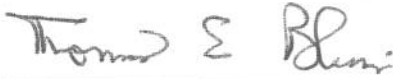


ARTICULATION AGREEMENT

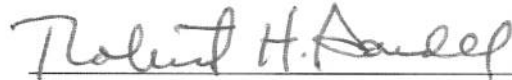
Virginia Western Community College
Associate of Applied Science in Management- Marketing Specialization

Bluefield State College
Bachelor of Science in Business Administration

Entered into this 5th day of June, 2012.



Dr. Thomas E. Blevins
President
Bluefield State College



Dr. Robert H. Sandel
President
Virginia Western Community College



Dr. Lewis Jones
Vice President of Academic Affairs
Bluefield State College



Dr. Elizabeth Wilmer
Vice President of Academic and Student
Affairs
Virginia Western Community College



Dr. Steve Bourne
Dean, The W. Paul Cole, Jr. School of
Business
Bluefield State College



Mr. Jim Poythress
Dean of Business, Engineering and
Technology
Virginia Western Community College

ARTICULATION AGREEMENT

Virginia Western Community College, Associate of Applied Science in Management-
Marketing Specialization
and
Bluefield State College, Bachelor of Science in Business Administration

Bluefield State College (hereafter referred to as BSC), a college in Bluefield, West Virginia, and Virginia Western Community College (hereafter referred to as VWCC), a community college in Roanoke, Virginia, agree to offer an articulated program leading to the award of a Bachelor of Science degree in Business Administration. They further agree that students from VWCC, through this articulation policy, will be allowed to transfer credits earned for the A.A.S. in Management-Marketing Specialization to the award of the B.S. in Business Administration at BSC, as specified in the attached curriculum articulation table. The following general principles guide the operation of this Agreement:

1. The program is designed for graduates of the A.A.S. degree in Management- Marketing Specialization at VWCC.
2. A maximum of 72 credit hours from VWCC will be allowed toward the fulfillment of the 128 credit hours required for the BSC baccalaureate degree in Business Administration.
3. The BSC W. Paul Cole, Jr. School of Business standard requiring that fifty-percent (50%) of all 300-400 level business courses be completed within the Cole School of Business will apply to students transferring to BSC under this Agreement.
4. All courses meeting general education requirements at VWCC will transfer to BSC as general education.
5. Students must maintain a 2.0 cumulative grade point average in order to transfer.
6. Once the A.A.S. degree in Management- Marketing Specialization is completed at VWCC, and the student has been admitted to BSC, the student may commence the B.S. in Business Administration at BSC.
7. Any VWCC student who is a Virginia resident and completes the VWCC A.A.S. in Management- Marketing Specialization with a 3.0 or above cumulative grade point average will be granted an academic scholarship by BSC to reduce their tuition and fees to the West Virginia in-state rate for tuition and fees.

8. VWCC students who have completed the A.A.S. in Management- Marketing Specialization will be given every consideration for financial assistance and will be eligible to compete for additional academic scholarships at BSC.
9. Any VWCC student who is a Virginia resident and completes the VWCC A.A.S. in Management- Marketing Specialization with a cumulative grade point average between 2.00-2.99 will pay the Metro rate at BSC rather than the out-of-state tuition rate.
10. While VWCC and BSC do not presently have a dual enrollment program, should one be developed in the future, this Agreement will not preclude students from participation and students may apply for and receive the benefits of dual enrollment. Those students would then be subject to the policies of said program should they apply.
11. BSC will establish a mechanism to provide information on the academic progress of the VWCC students enrolled as a result of this Agreement.
12. This Agreement becomes effective on the date set forth on the first page of this document. VWCC and BSC agree to publicize this program. They further agree to monitor the performance of this Agreement and to revise it as necessary. The Agreement may be terminated by either party for just cause and after adequate notice to the other. Termination of the Agreement will not affect any students currently enrolled at VWCC in the A.A.S. in Management- Marketing Specialization program at the time of termination, and they shall be able to transfer credits pursuant to this Agreement.

BLUEFIELD STATE COLLEGE
The W. Paul Cole, Jr. School of Business

Articulation Agreement
for
Virginia Western Community College

Associate of Applied Science in Management: Marketing Specialization

Virginia Western Community College			Bluefield State College		
Course Number	Course Name	Credits	Course Number	Course Name	Credits
First Semester Coursework					
ACC 211	Principles of Accounting I	4	ACCT 201	Principles of Accounting I	3
				Elective	1
BUS 100	Introduction to Business	3		Elective	3
ENG 111	College Composition I	3	ENGL 101	Composition I	3
	HLT/PED	1		Elective	1
ITE 115	Intro Computer Applications & Concepts	3	BUSN 130	Microsoft Word & Presentations	3
MTH 163	Pre-Calculus I*	3	MATH 109	Algebra	3
SDV 100	College Success Skills	1		Elective	1
	Total	18			18
Second Semester Coursework					
ACC 212	Principles of Accounting II	4	ACCT 212	Principles of Accounting II	3
				Elective	1
AST 205	Business Communications	3	BUSN 232	Business Communications	3
MTH 271	Applied Calculus I**	3	BUSN 250	Quantitative Tech in Business	3
BUS 165	Small Business Management	3	MGMT 344	Small Business Management	3
	HLT/PED	1		Elective	1
MKT 100	Principles of Marketing	3	MRKT 210	Principles of Marketing	3
	Total	17		Total	17
Third Semester Coursework					
MKT 216 OR BUS 200	Retail Org & Management OR Principles of Management	3	Elective OR MGMT 210	Elective OR Principles of Management	3
BUS 225	Applied Business Statistics	3	BUSN 310	Applied Business Statistics	3
BUS 241	Business Law I	3	BUSN 301	Business Law & the Legal Environment	3
CST 100	Principles of Public Speaking ***	3	SPCH 208	Speech	3
MKT 110	Principles of Selling	3	MRKT 372	Selling/Sales Management	3
	Total	15		Total	15

Fourth Semester Coursework					
BUS 202	Applied Management Prin.	3		Elective	3
ECO 201 or ECO 202	Prin of Macroeconomics OR Prin of Microeconomics ****	3	ECON 211 Or ECON 212	Principles of Economics I OR Principles of Economics II	3
FIN 215	Financial Management	3	BUSN 350	Financial Management	3
MKT 220	Principles of Advertising	3	MRKT 352	Integrated Marketing Communications	3
	Humanities/Fine Arts	3		Humanities/Fine Arts	3
	Total	15		Total	15

*MTH 120, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.

**BUS 125, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.

***CST105, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.

****ECO 120, an alternative for this requirement at VWCC, will be accepted by BSC only for elective credit.