

**ACADEMIC PROGRAM ARTICULATION AGREEMENT BETWEEN
SALEM COMMUNITY COLLEGE
AND
STEVENSON UNIVERSITY REGARDING TRANSFER FROM A.S. BUSINESS
ADMINISTRATION TO B.S. BUSINESS ADMINISTRATION**

This Academic Program Articulation Agreement (“Agreement”) is entered into by and between **Salem Community College** (the “Sending Institution”) and Stevenson University the “Receiving Institution”) (collectively, the “Institutions”) to facilitate the transfer of academic credits from **A.S. in Business Administration** for the completion of the **B.S. in Business Administration** (the “Program(s)”).

A. Qualifying Students

This Agreement pertains to the transfer of “Qualifying Students”, *i.e.*, those students who:

1. Have successfully completed the program at the Sending Institution;
2. Are enrolled in the Sending Institution, in good standing; and
3. Are accepted for admission to the Receiving Institution

B. Responsibilities of the Institutions

The Institutions agree to implement the transfer of Qualifying Students in accordance with applicable law and the following requirements and protocols:

1. A Qualifying Student may transfer into from the Transferring Institution into the Receiving Institution for the completion of the Program.
2. Courses that the Receiving School will accept credits for towards completion of the Program include:

Salem Community College Degree Requirements	Stevenson Equivalency	Category at Stevenson	Credits Transferred
ACC 131 Principles of Accounting I	ACC 140 Financial Accounting	Program Requirement	3
ACC 132 Principles of Accounting II	ACC 141 Managerial Accounting	Program Requirement and General Education: Quantitative Literacy	3
BUS 102 Introduction to Business	MGT 199 Business Elective	Business Administration: General Track Elective 1	3
BUS 103 Principles of Management	MGT 204 Principles of Management	Program Requirement and General Education: Social Sciences I	3

Salem Community College Degree Requirements	Stevenson Equivalency	Category at Stevenson	Credits Transferred
BUS 203 Management Information Systems	IS 201 Management Information Systems	Business Administration: General Track Elective 2	3
BUS 205 Legal Environment of Business	LAW 208 Business Law	Program Requirement	3
BUS 212 Principles of Marketing	MKT 206 Principles of Marketing	Program Requirement	3
ECO 201 Macroeconomics	EC 201 Principles of Macroeconomics	Program Requirement and General Education: Social Sciences II	3
ECO 202 Microeconomics	EC 202 Principles of Microeconomics	Program Requirement	3
CSC 115 Computer Applications	IS 135 MS Office Applications	Program Requirement	3
ENG 101 English Composition I	ENG 151 College Writing I	General Education	3
ENG 102 English Composition II	ENG 152 College Writing II	General Education	3
ENG 202 Introduction to Speech Communication	CM 101 Public Speaking	General Education: Communication Intensive	3
Humanities Elective	Depends upon course	General Education: Humanities	3
MAT 153 Precalculus	MATH 147 Precalculus	General elective General Education: Quantitative Literacy	4
MAT 201 Statistics	MATH 136 Introduction to Statistics	Program Requirement and General Education: Quantitative Literacy	3
MAT 231 Calculus I	MATH 220 Calculus	General Education: Quantitative Literacy	4
Science Elective SU Recommends: 4-credit Lab Science	Depends upon course taken	General Education: Scientific Reasoning Lab	4
Social Science Elective	Depends upon course taken	General elective	3
Total	60 Credits		

Remaining Courses to be taken at Stevenson University

Students who complete the plan above including all recommended courses and earn the **A.S. in Business Administration at Salem Community College** will take the following courses at Stevenson to meet the bachelor's degree requirements. Students who transfer before completing

the associate degree may have more general education and program requirements to take and fewer free electives.

For the Traditional Undergraduate Program:

General Education Requirements (0 credits)

Major Requirements (36-42 credits)

- FIN 300 Principles of Finance, 3 credits
- INBUS Any International Business Course, 3 credits
- MGT 210 Business Writing, 3 credits
- MGT 300/MKT 301 Applied Business Analytics, 3 credits
- MGT 308 Business Ethics, 3 credits
- MGT 310 Organizational Behavior, 3 credits
- MGT 313 Operations Management, 3 credits
- MGT 422 Strategic Management, 3 credits
- MGT 430 Business Capstone Seminar, 3 credits
- MGT or MKT or FIN 417 Internship, 3 credits

Students must complete all of the major requirements and one (or more) of the following tracks:

General track: Two business electives from the following subject areas/courses: ACC, CDF 110, EC, FIN, FMER, INBUS, IS, LAW 325, LAW 345, LAW 470, MGT, MKT, REA.

