

**DELAWARE TECHNICAL AND COMMUNITY COLLEGE
and
UNIVERSITY OF DELAWARE**

**PROGRAM ARTICULATION AGREEMENT
ADDENDUM
7/1/2021**

**Associate of Applied Science Degree
Business Administration Transfer Option**

**Bachelor of Science Degree
Marketing**

WHEREAS, Delaware Technical and Community College ("DTCC") and the University of Delaware ("UD") (DTCC and UD may be collectively referred to as the "Parties") entered into that certain Articulation Agreement dated **3/6/2020** attached hereto as Exhibit A ("Articulation Agreement"); and

WHEREAS, the Parties desire to further amend the Articulation Agreement to correct and change the program requirements;

NOW THEREFORE, In consideration of the mutual covenants set forth herein, and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties agree to amend the Articulation Agreement as follows:

Section 1: Changes to the agreement beginning Fall 2021

For students admitted to DTCC *in Fall 2021 and beyond* and later admitted to UD via the articulated program, the following changes will apply:

1. Students will complete *MAT 162 Statistical Reasoning* instead of *MAT 255 Statistics I* at Delaware Technical and Community College. MAT 162 (4cr) is equivalent to STAT 200 (3cr) + STAT 266DE Department Elective (1cr).
2. Students will have the option to complete either *OAT 152 Excel Level I* or *DAT 101 Introduction to Data Analytics and Visualization* at Delaware Technical and Community College. Both courses are equivalent to MISY 166DE Department Elective (3cr) which the college will substitute for MISY 160 Business Computing in the Accounting major.
3. Students will complete *MAT 183 Functions I* instead of *MAT 153 College Math and Statistics* at Delaware Technical and Community College. MAT 183 is equivalent to MATH 166DE Department Elective (3cr) + UNIV 166DE Department Elective (2cr).
4. Students will complete *SOC 111 Sociology* instead of *MAT 256 Statistics II* at Delaware Technical and Community College. SOC 111 (3cr) is equivalent to SOCI 201 (3cr).
5. Students will complete *MISY 262 Fundamentals of Business Analytics* at the University of Delaware.

Section 2: Students currently in the pipeline

For students who enrolled at DTCC *prior to Fall 2021* and later admitted to UD via the articulated program, the following will apply:

1. Students may complete either MAT 162 or MAT 255.
2. Students may complete either OAT 152 or DAT 101.
3. Students may complete either MAT 183 or MAT 153.
4. Students may complete either SOC 111 or MAT 256. If students elect to complete SOC 111, MISY 262 must be completed at the University of Delaware.

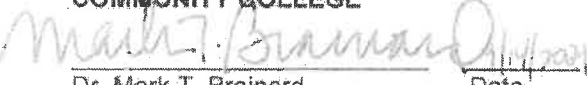
Section 3: Summary

1. Beginning Fall 2021, students currently enrolled at DTCC and are later admitted to UD via the Business Administration Transfer articulated program are subject to the changes outlined in Section 2.
2. Beginning Fall 2021, all students newly admitted to DTCC and are later admitted to UD via the Business Administration Transfer articulated program are subject to the changes outlined in Section 1.

These changes are effective on the date both Parties have signed this Addendum. All other provisions of the Articulation Agreement not amended herein shall remain in full force and effect and shall be restated herein by reference as if fully set forth herein.

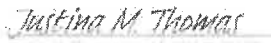
This Addendum may be executed electronically through the use of any program that meets the requirements of the Delaware Uniform Electronic Transactions Act, or other applicable law, or in any number of counterparts and all of such counterparts shall together constitute one and the same instrument. Delivery of an executed counterpart of a signature page of this Addendum in Portable Document Format (PDF) or by facsimile transmission shall be effective as delivery of a manually executed original counterpart of this Addendum.

