

PROGRAM ARTICULATION TABLE

Check if the sending program _____ or the receiving program _____ is new.

SMSU Campus Remote online only Remote site only Remote site/Online

	College (sending)	University (receiving)
Institution	Southeast Technical Institute	Southwest Minnesota State University
Program name	Business Administration	Management
Award Type (e.g., AS)	A.A.S.	B.A.S.
Credit Length	64	120
CIP code (6-digit)		
Describe program admission requirements (if any)		

Instructions

- List all required courses in both academic programs.
- MnTC goal areas transfer to the receiving institution according to the goal areas designated by the sending institution.
- Do not indicate a goal area for general education courses that are not part of the MnTC.
- For restricted or unrestricted electives, list number of credits.
- Credits applied: the receiving institution course credit amount may be more or less than the sending institution credit amount. Enter the number of credits that the receiving institution will apply toward degree completion.
- Show equivalent university-college courses on the same row to ensure accurate DARS encoding.
- Equiv/Sub/Wav column: If a course is to be encoded as equivalent, enter Equiv. If a course is to be accepted by the university as a "substitution" only for the purposes of this agreement, enter Sub. If a course requirement is waived by the receiving institution, enter Wav. If a course is to be accepted by the university as a MnTC goal area, restricted elective or unrestricted elective, leave the cell blank.

(To add rows, place cursor outside of the end of a row and press enter.)

SECTION A - Minnesota Transfer Curriculum-General Education

College (sending)					University (receiving)						
Minnesota Transfer Curriculum-General Education											
Course prefix	number	name	Goal(s)	Credits	Course prefix	number	name	Goal(s) ¹	Credits Applied	Equiv, Sub, Wav	
SSS	100	Student Success Sem		2	LEP	101	1st Year Seminar	0	2		
MATH	100	College Math		3	MATH	101	Great Ideas of Math	4	3		
ENGL	101T	Composition		3	ENG	151	Academic Writing	1	3		
SPCM	101T	Fund of Speech		3	COMM	110	Essentials of Spkg & List	1	3		
		Social Studies Req.		3			MnTC Goal 5	5	3		
								0	0		
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								0	0		
								0	0		
					MnTC Courses to reach Min of 40 credits and 10 goal areas					26	
MnTC/General Education Total				14							

Special Notes, if any:

SECTION B - Major, Emphasis, Restricted and Unrestricted Electives or Other

(pre-requisite courses, required core courses, required courses in an emphasis, or electives (restricted or general) within the major). Restricted electives (in Major) fulfill a specific requirement within a major. Example A: "Chose two of the following three courses;" Example B: A Biology degree may require 40 science credits (20 credits of required courses + 20 credits of listed related courses, such as botany, genetics, sociobiology, etc. which students can select).

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses										
Major or Emphasis Courses										
	Course prefix	number	name	Credits		Course prefix	number	name	Credits Applied	Equiv, Sub, Wav
	BUS	101	Foundations of Business	3		MGMT	101	Introducation to Management	3	
	CIS	105	Introduction to Computers	3		MGMT	221	Computer Concepts & Applications	3	
	MKT	120	Principles of Marketing	3		MKTG	301	Principles of Marketing	3	
	MKT	160	Principles of Selling	3		MKTG	331	Professional Selling	3	
	BUS	130	Business Communications	3				Technical Elective	3	
	BUS	212	Human Resource Mgmt	3				Technical Elective	3	
	ACCT	210	Principles of Accounting I	4		ACCT	211	Principles of Accounting I	4	
	BUS	180	Pers & Professional Life Skills	3				Technical Elective	3	
	BUS	210	Supervisory Management	3				Technical Elective	3	
	ACCT	211	Principles of Accounting II	4		ACCT	212	Principles of Accounting II	4	
	BUS	217	Customer Service	3				Technical Elective	3	
	MKT	285	Social Media	3				Technical Elective	3	
			4 Technical Electives Required							
			SMSU Recommendations Are							
	BUS	140	Business Law I	3		BLAW	305	Business Law I	3	
	MKT	160	Principles of Selling	3		MKTG	331	Professional Selling	3	
			Technical Elective	3				Technical Elective	3	
			Technical Elective	3				Technical Elective	3	
									0	
Major, Emphasis, Unrestricted Electives Total				50	Total College Credits Applied (sum of sections A and B)				64	
Special Notes, if any:										

SECTION C - University Requirements Completed After Transfer

	Major course prefix, number and name			Credits	
	Course prefix	number	name		
Total Major Credits completed 27	ECON	201	Principles of Microeconomics	3	
	ECON	202	Principles of Macroeconomics	3	
	FIN	230	Business Statistics	3	
	Start of Upper Division				
	FIN	350	Managerial Finances	3	
	MGMT	300	Management Principles	3	
	MGMT	350	Human Resources	3	
	MGMT	492	Business Policy	3	
	MGMT	495	Senior Exam	0	
	MGMT	330	Organizational Behavior & Theory	3	
	MGMT	332	Interpersonal Skills in Organizations		
	ECON	470	International Business & Econ	3	
	MGMT	323	Project Management		
	MGMT	333	Conflict Resolution		
	MGMT	420	Management Information Systems		
	MGMT	422	Production & Operation Management		
	MGMT	425	Supply Chain Management		
	MGMT	450	Diversity Management		
	MGMT	454	Labor Relations		
	MGMT	460	Leadership & Team Management		
	MGMT	491	Senior Seminar - Management		
	UPPER DIVISION (Major) ELECTIVE COURSE FROM APPROVED LIST				
	Total Upper Division complete by articulation				(18)
	Unrestrictive upper division elective to meet 40 credits				22
	MNTC Courses to reach Min of 40 credits and 10 goal areas				26
University unrestricted elective credits not counted elsewhere to meet 120 total credit requirement					
Total University Credits²				75	

Special Notes, if any:



SECTION D - Summary of Total Program Credits

College (sending) Credits		University (receiving) Requirements	
MnTC/General Education	14		
Major, Emphasis, Unrestricted Electives or Other	50		
Total College Credits	64	Total College Credits Applied	64
		Remaining credit to be taken at the university (receiving institution)	75
		Credits required to reach 120 total credits (Electives)	0
		Total Program Credits	139

Special Notes, if any:

¹ MnTC goal areas transfer to the receiving MnSCU college/university according to the goal areas designated by the sending college/university

² At least 40 of the required credits for the baccalaureate degree shall be at the upper-division level. If a lower division course is shown as equivalent to an upper division course, check with the university to determine if it will count toward the 40 required credits of upper division

College		Name	Signature	Date
Chief Academic Officer				
Vice President of Academic Affairs		Benjamin A Valdez		17 March 21
Title				
University		Name	Signature	Date
Chief Academic Officer				
Provost		Ross Wastvedt		3/17/2021
Title				
DARS Encoder		Pat Carmody		
Date when equivalencies were verified/encoded in DARS by the receiving MnSCU institution				

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Institution	Southeast Technical Institute	Southwest Minnesota State University
Program name	Business Administration	Management
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Credit Length	64	120