Entrepreneurship track:

1. MGT 224 Principles of Entrepreneurship
2. MGT 324 Entrepreneurial Business Planning
3. MKT 330 Strategic Marketing for Entrepreneurs
4. One of the following:
 - MGT 323 Social Entrepreneurship
 - MGT 413 Project Management
 - MGT 424 Entrepreneurial Development

Finance track: Four electives from the following list:

- FIN 321/EC321 Money & Banking
- FIN400/REA400 Real Estate Market Analysis, Valuation, and Finance
- FIN 416 International Finance
- FIN 420 Investment Theory and Practice
- FIN 425 Principles of Risk Management and Insurance
- FIN 435 Applied Corporate Finance
- FIN 450 Business Valuation

International business track: Four electives from the following list:

- INBUS201 Survey of International Business
- INBUS315 International Business Management
- INBUS325 International Marketing
- INBUS347 International HR Management
- INBUS416 International Finance
- INBUS420 International Operations Management
- INBUS430 International Economics
- INBUS470 International Business Law

Sport management track:

1. MGT 235 Introduction to Sport Management
2. Three of the following electives:
 - EC 340 Economics of Sports
 - LAW 345 Sports Law
 - MGT 335 Management of Sport Enterprises
 - MKT 315 Sports Marketing

Additional Credits Needed: 18-24 credits of general electives, discipline minor, professional minor, or second track courses.

Total credits to be taken at SU: 60

For the Stevenson University Online Program:

General Education Requirements (0 credits)*

Major Requirements (36 credits)

- FIN 300 Principles of Finance, 3 credits
- INBUS Any International Business Course, 3 credits
- MGT 210 Business Writing, 3 credits
- MGT 300/MKT 301 Applied Business Analytics, 3 credits
- MGT 308 Business Ethics, 3 credits
- MGT 310 Organizational Behavior, 3 credits
- MGT 313 Operations Management, 3 credits
- MGT 422 Strategic Management, 3 credits
- MGT 430 Business Capstone Seminar, 3 credits

Students must complete all of the major requirements listed above and ~~two~~ three business electives from the following subject areas/courses, to fulfill the General Track requirements: ACC, CDF 110, EC, FIN, FMER, INBUS, IS, LAW 325, LAW 470, MGT, MKT, REA.

*GEN 200 Writing and Research for the Adult Learner will be waived for students who have completed two English Composition courses prior to transferring.

Additional Credits Needed: 24 credits of general electives.

Total credits to be taken at SU: 60

Suggested Course Sequence (**Traditional Students**)

YEAR 3				
SEMESTER	FALL		SPRING	
RECOMMENDED COURSES	MGT 210 Business Writing	3	MGT 313 Operations Management	3
	FIN 300 Principles of Finance	3	MGT 308 Business Ethics	3
	MGT300/MKT301 Applied Business Analytics	3	INBUS – any international business course	3
	MGT 310 Organizational Behavior	3	Track elective	3
	Track elective	3	General elective	3
CREDITS	15 CREDITS		15 CREDITS	
YEAR 4				
SEMESTER	FALL		SPRING	
RECOMMENDED COURSES	MGT 422 Strategic Management	3	MGT 430 Business Capstone	3
	MGT/MKT/FIN417 Internship	3	Track elective (or general elective)	3
	Track elective (or general elective)	3	General elective	3
	General elective	3	General elective	3
	General elective	3	General elective	3
CREDITS	15 CREDITS		15 CREDITS	

Suggested Course Sequence (**Stevenson University Online Students**)

YEAR 3				
SEMESTER	FALL		SPRING	
RECOMMENDED COURSES	MGT 210 Business Writing	3	MGT 313 Operations Management	3
	INBUS – any international business course	3	FIN 300 Principles of Finance	3
	MGT300/MKT301 Applied Business Analytics	3	MGT 310 Organizational Behavior	3
	General Track: Business Elective 3	3	General Track: Business Elective 4	3
	General elective	3	General elective	3
CREDITS	15 CREDITS		15 CREDITS	

YEAR 4				
SEMESTER	FALL		SPRING	
RECOMMENDED COURSES	MGT 308 Business Ethics	3	MGT 430 Business Capstone	3
	General Track: Business Elective 5	3	MGT 422 Strategic Management	3
	General elective	3	General elective	3
	General elective	3	General elective	3
	General elective	3	General elective	3
CREDITS	15 CREDITS		15 CREDITS	

Stevenson's faculty advisors or success coaches will help students adjust the above course sequences according to their start date.

3. Additional Provisions

- Courses that fulfill program requirements are only eligible for transfer if students have earned a grade of "C" or better. Courses used to fulfill only general education requirements are eligible for transfer if students have earned a grade of "D" or better, with the exception of college composition, which must be passed with a "C-" — 70 or higher.
- Students must have a 2.5 cumulative grade point average at time of application. (Lower GPAs may be considered on a case-by-case basis).
- Stevenson participates in general education block transfer. Students entering Stevenson with an A.A., A.S., or A.A.T. degree from a Maryland community college will have met all of Stevenson's general education requirements, with the exception of a second composition course if not already taken. The equivalencies above detail the coursework students would take under the block transfer program. Not all programs are eligible for block transfer.
- Stevenson University will accept up to 70 credits from 2-year institutions. Up to 90 credits can be applied to degree requirements from a combination of 2-year institutions, 4-year institutions, and non-direct classroom instruction (including CLEP, AP, and other nationally recognized standardized examination scores). For additional information about credit transfer, please see:
<http://www.stevenson.edu/admissions-aid/getting-started/transfer-students/transfer-credit-evaluation/>
- For non-direct classroom instruction, an appropriate score is determined by Stevenson University, and student must submit original test scores/results to Stevenson University. Tech Prep credits will not transfer. Credit awarded for prior learning ("life experience") is not recognized by, and is not transferable to, Stevenson University.
- Students intending to transfer should complete the admission application for Stevenson University once they complete 45 credits of the Associate Degree program. Applicants who have earned an Associate's degree will be given guaranteed

admission. Acceptance to the university does not guarantee acceptance into a specific degree program, such as Nursing, Medical Laboratory Science, or Biomedical Engineering. Students should contact the Financial Aid Office at Stevenson University as soon as possible in regard to college deadlines for financial aid.

