

Articulation Agreement
Between
Purdue University, West Lafayette
And
Ivy Tech Community College Statewide

INTRODUCTION

The purpose of this Articulation Agreement is to provide a framework for the effective transfer of Ivy Tech Community College Statewide's Associate of Science in Business Administration (Transfer Single Articulation Pathway) students to continue their education at Purdue University West Lafayette. To ensure the smooth transition to the program at PWL in Financial Counseling and Planning; Hospitality and Tourism Management; Retail Management; and Selling and Sales Management the faculty members and/or administration of both institutions have developed this articulation pathway and course applications with an 8-semester plan of study, in the attached appendix, for students beginning *March 1, 2017*.

This Articulation Agreement, including any modifications, should be reviewed by both institutions on a three-year review cycle. Further, it is expected that both institutions will keep the other party aware of any curriculum changes as they occur. While both parties to the agreement understand its purpose is to maximize the opportunities for students to transfer to Purdue West Lafayette, they also recognize that limits may be placed on courses accepted under the provisions of this agreement, should a student subsequently decide to change to another program not covered by the agreement. Students who transfer to Purdue on the basis of this Articulation Agreement may be monitored to observe their progress and performance for the purpose of modifying and improving the educational opportunities of future students. This Articulation Agreement is for Financial Counseling and Planning; Hospitality and Tourism Management; Retail Management; and Selling and Sales Management programs only.

AGREEMENT PROVISIONS

1. Admission to Purdue University

The following requirements apply:

- a. Complete an Associate's Degree at Ivy Tech Community College Statewide that meets the course requirements of this Articulation Agreement.
- b. Fulfill the admissions requirements of Purdue University.
- c. Earn a cumulative grade point average of 2.50 or higher in the transfer coursework at Ivy Tech Community College for admission to Hospitality and Tourism Management. Students must earn a cumulative grade point average of 2.00 or higher for admission to Financial Counseling and Planning; Retail Management; and Selling and Sales Management.
- d. Once admitted to Purdue, students are subject to all Purdue academic policies.
- e. Only courses in which a student has earned a "C-" or higher will transfer to Purdue West Lafayette (a minimum GPA of 2.0 for the 30 hours of courses within the Statewide Transfer General Education Core is required to meet the standard for satisfactory completion/transfer of the Core).
- f. Admission is not guaranteed. However, admission slots will be provided for at least 10 Ivy Tech Community College students for each program per year who meet the minimum entrance requirements set by the faculty at Purdue University for Financial Counseling and Planning, Hospitality and Tourism Management, Retail Management, and Selling and Sales Management. As capacity allows, more admission slots will be provided for students meeting the minimum entrance requirements.

2. Courses

- a. This document includes two methods for students to earn credits that will transfer to Purdue West Lafayette for application.
 - i. First, courses that are included in the Indiana Core Transfer Library will transfer as equivalent courses.
 - ii. Second, the attached 8-semester plan of study lists courses that should be completed in the first two years of study and reflects their application at Purdue West Lafayette
- b. When courses are completed at an institution other than the partnership institution the

original institution's equivalencies with PWL are used.

c. Transfer courses do not count in a student's Purdue grade point average.

3. Ivy Tech Community College Statewide Obligations:

a. Include the Articulation Agreement information in the catalog (website).

b. Provide a counselor/advisor for students in the program.

c. Maintain a liaison with the designated Purdue University West Lafayette representative.

d. Disseminate the Articulation Agreement to academic advisors

4. Purdue University West Lafayette Obligations:

a. Make reference to the availability of an Articulation Agreement with Ivy Tech Community College Statewide in the Purdue University West Lafayette electronic catalog.

b. Provide counselors/advisors for the program.

c. Maintain a liaison with the designated Ivy Tech Community College Statewide representative.

5. Modification

a. Modifications to this agreement may be made under consultation with representatives from both partners.

b. Purdue University West Lafayette degree requirements are subject to change. Students and their respective advisor should consult directly with designated Purdue University West Lafayette representatives, from the program to which they will apply, for current curricular requirements.

c. Any changes will be communicated to the partner institution regularly and require a new signature page submitted to the Office of the Provost and the Transfer Admissions Office.

d. Should a decision be made to modify or dissolve this agreement, students who are already attending Purdue University at the time will be permitted to continue as long as their academic performance remains in good standing.