**DELAWARE TECHNICAL AND
COMMUNITY COLLEGE**



Dr. Mark T. Brainard
President


Date



Justina M. Thomas, Vice
President for Academic Affairs

Sep 14, 2021

Date



Chala R. Breen, Instructional
Director, Business Technologies

Sep 14, 2021

Date

UNIVERSITY OF DELAWARE



Dr. Hemant Kher
Chairperson, Business Administration

Date

Exhibit A

**DELAWARE TECHNICAL AND COMMUNITY COLLEGE
And
UNIVERSITY OF DELAWARE**

PROGRAM ARTICULATION AGREEMENT

**Associate Degree
A.A.S. Business Administration Transfer**

**Baccalaureate Degree
B.S. Marketing**

2020 through 2025

Associate-Baccalaureate Program Articulation Agreement

between

**Delaware Technical and Community College
and**

**University of Delaware
for**

A.A.S. Business Administration Transfer/B.S. Marketing

AGREEMENT

WHEREAS Delaware Technical and Community College (DTCC) and University of Delaware (UD) are committed to expanding educational opportunities for the citizens of the State of Delaware, and

WHEREAS the two institutions are committed to providing a smooth transition for students wishing to earn an associate degree and a baccalaureate degree, and

WHEREAS the intent of the two institutions is to avoid duplication of curricula where appropriate within articulated programs of studies, and

WHEREAS the two institutions better serve the educational growth of students and the economic development of the community through cooperative educational planning and optimal utilization of community resources,

BE IT HEREWITH RESOLVED that this agreement commits the partners to full support of an articulation process between similar academic programs offered by the two institutions.

PROVISIONS OF THE AGREEMENT

1. The institutions agree to follow the connected degree curriculums delineated in this document for the transfer of DTCC's Associate Degree Program in Business Administration Transfer and UD's Bachelor of Science Degree Program in Marketing.
2. Both institutions will cooperate toward developing, disseminating, and presenting the articulated program information to students.
3. Graduates of the DTCC program who have completed the associate degree will automatically be accepted into the baccalaureate program at UD as follows:
 - a. Students who matriculate at DTCC in Fall 2020 and beyond must earn a cumulative grade point average of 3.0 or higher and earn a B or better in MAT 261 Business Calculus I.
 - b. Students who matriculate at DTCC prior to Fall 2020 must earn a cumulative grade point average of 2.8 or higher and earn a B or better in MAT 261 Business Calculus I.

Students will be considered for admission based on the completed work at the time of the review. DTCC will provide confirmation of degree completion upon students' final semester of coursework. Students who do not complete the degree program as outlined in the agreement may have admission based on the articulation agreement criteria rescinded, however still may be considered for regular transfer admission based on the totality of their academic record. UD reserves the right to recalculate the DTCC cumulative grade point average to account for DTCC's grade forgiveness policy when making admission decisions.

4. Students must complete the courses in the specified associate degree program herein with a grade of C or better to receive the credits for transfer. Students are expected to complete all courses outlined in the DTCC portion of the agreement at DTCC. Students who have attended a college or university other than DTCC and transferred credits to DTCC in pursuit of the associate degree program may not be admissible via the provisions of this articulation agreement. In such cases, students will be considered based on their entire academic history and not guaranteed admission to the bachelor's degree program or the course equivalencies detailed within the provisions of this agreement. Coursework taken at an institution other than DTCC may not transfer to UD as noted in the agreement. It is expected that students will complete all coursework in the UD portion of the agreement at UD. Students who previously attended UD are not eligible for admission via an articulation agreement and instead should apply for readmission consideration if wishing to re-enroll at UD.

