - Introduction to Statistics (3 credits)
17. ACCT/BADM/ECON/MGMT Upper-division Electives: 15

System General Education Graduation Requirements (SGRs): minimum 9 credits from the approved list of courses in the SDSU Bulletin

1. Goal #1 Written Communication: ENGL 201, Composition II (3 credits)
2. Goal #4 Arts and Humanities/Diversity non PHIL course from approved list (3 credits)
3. Goal #6 Natural Sciences (3 credits)

SDSU's Institutional Graduation Requirements (IGRs): minimum 5 credits, all of which should be met at ILCC

1. IGR Goal #1 First Year Seminar: ECON 109 or UC 209 (2 credits)
2. IGR Goal #2 Cultural Awareness and Social and Environmental Responsibility: (3 credits from approved list)

College of Arts & Sciences Requirements minimum 3 credits

1. At least 10 credits of natural sciences: at least two laboratory science courses to complete the goal; at least two different science disciplines to complete the goal; *SGR #6 science from may be applied toward this requirement.*
2. At least 33 credits must be upper-division (300 or higher) courses.
3. A minor or second major or teaching specialization: *Satisfied in full by completion of the A.A.S. degree in Sales and Marketing Management at ILCC.*
4. Capstone course within major: BADM 482, Business Policy and Strategy (3 credits)

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

**Total minimum number of credits at SDSU: 77 \*\*\***

**Transfer Block credits from ILCC: 60**

**Total credits required: 120**

\*\*\* Transferable general education course credits may be completed at ILCC, and would reduce the number of general education credits at SDSU. However, no more than 60 credits total can be transferred from ILCC to SDSU.

Additional requirements:

- a. Students transferring from ILCC must have a cumulative GPA of "C" (2.0 on a 4.0 scale). Any course taken at ILCC with a grade below a "C" (2.0 on a 4.0 scale) must be retaken at SDSU if required for the SDSU Economics Major – Business Specialization
- b. 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. The exam must be taken during the first semester of enrollment at SDSU.

#### **IV. Obligations**

Both parties agree to confer with each other on a regular 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 Iowa Lakes Community College. 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**

This agreement will go into effect at the start of the Fall 2016 semester term at ILCC and SDSU.

**VII. Acceptance of Agreement**

For South Dakota State University:

  
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Date: 2/24/17  
Dr. Dennis Papini  
Dean, College of Arts and Sciences

  
\_\_\_\_\_  
Date: 2-24-2017  
Dr. Dennis Hedge  
Provost and Vice President for Academic Affairs

For Iowa Lakes Community College:

  
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Date: 2-15-17  
Valerie Newhouse  
President