

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	
101 or 102		United States History I	3			201 or 202		United States History I or United States History II	3	IIIA				*NOTE B: If student chooses a United States History Course in this slot, then student must choose World Civilizations I or II below. If student chooses World Civilizations I or II in this slot, then the student may choose from any of the remaining choices below.
HIS 131 or 132		World Civilizations I or World Civilizations II				HIST 101 or 102		World Civilizations I or World Civilizations II						
BUS 241		Business Law				ACCT 248		Legal Environment						
ECN 172		Microeconomics			ECON 211		Micro-Economic Principles							
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	GENE SSC		Social Science Gen Ed	3			(GenEd -- IIB, C redundant)			
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				See *NOTE B	
HIS 131 or 132		World Civilizations I or World Civilizations II			HIST 101 or 102		World Civilizations I or World Civilizations II							

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			
				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			
					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				
					MGMT	325	Business and Society	3		UDPC (5 of 7)	Must have a C or higher 13 of 30 cr. of upper-level				
					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	OR 350	Entrepreneurship or Human Resource Management	3		MSR (2 of 3)	19 of 30 cr. of upper-level Must have a C or higher				
					MGMT	425	Applied Organization Science	3		MSR (3 of 3)	22 of 30 cr. of upper-level Must have a C or higher				
				Semester 6	INFO	326	Operations Management	3		UDPC (6 of 7)	25 of 30 cr. of upper-level Must have a C or higher	15			
					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	Internship	3		Internship Requirement	31 of 30 cr. of upper-level Must have a C or higher				
					Semester 7									16	

Associate of Arts Degree in Business Administration

51 →

29 →

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

Number of credits taken at CC

- 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	GenEd at CC	SU Course Prefix	SU Course Number	SU Course	Credits at SU	GenEd at SU	SU Degree Requirements	Notes	Credits Taken by Student
			Semester 7	Elective XXX	Elective XXX	Elective	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
			Semester 8	MGMT 492	Strategic Management	3		UDPC (7 of 7)	Must have a C or higher		16
				XXXX XXX	Management Specialization Elective	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		

Salisbury University

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

12 24

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

Associate of Arts Degree in Business Administration		
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MANAGEMENT

MANAGEMENT AND MARKETING DEPARTMENT • PERDUE SCHOOL

2017-2018

Rev. 12/16

NAME: _____

ID#: _____

DATE: _____

THIS CHECKLIST IS AN UNOFFICIAL TOOL FOR PLANNING.

Unadvised students and advisors should consult the Academic Requirements Report in Guide below and after registering for classes each semester to track academic progress.

UNIVERSITY POLICIES

- Refer to the SU catalog for approved prerequisites and General Education courses.
- Requirements may not equal 120 credit hours. Students must register for additional elections to complete 120 credits required for graduation.
- All graduates must have a minimum of 30 credits of 300/400-level courses with C grade or above; at least 15 of these credits must be taken at SU.
- Students must have a minimum cumulative GPA of 2.0 for graduation.
- Students must complete at least 30 credit hours by direct classroom instruction and/or laboratory experience.
- Students must take 30 of the last 37 credit hours at SU.
- It is the student's responsibility to satisfy graduation requirements. Please refer to the SU catalog for detailed major requirements.
- Students must apply online for graduation by November 15 for May and by May 15 for December.

MANAGEMENT POLICIES & PROCEDURES

- A student with an intended management major will be classified in a pre-professional track until the student has applied to and been accepted in the management B.S. major.
 - Management majors must submit applications for admission to the Professional Program. No management student will be allowed to remain in 300/400 level Perdue School courses if s/he has not submitted this application.
 - All business courses need to be completed with a C grade or higher.
 - Lower division core, upper division core, major and special requirements may be repeated only once. Students desiring to repeat an SU course to improve a grade must repeat that course at SU.
 - Upper division major courses are to be taken at SU. A maximum of 6 credit hours of comparable courses may be approved if taken at AACSB (Association to Advance Collegiate Schools of Business) accredited schools.
 - For Additional Policies and Procedures: Please refer to the Salisbury University Catalog, under the management section.
- More information is also available online: www.salisbury.edu/mgmtmarketing

GENERAL EDUCATION REQUIREMENTS

Course No. & Title	#Credits	Grade	Term Completed
Group I: English Composition and Literature (2 courses)			
A. C or better in ENGL 103 or HONR 111	4	---	---
B. Liberal course (from other ENGL or HONR Depts.)	4	---	---
Group II: History (2 courses)			
A. HIST 101, 102, or 103	4	---	---
B. HIST 101, 102, 103 or a HIST course above 103	4	---	---
Group III: Humanities and Social Sciences (3 courses)			
A. Selection course from one of the following seven areas: ART, CHAT, DMAC or THEA, HONR, MUSC, PHIL, HONR 211			
FULFILLED BY MAJOR			
B. Selection course from one of the following eight areas: ANTH, CJDR, ECON or FINA, ENVR, Human GEOG, POSC, PSYC, SOCI, HONR 112			
FULFILLED BY MAJOR			
C. Select one course from either Group IIIA or IIIB (course must be from a different area than previously selected): 3/4			
Group IV: Natural Science, Math and Computer Science (4 courses)			
A. Select courses with laboratories from at least two of the following four areas: BIOL, CHEM, GEOL or Physical GEOG, PHYS			
4			
B. Selection additional course (need not be a lab) from Group IVA or EVNR or ENVR or COSC or MATH or HONR 212			
FULFILLED BY MAJOR			
C. Select one course from MATH			
FULFILLED BY MAJOR			
Group V: Health/Fitness (1 course)			
FNHL106 - Lifelong Fitness and Wellness	3	---	---

