

ARTICULATION AGREEMENT

For Business

Between
John Tyler Community College (JTCC)
And
Virginia State University (University)

This is an agreement between John Tyler Community College, hereinafter called “JTCC” and Virginia State University, hereinafter called “University” on this **19th day of March 2014** for students planning to pursue Accounting, Management, Management Information Systems and Marketing majors at the Reginald F. Lewis College of Business (RFLCB) at Virginia State University.

Purpose: This memorandum of understanding has been developed within the framework of the Virginia State Policy on Transfer to facilitate the transfer of credits earned by students with Associate of Science (A.S.) degrees in Business Administration at John Tyler Community College into Bachelor of Science (B.S.) degree programs in Business at Virginia State University. It is intended to provide students enrolled in the Business Administration A.S. program at John Tyler Community College admission into the baccalaureate business programs (at the Reginald F. Lewis College of Business (RFLCB) at Virginia State University. This agreement establishes a partnership between JTCC and VSU for the benefit of students.

JTCC will advertise this program to the general public on its web site. Representatives of JTCC and the University will call attention to this articulation agreement when advising students. Students who intend to transfer to the University under the terms of this agreement should complete the **Letter of Interest** after completing 15 credits at JTCC and send it to the Office of Undergraduate Admissions, 1 Hayden Drive, P.O. Box 9018, Virginia State University, VA, 23806 (<http://www.vsu.edu/>). Students who complete the **Letter of Interest** will be contacted periodically by the RFLCB and/or the University representatives with important information to ensure a successful transfer to RFLCB.

Courses listed in this program will be reviewed, as needed, by the faculty of both institutions to ensure continuity of instruction, curriculum, and evaluation. The attached “Business Administration Transfer Program Table” lists the respective transfer credits that will be awarded by the University for courses offered by JTCC students for transfer under the terms of the Agreement. This table will be updated as curricula evolve. The University will work with students who have a Letter of Interest on file to ensure that curriculum changes made after the Letter is received but prior to matriculation to the University will not negatively impact the admissions decision. There is a limit of 66 credits that may be transferred to the University from JTCC and course equivalency and transfer credits should be limited to those courses required for the student’s selected major.

The Reginald F. Lewis College of Business at Virginia State University guarantees admission into its B.S. programs (Accounting, Management, Management Information Systems, and Marketing,) with junior standing to those students in the JTCC Associate Degree in Business Administration and who have a minimum cumulative grade point average of 2.75 on a 4.0 scale and no individual grade lower than “C.”

RFLCB will consider JTCC students who have not completed the A.S. program for admission into its B.S. programs. However, the course equivalencies as stated in the Business Administration Transfer Program Table are based on the completion of the Associate degree program prior to transfer. Course credit cannot be given for transfer courses in which the student earned below a "C" grade. Students who transfer prior to the completion of the associate degree program will have their courses evaluated individually per the University/RFLCB Transfer Guide. Therefore, students are encouraged to complete the Associate degree prior to matriculating to the University.

Students can transfer credits back to JTCC from the University.

Primary contact for the agreement and related matters at JTCC shall be the Dean of Engineering, Business and Public Services or Vice President of Academic Affairs at (804) 706-5115 or (804) 594-1406. Primary contact for the agreement and related matters at VSU shall be the Dean or the Executive Director for Assessment and Accreditation for Reginald F. Lewis College of Business Undergraduate Studies at (804) 524-2118 or (804) 504-7001.


PERIOD OF THE AGREEMENT: The period of the agreement shall be **March 31, 2014** thru **March 31, 2019**.

TERMINATION OF AGREEMENT: The University and JTCC reserve the right to terminate this agreement within thirty (30) days written notice, in the interest of their agencies.


GENERAL TERMS AND CONDITIONS: Incorporated by reference to the Commonwealth of Virginia Agency Procurement and Surplus Property Manual Appendix B, Section I.

IN WITNESS WHEREOF, the parties have caused this agreement to be executed as the day and year first written above.