5. **Students intending to transfer should complete the UD admissions application following the third semester of their associate degree program. Students should note on their application that they are applying as part of an articulation agreement/connected degree.**
6. **Students are subject to all the policies and procedures of both institutions.**
7. **Students are subject to all specific policies pertaining to students admitted to the Marketing Bachelor's Degree Program.**
8. **This articulation agreement is based on the present curricula contained in this document and it is effective for a period of five years from the date of signing by both parties.**
9. **Both institutions at any time may initiate changes to this articulation agreement. Both institutions reserve the right to modify the programs as deemed necessary and agree to inform the appropriate individuals of said changes. Departments will review agreements and notify the appropriate individuals at each institution of any changes by July 1 of each year the agreement is in effect. The University of Delaware will make a good faith effort to honor this articulation agreement for any Delaware Technical and Community College student who enrolls in the Business Administration Transfer Associate Degree program during the five year period specified for this agreement, and graduates with the required associate degree within eight (8) years of the signing of this agreement by both parties. A student who meets these conditions must apply to the University of Delaware and be accepted in order to receive the benefits of this agreement.**

CONNECTED DEGREE ANALYSIS

Matching Worksheet/Suggested Course Sequence/Bachelor's Completion

ASSOCIATE DEGREE PROGRAM		BACHELOR'S DEGREE COURSE MATCH OR POTENTIAL COURSE MATCH		BACHELOR'S DEGREE COMPLETION	
A.A.S. Business Administration Transfer DELAWARE TECHNICAL & COMMUNITY COLLEGE				B.S. Marketing UNIVERSITY OF DELAWARE	
Course No./Name	CR	Course No./Name	CR	Course No./Name	CR
SSC 100 First Year Seminar	1	UNIV 166DE Department Elective	1	Fifth Semester (fall)	
ENG 101 Critical Thinking & Academic Writing	3	ENGL 166DE Department Elective	3	BUAD 301 Introduction to Marketing	3
ACC 101 Accounting I	3	ACCT 166DE Department Elective	3	BUAD 306 Introduction to Service & Operations Management	3
MAT 153 College Math & Statistics	3	MATH 114 College Math & Statistics	3	BUAD 309 Organizational Behavior	3
OAT 152 Excel Level I	3	MATH 166DE Department Elective	1	MISY 261 Business Information Systems	3
ECO 111 Macroeconomics	3	MISY 166DE Department Elective (will substitute for MISY 160)	3	FINC 311 Principles of Finance	3
	17	ECON 103 Introduction to Macroeconomics	3		
			17		15
Second Semester (spring)					
ACC 112 Accounting II (Note: ACC 101 and ACC 112 together = UD's ACCT 207). Must successfully transfer both courses to earn ACCT 207 credit.	3	ACCT 207 Accounting I	3	Sixth Semester (spring)	
MAT 255 Statistics I	3	MATH 266DE Department Elective (will substitute for MATH 201/STAT 200)	3	BUAD 302 Marketing Research	3
ECO 122 Macroeconomics	3	ECON 101 Introduction to Microeconomics	3	ACCT 352 Law & Social Issues in Business	3
ENG 102 Composition & Research	3	ENGL 166DE Department Elective (Note: Student will receive an exemption from ENGL 110 with successful transfer of ENG 101 and 102 and completion of associate degree)	3	International Business course (Note: Economics courses may not apply)	3
BUS 101 Introduction to Business	3	BUAD 166DE Department Elective (will substitute for BUAD 110)	3	Creative Arts & Humanities University breadth (also designated to fulfill the University Multicultural requirement)	3
Sub-Total	15		15	BUAD 471 Advertising and Media Management or BUAD 473 Consumer Behavior	3
					15

