

PROGRAM ARTICULATION AGREEMENT

between

Anne Arundel Community College and Salisbury University

Associate of Applied Science in Entrepreneurship

to

Bachelor of Science in Management

August 2020 through July 2025

This Program Articulation Agreement (“Agreement”), dated this 18th day of August 2020, is by and between Anne Arundel Community College, a community college located in Arnold, Maryland, 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 Applied Science in Entrepreneurship from Anne Arundel Community College and the Bachelor of Science in Management at Salisbury University.

RECITALS

Whereas, Anne Arundel Community 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 Anne Arundel Community College and credit toward the Bachelor of Science in Management 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 Anne Arundel Community College program must first apply to Salisbury University. Once a completed application is received, Anne Arundel Community College graduates who have completed the associate's degree program in Associate of Applied Science in Entrepreneurship, 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 Bachelor of Science in 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 Bachelor of Science in 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 Bachelor of Science 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 August 2020 to August 2025.
- 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 Anne Arundel Community College course, a student is subject to all policies and procedures applicable to Anne Arundel Community 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 Anne Arundel Community College by the designated Salisbury University representative. .
- 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:

Anne Arundel Community College:

Salisbury University:

Marcus Wright
Director of Transfer, Articulation,
and Career Alignment
101 College Parkway
Arnold, MD 21012
mwright22@aacc.edu
(410) 777-2777

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 to the representatives listed above.
- 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.

ANNE ARUNDEL COMMUNITY COLLEGE

By: 
Michael Gavin (Dec 9, 2020 11:59 EST)

Dr. Michael H. Gavin
Vice President for Learning

Date: Dec 9, 2020

SALISBURY UNIVERSITY

By: 

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

Date: Jan 12, 2021

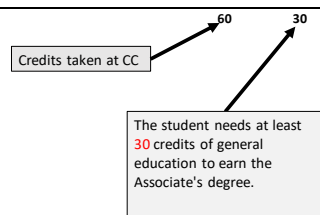
APPENDIX 1

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 Associate of Applied Science degree and the 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.

AACC Course Prefix	AACC Course Number	AACC Course Title	Credits at AACC	GenEd at AACC		SU Course Prefix	SU Course Number	SU Course	Credits at SU	GenEd at SU	SU Degree Requirments	Notes	Credits Taken by Student
ENG	101 or 101H or 101A	Academic Writing and Research 1	3	English Composition	Semester 1	ENGL	103	Composition and Research	3	IA		ENG 101, 101H and 101A are all the same course	15
MAT	137	College Alegbra	3	Mathematics		MATH	135	College Algebra: A Modeling Approach	3	IVC			
HIS	214	African American History	3	Arts & Humanites		HIST	HST	General Education in History	3	IIB			
BPA	111	Business and Its Environment	3			BUAD	XXX	Lower Level Elective	3				
ESI	103	Introduction to Entrepreneurship	3			BUAD	XXX	Lower Level Elective	3				
ENG	102 or 102H	Academic Writing and Research 2	3	English Composition	Semester 2	GENE	LIT	Literature (GED)	3	IB			15
BPA	162	Business Communications	3			CMAT	260	Fundamentals of Organizational Communication	3	IIIA	Communcations Requirement (1 of 1)		
LGS	250	Legal Issues for Business	3			ACCT	248	Legal Environment	3		PPC (4 of 8)	Must have a grade of C or higher.	
ESI	104	Entrepreneurship: Sales and Marketing for Small Business	3			BUAD	XXX	Lower Level Elective	3				
ECO	211	Principles of Economics 1	3	Social & Behavioral Science		ECON	212	Macroeconomic Principles	3	IIIB	PPC (2 of 8)	Must have a grade of C or higher.	
BIO/PHY	XXX	Lab Class	3	Biological & Physical Sciences	Semester 3	STEM	XXX	Lab Science	3	IVA (1 of 2)			15
CTA or CTP	100 or 103	Computing and Information Technology or Theories and Applications of Digital Technology	3	Technology		COSC	116 or COSC XXX	Introduction to Computer Systems or Lower Level Elective	3	IVB			
MAT	230	Elementary Calculus	3	Mathematics		MATH	160	Applied Calculus	3	IVA (2 of 2)	Math (1 of 1)	Must have a grade o C or higher; Note: Salisbury will use this AACC Gen Ed credit to fulfill IVA.	
ECO	212	Principles of Economics 2	3	Social & Behavioral Science		ECON	211	Microeconomic Principles	3	IIIC	PPC (6 of 8)	Must have a grade of C or higher. SU agrees to allow this course to be in a the same discipline satisfying IIB	
BPA	120	Small Business Management	3			BUAD	XXX	Lower Level Elective	3				
ESI	270	Entreunership: New Venture Planning	3		Semester 4	BUAD	XXX	Lower Level Elective	3				15
BPA	232	Business Statistics	3			MATH	155	Modern Statistics with Computers	3		PPC (3 of 8)	Must have a grade of C or higher.	
BPA	275	Internship in Business 1	3			BUAD	XXX	Lower Level Elective	3				
HEA	114	Components of Personal Fitness and Wellness.	3	Wellness		FTLW	106	Lifelong Fitness and Wellness	3	V		SU Recommends HEA114, Components of personal Fitness and Wellness	
BPA	201	Principles of Accounting 1	3			ACCT	201	Introduction to Financial Accounting	3		Pre-Professional Core: PPC (1 of 8)	Must have a grade of C or higher.	