APPROVED:



Edward E. Raspiller
President
John Tyler Community College



Keith T. Miller
President
Virginia State University

8/11/14

Date

5/12/14

Date

BUSINESS ADMINISTRATION TRANSFER PROGRAM TABLE (VSU/JTCC)

JTCC Course	Credits	VSU Course	Credits
First semester			
ENG 111	3	ENGL 110	3
Laboratory Science Elective	4	Must be BIO or CHM	4
MTH 163 ¹	3	MATH 120	4
ITE 115	3	COBU 155	1
SDV 100 ²	1	COBU 111	2
BUS 100	3	COBU 101	3
Total	17	Total	17
Second semester			
ENG 112	3	ENGL 111	3
Transfer Elective (MTH 164)	3	MATH 122	3
History Elective	3	History Elective	3
Physical Education/Health Elective ³	2	HPER Elective	2
Laboratory Science Elective ⁴	4	No VSU Equivalent	0
Total	15	Total	11
Third semester			
ACC 211	3	COBU 201	3
ECO 201	3	COBU 310 (third year course at VSU)	3
MTH 270	3	MATH 212	3
Humanities or Fine Arts Elective (Literature Course)	3	Literature Elective	3
Social/Behavioral Science Elective (PSY or SOC)	3	Psychology or Sociology Elective	3
Total	15	Total	15
Fourth semester			
ACC 212	3	COBU 202	3
ECO 202	3	COBU 210	3
Transfer Elective (BUS 241)	3	COBU 170	3
CST 100 or CST 110	3	COMM 210	3
Transfer Elective (BUS 220)	3	COBU 260	3
Total	15	Total	15
Total Credits	62	Total Transferable Credits	58
Extra Accepted Courses at JTCC		Extra Required Courses at VSU	
FIN 107	3	COBU 110	2
ART 101, ART 102, MUS 101, MUS 102, HIS 101, HIS 102, HIS 111, or HIS 112	3	Global Studies Elective	3
BUS 236	3	COBU 200	3
Total Credits at JTCC	71	Total Transferable Credits at VSU	66

¹ The extra credit for MTH 120 at VSU comes from ITE 115

² The extra credit for COBU 111 at VSU comes from ITE 115

³ Student only needs 1 credit in HLT/PED to graduate from JTCC, but VSU requires 2 credits for bachelor's degree.

⁴ All Associate of Science degrees at JTCC must have lab science sequence per VCCS policy.

**ADDITIONAL REQUIREMENTS FOR THE REGINALD F. LEWIS COLLEGE OF BUSINESS AT
VIRGINIA STATE UNIVERSITY**

**BUSINESS PHASE
ACCOUNTING**

Semester 5		
ACCT 301	Intermediate Accounting I	3
COBU 300	Principles of Finance ¹	3
COBU 301	Principles of Marketing ¹	3
COBU 302	Organization and Management ¹	3
COBU 310	Financial Managerial Economics (ECO 201 at JTCC)	3
		<u>15</u>
Semester 6		
ACCT 302	Intermediate Accounting II	3
ACCT 315	Accounting Information Systems	3
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
COBU 304	Corporate Sustainability	3
		<u>15</u>
Semester 7		
ACCT 306	Cost Accounting	3
ACCT 307	Federal Income Tax I	3
ACCT _____	Accounting Elective	3
FINC 400	Corporate Finance	3
_____	Restrictive Business Elective ³	3
		<u>15</u>
Semester 8		
ACCT 407	Auditing	3
ACCT 411	Seminar in Accounting Theory and Practice	3
ACCT _____	Accounting Elective	3
COBU 400	Organizational Policy & Strategy	4
		<u>13</u>

**BUSINESS PHASE
MANAGEMENT INFORMATION SYSTEMS**

Semester 5		
MISY 350	Management Information Systems	3
COBU 300	Principles of Finance ¹	3
COBU 301	Principles of Marketing ¹	3
COBU 302	Organization and Management ¹	3
COBU 310	Financial Managerial Economics (ECO 201 at JTCC)	3
		<u>15</u>
Semester 6		
MISY 3xx	An Introductory Computer Programming Language	3
MISY 311	Systems Architecture & Design	3
MISY 385	Introduction to Web Development	3
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
		<u>15</u>
Semester 7		
MISY 362	Systems Analysis & Design	3
MISY 4xx	Advanced Computer Programming Language	3
MISY 3xx	An Introductory Information Systems Elective	3
COBU 304	Corporate Sustainability	3
_____	Restrictive International Business Elective	3
		<u>15</u>
Semester 8		
MISY 480	Database Design & Applications	3
MISY 486	ERP Systems & Applications	3
MISY 4xx	Advanced Information Systems Elective	3
COBU 400	Organizational Policy & Strategy	4
		<u>13</u>

