

ASSOCIATE OF ARTS PRE-MAJOR ARTICULATION AGREEMENT:  
BUSINESS ADMINISTRATION

MID-STATE TECHNICAL COLLEGE (MSTC)

AND

LAKELAND UNIVERSITY (Lakeland)

The purpose of this articulation agreement is to provide a seamless transfer process for students enrolled in the Associate of Arts at Mid-State Technical College (MSTC) who seek to use the elective credits within that degree to pursue a pre-major pathway to a bachelor's degree in Business Administration at Lakeland University (Lakeland). Through the collaborative efforts of faculty, student services, and administration, MSTC and Lakeland will provide students with a clear path to reach their educational goals.

Students who complete the Associate of Arts at MSTC will be eligible for guaranteed admission to the Bachelor of Arts in Business Administration program at Lakeland. Students who complete the occupational courses listed below as part of the conferred Associate of Arts degree at MSTC will have those courses applied in transfer toward the requirements of Lakeland's Bachelor of Arts in Business Administration. Per the transfer guide below, students would need to complete the courses listed under the heading of "Courses Needed to Complete Degree at Lakeland University" in order to be awarded the Bachelor of Arts degree in Business Administration. Students also are eligible for all benefits and incentives outlined in the parent transfer agreement, including guaranteed admission to Lakeland with junior standing. The provisions below outline the terms that will guide both parties in implementing and monitoring this agreement.



| General Education Courses                      |   |           |  |  |           |   |
|--|---|-----------|--|--|-----------|---|
| MSTC   |   |           | Lakeland   |  |           |   |
| Course No.                                     | Course Title                                | Credits   | Course No.                                       | Course Title/Field                       | Credits   |   |
| 10801136                                       | English Composition I                       | 3         | GEN 110  | Composition I: Academic Writing          | 3         |   |
| 20801223                                       | English Composition II                      | 3         | GEN 112  | Composition II: Argumentation & Research | 3         |   |
| 10801196                                       | Oral/Interpersonal Communication - OR -     | 3         | COM 111  | Fundamentals of Public Speaking          | 3         |   |
| 10801198                                       | Speech                                      |           |  |  |           |   |
| 20801255                                       | Intro to Literature OR -                    | 12        | ENG 190  | Approaching Literature                   | 12        |   |
| 20801247                                       | Contemporary World Literature - OR -        |           | ENG 200  | Exploring World Literature               |           |   |
| 20801233                                       | Children's Literature                       |           | ENG ELEC   | English Elective                         |           |   |
| 20815201                                       | Art Appreciation OR -                       |           | ART ELEC   | Art Elective                             |           |   |
| 20805201                                       | Music Appreciation                          |           | MUS ELEC   | Music Elective                           |           |   |
| 10809166                                       | Intro to Ethics: Theory & Application- OR - |           | PHI 232  | Ethics                                   |           |   |
| 20809217                                       | Intro to Philosophy                         |           | PHI 221  | Intro to Philosophy                      |           |   |
| 10809122                                       | Intro to American Government - OR -         |           | POL 221  | American Government                      |           |   |
| 20803215                                       | History of American People to 1877 - OR -   |           | HIS 111  | US History I                             |           |   |
| 20803219                                       | History of American People from 1877        |           | HIS 112  | US History II                            |           |   |
| 20803258                                       | World History to 1500 -OR-                  |           | HIS 101  | World History I                          |           |   |
| 20803259                                       | World History since 1500                    |           | HIS 102  | World History II                         |           |   |
| 10809196                                       | Developmental Psychology - OR -             | 9         | PSY 330  | Human Growth & Development               | 9         |   |
| 10809198                                       | Intro to Psychology                         |           | PSY 200  | General Psychology                       |           |   |
| 10809196                                       | Introduction to Sociology                   |           | SOC 100  | Introduction to Sociology                |           |   |
| 20809237                                       | Abnormal Psychology                         |           | PSY 372  | Abnormal Psychology                      |           |   |
| 20809275                                       | Marriage and Family                         |           | SOC ELEC   | Sociology Elective                       |           |   |
| 20809254                                       | Educational Psychology                      |           | PSY 230  | Educational Psychology                   |           |   |
| 10809103                                       | Think Critically & Creatively               |           | GEN 130  | CORE I: Foundations of Critical Thinking |           |   |
| 10804195                                       | College Algebra with Applications           |           | MAT 140  | Advanced Algebra                         |           | 3 |
| 10804189                                       | Introductory Statistics                     |           | MAT 220  | Probability and Statistics               |           | 3 |
|  | Science course with lab                     | 4         | SCI ELEC or course                               | Various courses are direct equivalents   | 4         |   |
|  | Physical Fitness course                     | 2         | ELEC   | General Elective                         | 2         |   |
| 20802217                                       | Spanish 1                                   | 4         | SPA 101  | Spanish I/Lab                            | 4         |   |
| 10809172                                       | Diversity Studies                           | 3         | SOC 210  | Majority-Minority Relations              | 3         |   |
| <b>Total general education credits earned:</b> |   | <b>49</b> | <b>Total general education credits accepted:</b> |  | <b>49</b> |   |