AACC Course Prefix	AACC Course Number	AACC Course Title	Credits at AACC	GenEd at AACC		SU Course Prefix	SU Course Number	SU Course	Credits at SU	GenEd at SU	SU Degree Requirements	Notes	Credits Taken by Student
					Semester 5	HIST	101 or 102	World Civilizations 1 or World Civilizations	4	IIA			14
						XXXX	XXX	Elective	3				
						INFO	211	Information Systems Concepts	4		PPC (7 of 8)	Must have a grade of C or higher.	
						ACCT	202	Introduction to Managerial Accounting	3		PPC (5 of 8)	Must have a grade of C or higher.	
					Semester 6	MGMT	320	Management and Organizational Behavior	3		Upper Division/Professional Core: UDPC (1 of 7)	Must have a grade of C or higher.	13
						MKTG	330	Principles of Marketing Management	3		UDPC (2 of 7)	Must have a grade of C or higher.	
						FINA	311	Financial Management	3		UDPC (3 of 7)	Must have a grade of C or higher.	
						BUAD	300	Personal and Professional Development for Business	1		UDPC (4 of 7)	Must have a grade of C or higher.	
						INFO	281	Intermediate Business Stats	3		PPC (8 of 8)	must have a grade o C or higher	
					Semester 7	MGMT	ELECTIVE		3		Management Specialization Elective: MSE (1 of 3)	**Student may choose from these courses: ACCT302 Cost Accounting, BUAD345 Purchasing and Materials Management, BUAD386 Business in its Global Setting (Winter-Travel), BUAD396 Business Studies Abroad, BUAD410 Health Care Management and Marketing, BUAD410 Health Care Management and Marketing, INFO315 Project Management, MGMT338 Special Topics in Management, MGMT429 Small Business Consulting, MGMT451 Staffing Organizations, MGMT452 Employee-Management Relations, MGMT453 Compensation, MGMT454 Negotiation, MGMT455 Designing High-Performance Work Systems, MKTG407 Sales Management, other electives approved by chair. Must have a grade of C or higher.	18
						INFO	326	Operations Management	3		UDPC (5 of 7)	Must have a grade of C or higher.	
						MGMT	325	Business and Society	3		UDPC (6 of 7)	Must have a grade of C or higher.	
						MGMT	422	Management of the Multinational Business	3		Management Specialization Requirements: MSR (1 of 3)	Must have a grade of C or higher.	
						MGMT	425	Applied Organizational Science	3		MSR (2 of 3)	Must have a grade of C or higher.	
						MGMT	428 or 350	Entrepreneurship or Human Resource Management	3		MSR (3 of 3)	Must have a grade of C or higher.	
					Semester 8	MGMT	ELECTIVE		3		MSE (2 of 3)	**See above note	15
						MGMT	490 or BUAD 490	Management Internship or Business Internship	3		Internship Requirement (1 of 1)	Must have grade of C or higher	
						MGMT	ELECTIVE		3		MSE (3 of 3)	**See above note	
						MGMT	492	Strategic Management	3		UDPC (7 of 7)	Must have a grade of C or higher.	
						XXXX	XXX	Elective	3				

CC Credits Transferred	60
SU Credits	60

Total 120

The number of required courses for the SU General Education

12

24

In order to graduate with a BS in Business, this number must be 24.