ASSOCIATE DEGREE PROGRAM A.A.S. Business Administration Transfer DELAWARE TECHNICAL & COMMUNITY COLLEGE		BACHELOR'S DEGREE COURSE MATCH OR POTENTIAL COURSE MATCH		BACHELOR'S DEGREE COMPLETION B.S. Marketing UNIVERSITY OF DELAWARE	
Course No./Name Third Semester (fall)	CR	Course No./Name	CR	Course No./Name Seventh Semester (fall)	CR
MAT 256 Statistics II	3	MATH 266DE Department Elective (will substitute for MATH 202/MISY 262)	3	BUAD 478 Marketing Analytics	3
FIN 221 Money and Banking	3	ECON 308 Banking & Monetary Policy	3	BUAD 441 Strategic Management (fulfills the Capstone requirement)	3
History & Cultural Support elective (See electives list below – SPA 136 and SPA 137 may not apply)	3	History & Cultural Change University breadth	3	Mathematics, Natural Sciences & Technology University breadth (3 cr.) or (4 cr.) (dependent upon what was taken at DTCC during semester 4)	3/4
ACC 221 Cost Accounting I	3	ACCT 208 Accounting II	3	Social & Behavioral Sciences University breadth	3
MGT 212 Principles of Management	3	BUAD 166DE Department Elective	3	Marketing major course (Chosen from BUAD 351, 470, 471, 472, 473, 474, 475 or 477)	3
PSY 121 General Psychology or SOC 111 Sociology	3	PSYC 100 General Psychology or SOCI 201 Introduction to Sociology	3		
	18		18		15/16
Fourth Semester (spring)					
ENG 124 Oral Communication	3	COMM 350 Public Speaking (will substitute for COMM 212)	3	BUAD 478 Field Projects in Marketing (fulfills a Marketing major course and the Discovery Learning Experience requirement)	3
MAT 261 Business Calculus I	4	MATH 221 Calculus I	3	BUAD 479 Marketing Strategy for the Firm	3
MKT 212 Principles of Marketing	3	MATH 266DE Department Elective	1		
Science Support elective (see electives list below)	3/4	BUAD 166DE Department Elective	3	Social & Behavioral Sciences University breadth	3
History & Cultural Support elective (see electives list below)	3/4	Mathematics, Natural Sciences & Technology University breadth (3 cr.) or (4 cr.) with laboratory	3/4	PSYC 100 General Psychology or SOCI 201 Introduction to Sociology (dependent upon what was taken at DTCC during semester 3)	3
		Creative Arts & Humanities, History & Cultural Change or Foreign Language	3/4	Creative Arts & Humanities, History & Cultural Change or Foreign Language	3
Sub-Total	16-18		16-18		15
TOTAL	66-68		66-68		60-61



CONNECTED DEGREE CURRICULUM

Suggested Course Sequence

ASSOCIATE DEGREE A.A.S. Business Administration Transfer DELAWARE TECHNICAL AND COMMUNITY COLLEGE				BACHELOR'S DEGREE B.S. Marketing UNIVERSITY OF DELAWARE					
Semester 1 (Fall)				CR	Semester 5 (Fall)				CR
SSC	100	First Year Seminar	1	BUAD	301	Introduction to Marketing	3		
ENG	101	Critical Thinking & Academic Writing	3	BUAD	306	Introduction to Service & Operations Management	3		
ACC	101	Accounting I	3	BUAD	309	Organizational Behavior	3		
MAT	153	College Math & Statistics	3	MISY	261	Business Information Systems	3		
OAT	152	Excel Level I	3	FINC	311	Principles of Finance	3		
ECO	111	Macroeconomics	3						
				17					15
Semester 2 (Spring)					Semester 6 (Spring)				
ACC	112	Accounting II	3	BUAD	302	Marketing Research	3		
MAT	255	Statistics I	3	ACCT	352	Law & Social Issues in Business	3		
ECO	122	Microeconomics	3	XXXX	XXX	International Business course	3		
ENG	102	Composition & Research	3	XXXX	XXX	Creative Arts & Humanities University breadth (also designated to fulfill the University Multicultural requirement)	3		
BUS	101	Introduction to Business	3	BUAD or BUAD	471	Advertising & Media Management	3		
				15					15
Semester 3 (Fall)					Semester 7 (Fall)				
MAT	256	Statistics II	3	BUAD	476	Marketing Analytics	3		
FIN	221	Money and Banking	3	BUAD	441	Strategic Management (fulfills the Capstone requirement)	3		
XXX	XXX	History & Cultural Support elective*	3	XXXX	XXX	Mathematics, Natural Sciences & Technology University breadth (3 cr.) or (4 cr.) with laboratory	¾		
ACC	221	Cost Accounting I	3	XXXX	XXX	Social & Behavioral Sciences University breadth	3		
MGT	212	Principles of Management	3	XXXX	XXX	Marketing major course	3		
PSY or SOC	121 or 111	General Psychology or Sociology	3						
				18					15/16
Semester 4 (Spring)					Semester 8 (Spring)				
ENG	124	Oral Communication	3	BUAD	478	Field Projects in Marketing (fulfills Marketing major course and the Discovery Learning Experience requirements)	3		
MAT	261	Business Calculus I	4	BUAD	479	Marketing Strategy for the Firm	3		
MKT	212	Principles of Marketing	3	XXXX	XXX	Social & Behavioral Sciences University breadth	3		
XXX	XXX	Science Support elective**	¾	PSYC or SOCI	100	General Psychology	3		
XXX	XXX	History & Cultural Support elective*	¾	XXXX	XXX	Introduction to Sociology	3		
				16-18					15
Total Credits				66-68					60-61