**BUSINESS PHASE
MANAGEMENT**

Semester 5		
MISY 350	Management Information Systems	3
COBU 300	Principles of Finance ¹	3
COBU 301	Principles of Marketing ¹	3
COBU 302	Organization and Management ¹	3
COBU 310	Financial Managerial Economics (ECO 201 at JTCC)	3
		<u>15</u>
Semester 6		
COBU 304	Corporate Sustainability	3
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
	Restrictive Business Elective	3
MGMT 320	International Business	3
		<u>15</u>
Semester 7		
MGMT 330	Organizational Behavior and Leadership	3
MGMT 340	Personnel & Human Resource Management	3
MGMT 418	Organization and Environment	3
MGMT 450	Organizational Theory	3
MGMT	Management Elective	3
		<u>15</u>
Semester 8		
MGMT 490	Seminar - Issues in Management	3
MGMT	Management Elective	3
MGMT	Management Elective	3
COBU 400	Organizational Policy & Strategy	4
		<u>13</u>

**BUSINESS PHASE
MANAGEMENT
HUMAN RESOURCE MANAGEMENT CONCENTRATION**

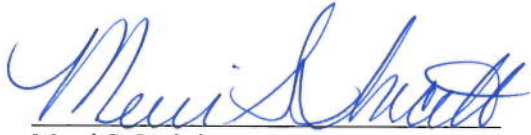
Semester 5		
MISY 350	Management Information Systems	3
COBU 300	Principles of Finance ¹	3
COBU 301	Principles of Marketing ¹	3
COBU 302	Organization and Management ¹	3
COBU 310	Financial Managerial Economics (ECO 201 at JTCC)	3
		<u>15</u>
Semester 6		
COBU 304	Corporate Sustainability	3
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
	Restrictive Business Elective	3
MGMT 320	International Business	3
		<u>15</u>
Semester 7		
MGMT 330	Organizational Behavior and Leadership	3
MGMT 340	Personnel & Human Resource Management	3
MGMT 450	Organizational Theory	3
MGMT 464	Employment Laws & Policies	3
MGMT	Management Elective	3
		<u>15</u>
Semester 8		
MGMT 466	Compensation Management	3
MGMT 484	Industrial Relations & Collective Bargaining	3
MGMT	Management Elective	3
COBU 400	Organizational Policy & Strategy	4
		<u>13</u>

**BUSINESS PHASE
MARKETING**

Semester 5		
MISY 350	Management Information Systems	3
COBU 300	Principles of Finance ¹	3
COBU 301	Principles of Marketing ¹	3
COBU 302	Organization and Management ¹	3
COBU 310	Financial Managerial Economics (ECO 201 at JTCC)	3
		<u>15</u>
Semester 6		
COBU 304	Corporate Sustainability	3
MKTG 303	Marketing Communication	3
MKTG 305	Brand Management	3
MKTG 306	Marketing Channels	3
_____	Restrictive Business Elective	3
		<u>15</u>
Semester 7		
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
MKTG 401	Marketing Research	3
MKTG 404	Consumer Behavior	3
MKTG	Marketing Elective	3
		<u>15</u>
Semester 8		
MKTG 408	International Marketing	3
MKTG 489	Strategic Marketing	3
MKTG	Marketing Elective	3
COBU 400	Organizational Policy & Strategy	4
		<u>13</u>

1. All three courses are a cohort and taken together as one unit.
2. Accounting major wishing to sit for the C.P.A. exam should take MGMT 371 – Business Law.

REVIEWERS:



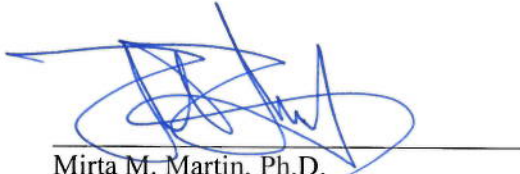
Merri S. Incitti
Executive Director for Assessment and Accreditation
RFLCB, VSU

4/30/14
Date



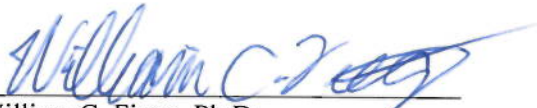
Julie Ranson, Ph.D.
Interim Dean, Engineering, Business and Public Services, JTCC

8/11/14
Date



Mirta M. Martin, Ph.D.
Dean, RFLCB, VSU

5.5.14
Date



William C. Fiege, Ph.D.
Vice President for Academic Affairs, JTCC

8/11/14
Date



W. Weldon Hill, Ph.D.,
Provost and Vice President for Academic Affairs
VSU

8/17/2014
Date