

**ARTICULATION AGREEMENT
BETWEEN**

**SOUTHEAST TECHNICAL INSTITUTE
AND
UNIVERSITY OF NORTHWESTERN – ST. PAUL**

This Agreement is entered into between **SOUTHEAST TECHNICAL INSTITUTE** (hereinafter sending institution), and **UNIVERSITY OF NORTHWESTERN – ST. PAUL** (hereinafter receiving institution).

The sending institution has established an **ASSOCIATE OF APPLIED SCIENCE IN BUSINESS (and related fields)**, and the receiving institution has established a **BACHELOR OF SCIENCE IN BUSINESS MANAGEMENT** and will facilitate credit transfer and provide a smooth transition from one related program to another. It is mutually agreed:

Admission and Graduation Requirements

- A. The receiving institution's admission and program admission requirements apply to both direct entry students and to students who transfer under this agreement.
- B. Students must fulfill the graduation requirements at both institutions.
- C. Students must complete the entire sending program and meet the receiving institution's admission requirements for the agreement to apply.

Transfer of Credits

- A. Courses will transfer as described in the attached Program Articulation Table.
- B. Students must meet all graduation and transfer requirements, as specified in the receiving institution's catalog.
- C. At the receiving institution, only 8 of the 9 credits of Social Sciences listed below are needed for the Social Science requirement in the General Education area.
- D. For a Bachelor's or Associate degree, a minimum of 30 credits must be earned at Northwestern (excluding credits earned by examination and/or prior learning).
- E. A minimum of 50 percent of major and minor course work must be completed at Northwestern.
- F. A minimum of 40 credits must be from upper-level (3000 and above) courses to comply with the Minnesota Office of Higher Education.
- G. Coursework earned at other post-secondary institutions may be accepted by University of Northwestern subject to review and approval by the Registrar.
- H. Coursework with grades of "C-" or higher may be transferable to Northwestern and applied to a Northwestern academic program to the extent that they fit degree or certificate requirements. (Note: Only the credits, not the grades, of transferable courses may be applicable.)
- I. Receiving Institution's General Education: The number of general education credits needed for completion will vary depending on what sending institution students choose to complete. Some sending institution courses may be the equivalent of the receiving institution's Written Communication, Oral Communication, Social Sciences, Humanities, and Sciences and Mathematics requirements.

Implementation and Review

- J. The Chief Academic Officers or designees of the parties to this agreement will implement the terms of this agreement, including identifying and incorporating any changes into subsequent

agreements, assuring compliance with system policy, procedure and guidelines, and conducting a periodic review of this agreement.

- K. This Articulation Agreement is effective on 05/20/2019 and shall remain in effect until the end date of 05/20/2024 or for five years, whichever occurs first, unless terminated or amended by either party with 90 days prior written notice.
- L. Both institutions shall work with students to resolve the transfer of courses should changes to either program occur while the agreement is in effect.
- M. This Articulation Agreement will be reviewed by both parties beginning 12/01/2023 (within six months of the end date).

Terms and Conditions

- A. Students will pay University of Northwestern - Sioux Falls tuition rate that is subject to annual review.
- B. Both University of Northwestern and Southeast Technical Institute may at any time initiate changes to this articulation agreement. Both institutions reserve the right to modify programs if necessary and agree to inform the appropriate individuals of said changes.

PROGRAM ARTICULATION TABLE		
	Institution (Sending)	Institution (Receiving)
Institution	Southeast Technical Institute	University of Northwestern – St. Paul
Program Name	Associate of Applied Science in Business Administration (and related fields)	Bachelor of Science in Business Management
Award Type (e.g., AS)	AAS	BS
Credit Length	Varies, 63-68	125
CIP code (6-digit)	52.0101	52.0201
Describe Program Admission Requirements (if any)	N/A	<p>The following criteria are applied when admitting adult undergraduate students:</p> <ol style="list-style-type: none"> 1. Evidence of a Christian faith commitment. 2. Willingness to abide by the conduct expectations as outlined in the “Declaration of Christian Community.” 3. Likelihood of academic success at Northwestern. 4. Three years of post-high school work/life experience. 5. Minimum cumulative GPA of 2.00 (on a 4.00 scale) from all previous college work. 6. Submission of an application and required essay(s). 7. Submission of an official high school transcript or an official GED certificate if fewer than 60 college credits are being transferred into the degree.

		<p>8. Submission of all official transcripts from postsecondary institutions at which the applicant was previously registered whether or not transferable credits were earned.</p> <p>9. Ability to demonstrate English language proficiency (see complete policy for requirements).</p> <p>Certain programs may have additional admission requirements, stipulations, or restrictions. Exceptions to admission criteria may be made by the Dean of GOAL in consultation with Admissions.</p>
--	--	---

SECTION A – Transfer Curriculum – General Education			
Institution (Sending)		Institution (Receiving)	
Course Information	Credits	Course Information	Credits Applied
ENGL 101T Composition	3	ENG1109 Composition and Editing	3
MATH 100 College Math	3	MAT1000 Mathematics Elective	3
SPCM 101T Fundamentals of Speech	3	SPE1079 Fundamentals of Public Speaking	3
PSYC 100 Psychology at Work	3	PSY1000 Psychology Elective	3
PSYC 101T General Psychology	3	PSY1009 General Psychology	3
SOC 150T Social Problems	3	SOC1000 Sociology Elective	3


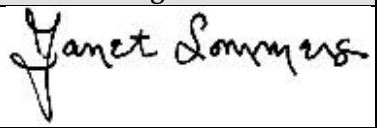
SECTION B – Transfer Curriculum – Major			
Institution (Sending)		Institution (Receiving)	
Course Information	Credits	Course Information	Credits Applied
MKT 120 Principles of Marketing	3	BSM4061 Marketing	3
BUS 130 Business Communications	4	BSM4007 Professional Skills in Business	2
BUS 140 Business Law I	3	BSM4063 Business Law and Contracts	2

SECTION C – Remaining Institution (Receiving) Requirements	
Course Information	Credits
BSM4025 Business Ethics	2
BSM4030 Accounting	3
BSM4032 Finance	3
BSM4034 Management	3
BSM4043 International Business	2
BSM4050 Business Mathematics and Statistics	3
BSM4052 Macroeconomics	2
BSM4054 Microeconomics	2

BSM4065 Information Management	2
BSM4067 Corporate Strategies	3
ETH4021 Foundations for Ethics	2
ETH4023 Worldview and Ethics	2

Special Note:

Students are encouraged to talk with a receiving institution Admissions Counselor concerning transfer of credits.

College	Name	Signature	Date
Chief Academic Officer	Benjamin A. Valdez		17 May 2019
University	Name	Signature	Date
Chief Academic Officer	Janet B. Sommers		May 15, 2019
DARS Encoder			