- The Bachelor of Science program in Marketing requires a minimum of 121 credits.
- Course sequencing may vary by semester. See your advisor.

Electives	
Delaware Technical and Community College Course	University of Delaware Course Equivalent
*History/Cultural Support Electives: Choose 2 ENG 128 Black American Literature (3 credits) HIS 111 U.S. History Pre-Civil War (3credits) HIS 112 U.S. History Post-Civil War (3credits) HIS 210 World History II (3 credits) SPA 136 Spanish Communication I (4 credits) SPA 137 Spanish Communication II (4 credits)	*Creative Arts & Humanities, History & Cultural Change or Foreign Language ENGL 344 African American Literature I HIST 105 U.S. History to 1865 HIST 106 U.S. History Since 1865 HIST 104 World History II SPAN 105 Spanish I Elementary SPAN 106 Spanish II Elementary/Intermediate
**Science Tech Support Electives: Choose 1 BIO 100 Medical Terminology (3 credits) BIO 110 Essentials: Anatomy& Physiology (4 credits) BIO 140 General Biology (4 credits) CHM 110 General Chemistry (4 credits) ENV 190 Intro to Environmental Science &Tech (3credits) PHY 111 Conceptual Physics (4 credits)	**Mathematics, Natural Sciences & Technology MMSC 200 The Language of Medicine BISC 106 Elementary Human Physiology BISC 104 Principles of Biology with Laboratory CHEM 101 General Chemistry CHEM 100 Chemistry and Human Environment SCEN 101 Physical Science
For more information contact:	
<u>Delaware Tech</u> Dover, DE: (302) 857-1772 Georgetown, DE: (302) 259-6665 Wilmington, DE: (302) 573-5428	<u>University of Delaware</u> Dr. Hemant Kher Chair, Business Administration Department Newark, DE (302) 831-2554
The articulation agreement is subject to change based on Delaware Tech and senior institution curriculum changes	

APPROVAL



This program articulation agreement is between DTCC's Associate of Applied Science Degree in Business Administration Transfer and UD's Bachelor of Science Degree in Marketing.

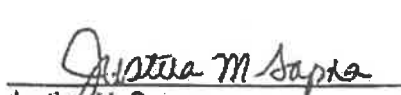

Approval is granted for a period of five years effective on the date both parties have fully executed this agreement.


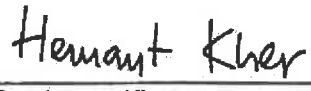
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**DELAWARE TECHNICAL AND
COMMUNITY COLLEGE**

UNIVERSITY OF DELAWARE

 _____ Dr. Mark T. Brainard President	<u>2/24/2020</u> Date	 _____ Dr. Robin Morgan Provost	<u>3/4/2020</u> Date
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 _____ Justin M. Sapna Vice President for Academic Affairs	<u>2/24/20</u> Date	 _____ Dr. Bruce Weber Dean Alfred Lerner College of Business & Economics	<u>2/28/20</u> Date
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 _____ Chala R. Breen Instructional Director/Department Chair Business Technologies, Owens Campus	<u>2/12/20</u> Date	 _____ Dr. Hemant Kher Chair Business Administration Department	<u>2/27/20</u> Date
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