MAJOR REQUIREMENTS

Course No. & Title	#Credits	Grade	Term Completed
LOWER DIVISION/PRE-PROFESSIONAL CORE (10 courses)			
Complete the following:			
ACCT201* - Intro. to Financial Accounting	3	---	---
ACCT202* - Intro. to Managerial Accounting	3	---	---
ACCT208 - Legal Environment	3	---	---
ECON201 - Principles of Microeconomics	3	---	---
ECON202* - Principles of Macroeconomics	3	---	---
INFO211 - Information Systems Concepts	4	---	---
INFO207* - Intermediate Business Statistics	3	---	---
MATH155 - Modern Statistics	3	---	---
* These courses have prerequisites, some of which are part of the core. Please consult the catalog and/or Guide for course prerequisites.			
Complete 1 of the following (circle course taken):			
MATH160 - Applied Calculus	3	}	---
OR			
MATH201 - Calculus I	4		
Complete 1 of the following (circle course taken):			
CMAT100 - Fund. of Communication	4	}	---
OR			
CMAT260 - Fund. of Organizational Communication	4		



(Professional Program requirements are on the back)

ADMISSION REQUIREMENTS FOR THE PROFESSIONAL PROGRAM

- 25 credits completed in the pre-professional area – 12 of which must be MATH 155, MATH 160, ECON 211 or 212, ACCT 201 – and 13 more must be completed from INFO 211, CMAT 260 or 100, ACCT 248, ECON 212 or 211, ACCT 202, and INFO 281

	MATH 160 or 201	MATH 155	ECON 211 or 212	ACCT 201	
INFO 211	CMAT 260 or 100	ACCT 248	ECON 211 or 212 And 4 of the 6*	ACCT 202	INFO 281

* The remaining 2 courses must be completed in the first semester after being admitted to the Professional Program.

- A GPA of 2.5 or higher in the pre-professional core courses is required for admission into the Professional Program, including those courses taken at another institution. Additional students may be admitted by descending order of GPA (in pre-professional core courses) in numbers sufficient to maintain a quality student/faculty ratio. A GPA calculator is available to assist you online.
- Grades of C or higher must be earned in all pre-professional courses.
- Students may repeat each business course one time only. If students exceed repeats, they will not be admissible to the Professional Program.
- Students must have completed 56 total credit hours of college courses to be admitted into the Professional Program.
- Turn in applications by December 1 for Winter or Spring admission and May 1 for Fall admission.
- After admission to the Professional Program, complete any remaining pre-professional core courses with grades of C or better within the next 15 credit hours of study or be unenrolled from the Professional Program.

WEBSITES OF INTEREST

- **ABLE Internship:** www.salisbury.edu/pardon/studentervices/able/
- **Admission Information:** www.salisbury.edu/pardon/studentervices/advising/Admissions/
- **Advising:** www.salisbury.edu/pardon/studentervices/Advising.html
- **Campus Resources:** www.salisbury.edu/pardon/studentervices/Advising/students/campusresources.html
- **Changing/Adding a Major:** www.salisbury.edu/pardon/studentervices/changemajor.html
- **Changing/Adding a Minor:** www.salisbury.edu/pardon/studentervices/changeminor.html
- **Course Registration & Prerequisite Information:** www.salisbury.edu/pardon/studentervices/Advising/course_registration/
- **Tutoring Information:** www.salisbury.edu/achievement/tutoring/tutoring.html
- **More Questions? E-mail:** Studentbusiness@salisbury.edu

Course No. & Title	#Credits	Grade	Term Completed
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UPPER DIVISION/PROFESSIONAL CORE (7 courses)

FINA311* - Financial Management	3	_____	_____
INFO326* - Operations Management	3	_____	_____
MGMT320*** - Management and Organization Behavior	3	_____	_____
BUAD300 - Personal and Professional Development (coreq. MGMT 320)	1	_____	_____
MKTG330**** - Principles of Marketing Management	3	_____	_____
MGMT325 - Business and Society	3	_____	_____
MGMT492 - Strategic Management (final semester)	3	_____	_____

* Prerequisite to MGMT 492

** MGMT 320/MKTG330 are prerequisites to all upper division management/marketing coursework.

MANAGEMENT SPECIALIZATION REQUIREMENTS (3 courses)

Complete the following:

MGMT422 - Management of the Multinational Business	3	_____	_____
MGMT425 - Applied Organizational Science	3	_____	_____

Complete 1 of the following (circle course taken):

MGMT428 - Entrepreneurship	3	} _____	_____
or MGMT350 - Human Resource Management	3		

(Students taking both MGMT428 and MGMT350 may count the second as a management elective.)

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)

INTERNSHIP REQUIREMENT (1 course) (circle course taken):

BUAD490 - Business Internship	3	} _____	_____
or MGMT490 - Management Internship	3		