

PROGRAM ARTICULATION AGREEMENT

between

Chesapeake College and Salisbury University

Associate of Arts Degree in Business Administration

to

Bachelor of Science Degree in Management

September 2018 through September 2023

This Program Articulation Agreement (“Agreement”), dated this 7th day of September 2018, is by and between Chesapeake College, a community college located in Wye Mills, MD, and Salisbury University, a constituent institution of the University System of Maryland (collectively, the “Parties” or “Institutions”). This Agreement sets forth the joint curricula and program requirements for the completion of the Associate of Arts Degree in Business Administration from Chesapeake College and the Bachelor of Science Degree in Management from Salisbury University.

RECITALS

Whereas, Chesapeake College and Salisbury University are committed to partnering to expand the educational opportunities and collaborative academic programming of their respective institutions; and

Whereas, the two Institutions are committed to providing a smooth transition for students wishing to earn an associate of arts degree and a baccalaureate degree; and

Whereas, the intent of the Institutions is to avoid duplication of curricula, where appropriate, within articulated programs of studies; and

Whereas, the Institutions agree that the educational growth of students and the economic development of the community is better served through cooperative educational planning and optimal utilization of community resources.

Therefore, this Agreement commits the Parties to full support of an articulation process to deliver coursework for students, resulting in the Associate of Arts degree from Chesapeake College and credit toward the Bachelor of Science degree at Salisbury University. The Parties agree to the following:

I. ACADEMIC REQUIREMENTS

- A. The Institutions agree to follow the joint program curriculum and course by course articulation delineated in Appendix 1, which is attached hereto and made a part of this Agreement.
- B. Both Institutions will cooperate toward developing, disseminating, and presenting the articulated program information to students.
- C. Students who have graduated from Chesapeake College must first apply to Salisbury University. Once a completed application is received, Chesapeake College graduates who have completed the associate's degree program in Business Administration, with a cumulative grade point average of 2.0 or higher will be granted admission to Salisbury University as a Management major.
- D. All articulated course credits applied towards satisfying the Management major requirements earned with a C or better will be accepted for transfer according to the articulation matrix in Appendix 1.
- E. Salisbury University shall provide a Checklist for students as a planning tool for completing coursework required for the Management major in Appendix 2, attached hereto and made a part of this Agreement.
- F. Students intending to transfer should apply for admission by the priority deadline for the semester for which they intend to enroll.
- G. Students are subject to all specific policies pertaining to students admitted to the Salisbury University baccalaureate degree program in Management.

II. TERM

- A. The term of this Agreement commences as of the date set forth in the introductory paragraph of this Agreement. This Agreement is based on the present curricula contained in this document and its appendices, and is effective for a five-year period from September 2018 to September 2023.
- B. Either party may terminate this Agreement with notice to the other Party, pursuant to Section III.G below. Upon termination or expiration of this Agreement, the Parties shall develop a process that will reasonably allow students admitted to and enrolled in joint programming to continue their studies.

III. GENERAL PROVISIONS

- A. Each Institution is responsible for the administration of its respective courses, including content, requirements, faculty and student services (to include, but not limited to, admissions, financial aid, class registration, etc.).
- B. When enrolled in a Salisbury University course, the student is subject to all policies and procedures applicable to Salisbury University students. When enrolled in a Chesapeake College course, a student is subject to all policies and procedures applicable to Chesapeake College students. Additional joint policies and procedures may be adopted and implemented at the discretion of both Parties.
- C. The Parties recognize that course scheduling beyond the associate's degree level resides exclusively with Salisbury University and will be coordinated with Chesapeake College by the designated Salisbury University representative. Where academic calendars differ, the partners will work together to coordinate class offerings and class schedules.
- D. The disclosure of information about individual students is limited by the federal Family Educational Rights and Privacy Act (FERPA). The Parties agree that release of student educational records to the other Party is conditioned upon the submission of a signed agreement by the student authorizing such release.
- E. The Parties shall publicize any joint offerings in their respective catalogs, website, and other materials as appropriate. Notwithstanding the foregoing, neither Party may use the names or marks of the other without the prior approval of the other Party.
- F. The Parties shall inform students in their respective programs of the complementary program opportunities available at each other's respective institution, support each other's marketing efforts toward the same, and encourage such students to apply to programs consistent with an individual student's interests.
- G. Notwithstanding anything in this Agreement to the contrary, both Parties retain full authority over their respective courses, programs, and requirements. Both Parties reserve the right to make changes to their respective courses, programs, and requirements. However, each Party shall give to the other reasonable notice and details of changes to this articulation Agreement and other changes in its courses, programs, and requirements that may affect this Agreement. Further, neither Party will terminate this Agreement at a time that would deter a "cohort-in-progress" from completing graduation within the originally designated timeframe.
- H. The Parties designate the following persons as their respective representatives to coordinate and manage the activities under this Agreement:

Chesapeake College:

David A. Harper, Jr.
Interim Vice President for
Workforce and Academic Programs
P.O. Box 8
Wye Mills, MD 21679
dharper@chesapeake.edu
(410) 822-5400 ext. 2326

