

**PROGRAM TO PROGRAM ARTICULATION AGREEMENT**

Agreement with Respect to Applying the  
**Associate of Applied Sciences Degree Program in**

**Marketing and Management**  
Towards the  
**Economics Major (Business Specialization)**  
**Bachelor of Science Degree Program**

Between  
LAKE AREA TECHNICAL INSTITUTE  
and  
SOUTH DAKOTA STATE UNIVERSITY

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**I. Parties**

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

**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 institution's programs;
- B. provide increased educational opportunities for students from South Dakota and the region;
- C. extend and clarify educational opportunities for students; and
- D. provide LATI students who have completed the A.A.S. degree in Marketing and Management an opportunity to earn a Bachelor of Science degree with a major in Economics and specialization in Business at SDSU.

**III. Academic Program**

- A. Upon successful completion of the major requirements specified in III.B., as indicated below, SDSU will accept 27 technical course credits from the A.A.S. degree in Marketing and Management. Additional transferable system general education credits may be earned at LATI, but no more than 60 credits total may be transferred from LATI to SDSU. Students must meet all 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 and Business specialization are outlined below.

System General Education Requirements (SGRs) and Institutional Graduation Requirements (IGRs): 35 credits (this number can be reduced by completion of transferable general education courses at LATI)

1. SGR Goal #1: Written Communication. Must include ENGL 101 Composition I (3 credits) ENGL 201 Composition II (3 credits)
2. SGR Goal #2: Oral Communication. Must include SPCM 101 Fundamentals of Speech (3 credits)
3. SGR Goal #3: Social Sciences/Diversity. Must complete 6 credits in 2 disciplines from the approved list in SDSU Bulletin.
4. SGR Goal #4: Humanities and Arts/Diversity. Must complete 6 credits in 2 disciplines (or a sequence of foreign language courses) from the approved list in SDSU Bulletin
5. SGR Goal #5: Mathematics. Must complete 3 credits from the approved list in SDSU Bulletin
6. SGR Goal #6: Natural Sciences. Must complete 6 credits from the approved list in SDSU Bulletin
7. IGR Goal #1: First Year Experience. Must complete 2 credits from the approved list in SDSU Bulletin.
8. IGR Goal #2: Cultural Awareness and Social and Environmental Responsibility. Must complete 3 credits from the approved list in SDSU Bulletin.
9. Globalization Requirement: One course from the Globalization list provided in the SDSU Bulletin must be completed
10. Advanced Writing Requirement: Will be satisfied by completion of required course ENGL 379 Technical Communication

Major and Support Course Requirements: 49-50 credits

1. ECON 301 Intermediate Microeconomics (3 credits)
2. ECON 302 Intermediate Macroeconomics (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 460 Human Resource Management (3 credits)
8. BADM 482 Business Policy and Strategy (3 credits)
9. CSC 325 Management Information Systems (3 credits)
10. ENGL 379 Technical Communication (3 credits)
11. MATH 121 Survey of Calculus (5 credits) or MATH 123 Calculus I (4 credits)
12. STAT 281 Introduction to Statistics (3 credits)
13. Any 300 or 400 level course prefixed ECON except ECON 494 (3 credits)
14. Any 300 or 400 level courses prefixed ACCT, AGEC, BADM, ECON, ENTR, or MGMT (9 credits)

Elective credits: as needed to reach 120 total credits.

**Total minimum number of credits at SDSU: 93\***

**Total number of credits from LATI: 27\***

**Total minimum credits required: 120**

\*Transferrable general education course credit can be completed at LATI.

Additional Requirements:

1. Students transferring from Lake Area Technical Institute 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. 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 yearly basis regarding changes in curricula involved in this articulation agreement.

**V. Modifications**

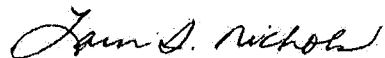
This agreement may be modified from time to time by the South Dakota Board of Regents and Lake Area Technical Institute with approval from the South Dakota Board of Education. Modifications may not diminish the entitlements enjoyed by students who have already attended classes delivered under the terms 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 Watertown 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, South Dakota School of Mines & 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**

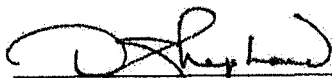
Start Date of Summer 2013 Terms at LATI and SDSU. The agreement applies to students who graduated from LATI within the 10 years immediately prior to application and admission into SDSU.

**VIII. Acceptance of Agreement  
For South Dakota State University**Date: 2-21-2013

Dr. Laurie Nichols  
Provost and Vice President for Academic Affairs

Date: 5/21/13

Jack Warner  
Executive Director, South Dakota Board of Regents

**For Lake Area Technical Institute**Date: 20 February 2013

Deborah Shephard  
President, Lake Area Technical Institute