4. The Receiving Institution shall designate, and shall provide to the Sending Institution, the contact information for a staff person at the Receiving Institution who is responsible for the oversight of the transfer of Qualifying Students. The Sending Institution shall designate, and shall provide to the Receiving Institution, the contact information for a staff person at the Sending Institution who is responsible for the oversight of the transfer of Qualifying Students.

	Sending Institution	Receiving Institution
Name of staff person responsible for oversight	Angel Rodriguez	Dave Copenhaver
Title of staff person	Transfer Advisor	Assistant Director of Transfer Admissions
Email address	arodriguez@salemcc.edu	wcopenhaver@stevenson.edu
Telephone Number	856-351-2655	443-352-4409

Should the staff person or position change, the institution will promptly provide new contact information to the partner institution and inform the Maryland Higher Education Commission of the change.

Additional contact information:

[Role & Responsibilities of persons listed here]	Sending Institution	Receiving Institution
Name of person	Ken Robell	Amanda Hostalka
Title of person	Vice President, Academic Affairs	Vice Provost, Outreach
Email address	krobell@salemcc.edu	ahostalka@stevenson.edu
Telephone Number	856-351-2704	443-394-9549

5. If the Qualifying Student is using federal Title 38 VA Education Benefits (GI Bill® Education Benefits), the Institutions shall adhere to all applicable U.S. Department of Veterans Affairs' regulations, including the regulations governing the awarding prior credit, as regulated under Title 38, Code of Federal Regulations, Sections 21.4253(d)(3) and 21.4254(c)(4).
 - For scholarship information please see the "Paying for College" page on: <http://www.stevenson.edu/transfer>
6. Each Institution shall adhere to all applicable transfer requirements set forth in the Annotated Code of Maryland and the Code of Maryland Regulations.

7. Each Institution shall advise students regarding transfer opportunities under this Agreement, and shall advise students of financial aid opportunities and implications associated with the transfer.
8. Should either Institution make changes to program requirements, the institution will inform the partner institution immediately. The articulation agreement should be updated to reflect the changes and forwarded to the Maryland Higher Education Commission.

C. Term and Termination

1. This agreement shall be effective on the date that it is signed by the appropriate and authorized representatives of each Institution.
2. Either Institution may, at its sole discretion, terminate this Agreement upon delivering 60 days written notice to the other Institution and the Maryland Higher Education Commission.
3. Both Institutions agree to meet once every 3 year(s) to review the terms of this agreement.

D. Amendment

1. This Agreement constitutes the entire understanding and agreement of the Institutions with respect to their rights and obligations in carrying out the terms of the Agreement, and supersedes any prior or contemporaneous agreements or understandings.
2. This Agreement may be modified only by written amendment executed by both Institutions.

E. Governing Law

This Agreement shall be governed by, and construed in accordance with, the laws of the State of Maryland.

F. Counterparts

This Agreement may be executed in counterparts, each of which shall be deemed to be an original, but all of which, taken together, shall constitute one and the same agreement.

G. Notice of Agreement

1. The Institutions agree to provide a copy of this Agreement, with any amendments, to the Maryland Higher Education Commission.
2. The Institutions agree to provide copies of this Agreement to all relevant individuals and departments of the Institutions, including but not limited to students, academic department chairs participating in the transfer, offices of the president, registrar's offices, and financial aid offices.

H. No Third-Party Beneficiaries

There are no third-party beneficiaries to this Agreement.

I. Representations and Warranties of the Parties

Both Institutions represent and warrant that the following shall be true and correct as of the Effective Date of this Agreement, and shall continue to be true and correct during the term of this Agreement:

1. The Institutions are and shall remain in compliance with all applicable federal, state, and local statutes, laws, ordinances, and regulations relating to this Agreement, as amended from time to time.
2. Each Institution has taken all action necessary for the approval and execution of this Agreement.

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

<div>Salem Community College</div> <div>By: <u>K Robell</u> <small>K Robell (Nov 7, 2023 11:01 EST)</small></div> <div>Ken Robell Chief Academic Officer</div> <div><u>11/07/2023</u> Date</div>	<div>Stevenson University</div> <div>By: <u>Susan Thompson Gorman</u></div> <div>Susan Thompson Gorman, PhD EVP Academic Affairs and Provost</div> <div><u>11/27/2023</u> Date</div>
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Date of next review (3 years from date of last signature).