APPENDIX IA

Simplified Scheme for Students



TRANSFER GUIDE

A.A.S in Entrepreneurship

B.S. in Management

This transfer guide is intended for students pursuing an Associate of Applied Science in Entrepreneurship at Anne Arundel Community College who are interested in pursuing a Bachelor of Science in Management at Salisbury University. This transfer guide demonstrates how a student can meet both requirements for the associate degree and prepare for a seamless transfer to Salisbury University.

SAVINGS:

Anne Arundel County students can save up to **\$11,528.00** by first completing their associate degree at Anne Arundel Community College and then transferring to finish up the bachelor degree at Salisbury University (based on 2019-20 undergraduate tuition and fees).

SALISBURY NOTES:

Salisbury University will accept up to 64 transferable credits from Anne Arundel Community College.

YEAR 1 - Anne Arundel Community College

FALL	Salisbury Equivalent	CREDITS	SPRING	Salisbury Equivalent	CREDITS
ENG 101* or ENG 101H* or ENG 101A*	ENG-103 (A)	3	ENG 102* or ENG 102H*	GenEd ENGL (IB)	3
ESI 103	BUAD Elective	3	ESI 104	BUAD Elective	3
GenEd Technology (CTA-100 or CTP-100)	COSC-116 or COSC-118	3	BUS 111	BUAD Elective	3
GenEd Arts & Humanities (recommended HIS-214)	HIST (IB)	3	GenEd Social & Behavioral Science (ECO-211)	ECON-211 (IB)	3
GenEd Mathematics (recommended MAT-137)	MATH-135 (IVC)	3	Program Elective (MAT-230***)	MATH-150 (IVA)	3
TOTAL CREDITS		15	TOTAL CREDITS		15

YEAR 2 - Anne Arundel Community College

FALL	Salisbury Equivalent	CREDITS	SPRING	Salisbury Equivalent	CREDITS
BPA 201	ACCT-201	3	ESI 270	BUAD Elective	3
BPA 120	BUAD Elective	3	BPA 275	BUAD Elective	3
GenEd Biological & Physical Science	STEM (IVA)	3	LGS 253 or LGS 250	ACCT 248	3
BPA 152	CMAT-260	3	GenEd Wellness (recommended HEA-114)	FTLN-106 (V)	3
Program Elective (ECO-212)	ECON-212	3	Program Elective (ECO-232)	MATH-155	3
TOTAL CREDITS		15	TOTAL CREDITS		15

YEAR 3 - Salisbury University

FALL	CREDITS	SPRING	CREDITS
HIST 101 World Civilization I or HIST 102 World Civilizations	4	MGMT 320 Management and Organization Behavior	3
Elective	3	MKTG 330 Principles of Marketing Management	3
INFO 211 Information Systems Concepts	4	FINA 311 Financial Management	3
ACCT 202 Introduction to Managerial Accounting	3	BUAD 300 Personal and Professional Development for Business	1
		INFO 281 Intermediate Business Statistics	3
TOTAL CREDITS	14	TOTAL CREDITS	13

YEAR 4 - Salisbury University

FALL	CREDITS	SPRING	CREDITS
MGMT Elective MGMT 428 Entrepreneurship or MGMT 350 Human Resource	3 3	MGMT Elective	3
INFO 325 Operations Management	3	MGMT 490 Management Internship or BUAD 490 Business Internship	3
MGMT 305 Business and Society	3	MGMT Elective	3
MGMT 422 Management of the Multinational Business	3	MGMT 492 Strategic Management	3
MGMT 425 Applied Organizational Science	3	Elective	3
TOTAL CREDITS	18	TOTAL CREDITS	15