| Occupational Courses           |                                     |           |                                    |  |           |
|--------------------------------|-------------------------------------|-----------|------------------------------------|--|-----------|
| Course No.                     | Course Title                        | Credits   | Course No.                         | Course Title                                     | Credits   |
| 10101140                       | Accounting 1 (elective choice)      | 3         | ACC 210                            | Financial Accounting Principles                  | 3         |
| 10102101                       | Intro to Business (elective choice) | 3         | BUS 150                            | Pathways to Success: An Introduction to Business | 3         |
| 20809287                       | Principles of Macroeconomics        | 3         | ECN 235                            | Principles of Macroeconomics                     | 3         |
| 20809291                       | Principles of Microeconomics        | 3         | ECN 230                            | Principles of Microeconomics                     | 3         |
| <b>Total elective credits:</b> |                                     | <b>12</b> | <b>Total transferable credits:</b> |  | <b>61</b> |

\* Dependent upon MSTC course chosen  
**NOTE: Transfer credits noted assume completed Associate's Degree.**

**Courses needed to complete degree at Lakeland University:**

| Course No.   | Course Title   | Credits   |
|--|--|-----------|
| GEN 3XX  | Core II: Exploring Human Condition                   | 3         |
| GEN 4XX  | Core III: Shaping the Future                         | 3         |
| ACC 220  | Managerial Accounting Principles                     | 3         |
| BUS 301  | Management of Information Systems                    | 3         |
| BUS 330  | Management Principles                                | 3         |
| BUS 340  | Principles of Business Finance                       | 3         |
| BUS 410  | Business Law I                                       | 3         |
| BUS 491  | Business Policy and Strategy (WI)                    | 3         |
| MKT 350  | Marketing Principles                                 | 3         |
|  | Completion of an emphasis in Business Administration | 12-27     |
| Electives needed to reach the 120 credit minimum:              |  | 5-20      |
| <b>Total credits needed at Lakeland University to complete</b> |  | <b>59</b> |

## PROVISIONS OF THIS AGREEMENT:

1. **Admission.** It is the student's responsibility to demonstrate fulfillment of the current admission requirements of Lakeland at the time of admission.
2. **Advising.** Lakeland and MSTC will provide academic advising to MSTC students inquiring about Lakeland's programs and the pre-major pathway, including access to a Lakeland advisor before transfer. Lakeland and MSTC will share materials, catalogs, and other information to facilitate their understanding of requirements and programs. MSTC will assist Lakeland in arranging recruitment events on its campuses.
3. **Marketing.** Any marketing of this agreement will be subject to the prior approval of both parties and will adhere to each institution's standards for the use of its name and logo. Each institution will assume responsibility for appropriate marketing to reach its student population. Each institution may provide a link to this agreement and/or the other institution at its website, with notice to the other party.
4. **Accreditation.** Both parties agree that failure to maintain regional accreditation will be grounds for termination of the agreement. Failure to maintain accreditation required by the specific academic program(s) referenced in this agreement will be grounds for exclusion of that program from the agreement.
5. **Tracking of Use.** To track the use of this articulation agreement by students, Lakeland and MSTC will share aggregate pre-enrollment and registration data of the numbers of students pursuing the pre-major pathway.
6. **Periodic Review.** Lakeland and MSTC will review this articulation agreement on a three-year cycle or earlier if curricular or institutional policy changes are warranted. Each institution agrees to notify the other of significant curricular or policy changes in a timely manner.
7. **Cancellation.** Both parties agree to provide at least one hundred eighty days of advance written notification of their intent to cancel this agreement. MSTC students who apply to Lakeland prior to the cancellation date will be permitted to transfer credits under the agreement terms.

**OFFICIAL CONTACT PERSONS:**

**For MSTC**

Suzanne Rathe  
Dean, General Education  
Mid-State Technical College  
1001 Centerpoint Drive  
Stevens Point, WI 54481  
715-342-3124  
suzanne.rathe@mstc.edu

**For Lakeland**

Rachel Ware Carlton  
Dean, William R. Kellett School  
W3718 South Drive  
Plymouth, WI 53073  
920-565-1000 ext. 3103  
carltonrj@lakeland.edu

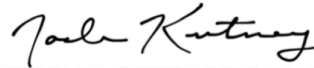
**SIGNATURES**

This signed agreement has been reviewed and approved by both institutions for the term specified.



10/26/2022

Deb Stencil  
Vice President for Academics  
Mid-State Technical College



10/14/2022

Joshua P. Kutney  
Vice President for Academic Affairs  
Lakeland University