Salisbury University:

Richard T. Wilkens
Associate Provost
Holloway Hall 242
1101 Camden Avenue
Salisbury, MD 21801
rwilkens@salisbury.edu
(410) 543-6022

- I. The designated representatives shall meet as needed, at a mutually agreeable time and location, to discuss various collaborations and other topics of interest to either Institution. A Party may change its representative by giving notice to the other party.
- J. Either institution may at any time recommend changes to this Agreement. Both Institutions reserve the right to modify the programs as deemed necessary and agree to inform the appropriate representatives of the other Institution of recommended changes. This Agreement may be modified only by a writing signed by both parties.
- K. All notices under this Agreement must be in writing; delivered in person, by U.S. mail or by email.
- L. Nothing in this Agreement is intended to form a joint venture between the Parties. Nothing in this MOU is intended to create rights or benefits for any person or entity other than the Parties.
- M. This Agreement integrates the entire agreement of the Parties and supersedes any and all prior and/or contemporaneous agreements between the Parties, written or oral, with respect to the subject matter of this Agreement.

IN WITNESS WHEREOF, the parties have caused this Agreement to be executed by their duly authorized officials.

Chesapeake College

Salisbury University

By: 

David Harper
Interim Vice President for
Workforce and Academic Programs

Date: 10/24/18

By: 

Karen L. Olmstead, Ph.D.
Interim Provost and Sr. Vice President
for Academic Affairs

Date: 10/22/18

APPENDIX 1

Articulation Matrix

The following matrix includes course equivalencies, including general education requirements and courses necessary to satisfy major requirements. The matrix also includes a recommended student curricular pathway to complete the Chesapeake College Associate of Arts degree and the Salisbury University Bachelor of Science degree requirements.

While the student is not required to take all courses in the precise order recommended in the articulation matrix, all course equivalencies described in the matrix and the manner in which they fulfill general education and major requirements at Salisbury University are binding. Students are strongly advised to seek appropriate advising with regard to the completion of requirements for the Associate of Arts degree, transition to Salisbury University, and completion of all requirements for the Bachelor of Science in Management degree.

Chesapeake College

CC Course Prefix	CC Course Number	CC Course Title	Business Administration	GenEd at CC	Semester	SU Course Prefix	SU Course Number	SU Course	Credits at SU	GenEd at SU	SU Degree Requirements	Notes	Credits Taken by Student
ENG 101		Composition	3	English Composition	Semester 1	ENGL 103		Composition	3	IA			15
PEL 103		Wellness for Life	3	Interdisciplinary/ Emerging Issues		FTWL 106		Lifelong Fitness & Wellness	3	V			
BUS 101		Introduction to Business	3			BUAD XXXX		Lower-level business elective	3				
CIS 109		Introduction to Computers	4			COSC 116		Introduction to Computer Systems	4	IVB			
COM 101		Fundamentals of Oral Communications	3	Arts and Humanities - COM 101 is required	Semester 2	CMAT 100		Fundamentals of Communication	3	IIIA	Lower Division/Pre-Professional Core (LDPC) (1 of 10)	*NOTE A: In order to be admitted into the Professional Program at SU, the student will need to attain a GPA of 2.50 in LDPC courses 1 through 8 as listed in this appendix.	14
ENG 102		Introduction to Literature	3	Arts and Humanities		ENGL LIT		Literature Course	3	IB		Course must not be in Communication Arts	
Art/Hum course XXX		Art/Humanity Course	3	Arts and Humanities		GENE HUM			3	IIIC			
Natural Science lab XXX		Natural Science Lab	4	BIO/Natural Sciences		GENE LAB			4	IVA (1 or 2)			
MAT 120		Applied Calculus	3	Mathematics	Semester 3	MATH 160 or 201		Intro to Applied Calculus or Calculus & Analytic Geometry I	3	IVC	LDPC (2 of 10)	Must have a C or higher see *NOTE A	15
FSC 101		Calculus & Analytic Geometry 1 Freshman Seminar	1						0			Does not transfer	
ECN 171		Principles of Macroeconomics	3	Social/ Behavioral Science		ECON 212		Macro-Economic Principles	3	IIIB	LDPC (3 of 10)	Must have a C or higher see *NOTE A	
ACC 103		Principles of Accounting 1	3			ACCT 201		Introduction to Financial Accounting	3		LDPC (4 of 10)	Must have a C or higher see *NOTE A	
MAT 204		Statistics	3		Semester 4	MATH 155		Modern Statistics with Computers	3		LDPC (5 of 10)	Must have a C or higher see *NOTE A	16
BUS 241		Business Law	3			ACCT 248		Legal Environment	3		LDPC (6 of 10)	Must have a C or higher see *NOTE A	
ECN 172		Microeconomics	3			ECON 211		Micro-Economic Principles	3		LDPC (7 of 10)	Must have a C or higher see *NOTE A	
ACC 104		Accounting 2	3			ACCT 202		Introduction to Managerial Accounting	3		LDPC (8 of 10)	Must have a C or higher see *NOTE A	
Social Science course XXX		Social Science course	3	Social/ Behavioral Science	Semester 4	GENE SSC		Social Science Gen Ed	3			(GenEd -- IIB, C redundant)	16
Natural Science lab XXX		Natural Science Lab	4	BIO/Natural Sciences		GENE LAB		Lab Science Gen Ed	4	IVA (2 or 2)		Must be from a different science discipline than the course used to fulfill the IVA slot above.	
101 or 102		United States History I	3			201 or 202		United States History I or United States History II	3	IIIA			
HIS 131 or 132		World Civilizations I or World Civilizations II	3			HIST 101 or 102		World Civilizations I or World Civilizations II	3	IIIA		See *NOTE B	