* = Course must be completed with a grade of C or better

** = Consult Academic Advisor at Salisbury University

*** = AACC will allow MAT-230 as a Program Elective

Academic School Year - 2020-21

Notice of Nondiscrimination: AACC is an equal opportunity, affirmative action, Title IX, ADA, Title 504 compliant institution. Call Disability Support Services, 410-777-2226 or Maryland Relay 711, 72 hours in advance to request most accommodations. Requests for sign language interpretation, alternative format books or assistive technology require 30 days' notice. For information on AACC's compliance and complaints concerning sexual assault, sexual misconduct, discrimination or harassment, contact the federal compliance officer and Title IX coordinator at 410-777-2226, compliance@aaccc.edu or Maryland Relay 711.

APPENDIX 2

Salisbury University Bachelor of Science in Management Checklist

MANAGEMENT
MANAGEMENT AND MARKETING DEPARTMENT • PERDUE SCHOOL

2019-2020

Rev. 1/19

NAME: _____

ID#: _____

DATE: _____

THIS CHECKLIST IS AN UNOFFICIAL TOOL FOR PLANNING.

Matriculated students and advisors should consult the Academic Requirements Report in GullNet before 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 electives 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 those 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/mgmtmktg

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. Literature course (from either ENGL or MDL 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. Select one course from one of the following seven areas:			
ART, CMAT, DANC or THEA, MDL, MUSC, PHIL, HONR 211			
			FULFILLED BY MAJOR
B. Select one course from one of the following eight areas:			
ANTH, CADR, 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:			
BIO, CHEM, GEOL or Physical GEOG, PHYS	4	_____	_____
	4	_____	_____
B. Select one additional course (need not be a lab) from Group IVA or ENVR 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)			
FTWL106 - 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	_____	_____
ACCT248 - Legal Environment	3	_____	_____
ECON211 - Principles of Microeconomics	3	_____	_____
ECON212* - Principles of Macroeconomics	3	_____	_____
INFO211 - Information Systems Concepts	4	_____	_____
INFO281* - 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 GullNet 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 - Business and Professional 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/perdue/studentsservices/able/
- **Admission Information:** www.salisbury.edu/perdue/studentsservices/advising/Admissions/
- **Advising:** www.salisbury.edu/perdue/studentsservices/Advising.html
- **Campus Resources:** www.salisbury.edu/perdue/studentsservices/Advising/students/campusresources.html
- **Changing/Adding a Major:** www.salisbury.edu/perdue/studentsservices/changemajor.html
- **Changing/Adding a Minor:** www.salisbury.edu/perdue/studentsservices/changeminor.html
- **Course Registration & Prerequisite Information:** www.salisbury.edu/perdue/studentsservices/Advising/course_registration/
- **Tutoring Information:** www.salisbury.edu/achievement/tutoring/tutoring.html
- **More Questions? E-mail:** Studentbusinessleaders@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	_____	_____

* Prerequisites to MGMT 492

** MGMT320/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	_____	_____
MGMT428 - Entrepreneurship	3	_____	_____
MGMT350 - Human Resource Management	3	_____	_____

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		
MGMT425 - Applied Organizational Science	3		
MGMT429 - Small Business Consulting	3		
MGMT431 - New Venture Initiation	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		






SU-AACC Articulation Agreement AAS Entrepreneurship - BS MGMT - FINAL

Final Audit Report

2021-01-12

Created:	2021-01-11
By:	Marcus Wright (mwright22@aacc.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAAki79lyiQB1rLI4NTfqvKp8ejtGYqYK1T

"SU-AACC Articulation Agreement AAS Entrepreneurship - BS MGMT - FINAL" History

-  Document created by Marcus Wright (mwright22@aacc.edu)
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-  Document e-signed by Karen Olmstead (klolmstead@salisbury.edu)
Signature Date: 2021-01-12 - 12:39:04 PM GMT - Time Source: server- IP address: 131.118.206.29
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