Salisbury University

CC Course Prefix	CC Course Number	CC Course Title	GenEd at CC	Semester	SU Course Prefix	SU Course Number	SU Course	Credits at SU	GenEd at SU	SU Degree Requirements	Notes	Credits Taken by Student
			51	Semester 5	MGMT	320	Management and Organizational Behavior	3		Upper Division/Professional Core (UDPC) (1 of 7)	3 of 30 cr. of upper-level Must have a C or higher	13
			29		MKTG	330	Principles of Marketing Management	3		UDPC (2 of 7)	6 of 30 cr. of upper-level Must have a C or higher	
					INFO	211	Information Systems Concepts for Management	3		LDPC (9 of 10)	Must have a C or higher	
					FINA	311	Financial Management	3		UDPC (3 of 7)	9 of 30 cr. of upper-level	
					BUAD	300	Personal and Professional Development for Business	1		UDPC (4 of 7)	Must have a C or higher 10 of 30 cr. of upper-level	
				Semester 6	MGMT	325	Business and Society	3		UDPC (5 of 7)	13 of 30 cr. of upper-level	15
					MGMT	422	Management of the Multinational Business	3		Management Specialization Requirements (MSR) (1 of 3)	16 of 30 cr. of upper-level Must have a C or higher	
					INFO	281	Intermediate Business Statistics	3		LDPC (10 of 10)	Must have a C or higher	
					MGMT	428 OR 350	Entrepreneurship or Human Resource Management	3		MSR (2 of 3)	19 of 30 cr. of upper-level	
					MGMT	425	Applied Organization Science	3		MSR (3 of 3)	22 of 30 cr. of upper-level Must have a C or higher	
				Semester 7	INFO	326	Operations Management	3		UDPC (6 of 7)	25 of 30 cr. of upper-level Must have a C or higher	16
					XXXX	XXXX	Management Specialization Elective	3		Management Specialization Electives (MSE) (1 of 3)	*NOTE C See Table 1 for selection of appropriate courses for the MSE. Must have a C or higher.	
					XXXX	XXXX	Management Specialization Elective	3		MSE (2 of 3)	28 of 30 cr. of upper-level See *NOTE C	
					BUAD or 490	MGMT	Internship	3		Internship Requirement	31 of 30 cr. of upper-level Must have a C or higher	

Associate of Arts Degree in Business Administration

Number of credits taken at CC

28 credits of general education to earn the Associate's degree.

- MANAGEMENT SPECIALIZATION ELECTIVES (3 courses)**
 Complete 3 from the following (circle courses taken):
- ACCT302 - Cost Accounting 3
 - BUAD345 - Purchasing and Materials Management 3
 - BUAD386 - Business in its Global Setting (Winter-travel) 3
 - BUAD396 - Business Studies Abroad 3
 - BUAD410 - Health Care Management and Marketing 3
 - INFO315 - Project Management 3
 - MGMT338 - Special Topics in Management 3
 - MGMT429 - Small Business Consulting 3
 - MGMT451 - Staffing Organizations 3
 - MGMT452 - Employee-Management Relations 3
 - MGMT453 - Compensation 3
 - MGMT454 - Negotiation 3
 - MGMT455 - Designing High-Performance Work Systems 3
 - MGMT456 - Employee Training and Development 3
 - MKTG407 - Sales Management 3

(other elective approved by department chair)

Table 1: Management Specializations

CC Course Prefix	CC Course Number	CC Course Title
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Associate of Arts Degree in Business Administration

GenEd at CC	Semester 7	Semester 8	GenEd at SU	SU Course	Credits at SU	SU Degree Requirements	Notes	Credits Taken by Student
				Elective XXX	4		*NOTE D: this free elective may be 3 or 4 credits. However, students must take enough elective credits to reach 120 overall credits. At least two of the four available free electives must be 4 credit course if the student follows this pathway; all students must complete 120 credits to graduate.	16
				MGMT 492	3	UDPC (7 of 7)	Must have a C or higher	16
				XXXX XXX	3	MSE (3 of 3)	Must have a C or higher	
				Elective XXX	4		see *NOTE D	
				Elective XXX	3		see *NOTE D	
				Elective XXX	3		see *NOTE D	

12	24
Total credits	
Credits at Taken at SU	60
Credits transferred from CC	60
Total credits	120

This should be 24 for the number of courses needed to complete the major

This should be 12 for the number of required courses to complete SU's Gen. Ed. requirements