Authorized Signatures:

Purdue University WL

**Ivy Tech Community College
Statewide**



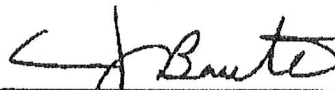
Christine Ladisch, Ph.D.
Dean, College of Health and Human Sciences



Todd E. Roswarski, Ph.D.
Vice Chancellor of Academic Affairs



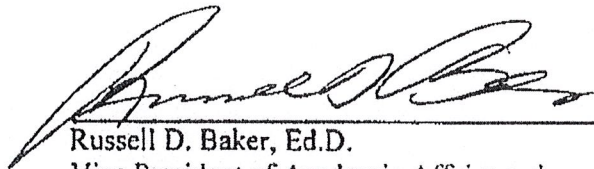
Richard Feinberg, Ph.D.
Interim Department Head, Consumer Science



Aaron Baute, MBA
Vice President of Business, Logistics, and
Supply Chain Workforce Alignment



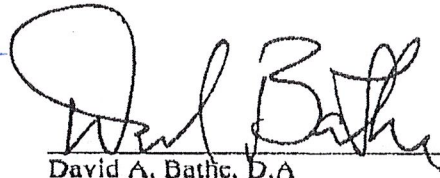
Richard Ghiselli, Ph.D.
Department Head, Hospitality &
Tourism Management



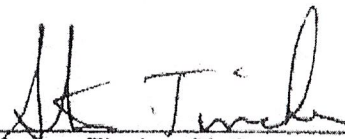
Russell D. Baker, Ed.D.
Vice President of Academic Affairs and
University Transfer Division



Debasish (Deba) Dutta, Ph.D.
Provost and Executive Vice President of
Academic Affairs and Diversity



David A. Bathic, D.A.
Chancellor



Steven Tincher, Ph.D.
Senior Vice President and Provost

Date of Document

Form last updated 11/18/16

Purdue University – Ivy Tech Community College

Articulation Agreement – Appendices

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Appendix A: Ivy Tech Community College Courses Fulfilling Indiana Transfer General Education Core Competencies

**** All courses are appropriate for the Science/Math Pathway programs unless otherwise noted.**

	TGEC General Pathway	TGEC Science/Math Pathway
<i>Written Communication</i>	<i>3 credits</i>	<i>3 credits</i>
ENGL 111 English Composition*		
<i>Speaking and Listening</i>	<i>3-6 credits</i>	<i>3 credits</i>
COMM 101 Fundamentals of Public Speaking* and/or COMM 102 Intro to Interpersonal Communication*		
<i>Quantitative Reasoning</i>	<i>3-9 credits</i>	<i>6-9 credits</i>
MATH 118 Concepts in Mathematics (not a TGEC Science/Math Pathway selection)*; MATH 123 Quantitative Reasoning (not a TGEC Science/Math Pathway selection); MATH 135 Finite Math*; MATH 136 College Algebra*; MATH 137 Trig with Analytic Geometry*; MATH 201 Brief Calculus*; MATH 202 Brief Calculus II*; MATH 211 Calculus I*; MATH 212 Calculus II*; MATH 221 Calculus for Technology I; MATH 222 Calculus for Technology II		
<i>Scientific Ways of Knowing</i>	<i>3-10 credits</i>	<i>6-10 credits</i>
ASTR 101 Solar System Astronomy*; BIOL 101 Introductory Biology*; BIOL 105 Biology I*; BIOL 107 Biology II*; BIOL 121 General Biology; BIOL 211 Microbiology I*; CHEM 101 Introductory Chemistry*; CHEM 105 General Chemistry I*; CHEM 111 Chemistry I; PHYS 101 Physics I*; PHYS 102 Physics II*; PHYS 220 Mechanics*; PHYS 221 Heat, Electricity, & Optics; SCIN 100 Earth Science*; SCIN 111 Physical Science*		
<i>Social and Behavioral Ways of Knowing</i>	<i>3-9 credits</i>	<i>3-6 credits</i>
ANTH 154 Cultural Anthropology; ECON 101 Economics Fundamentals*; ECON 201 Principles of Economics*; ECON 202 Principles of Microeconomics*; HIST 101 Survey of American History I*; HIST 102 Survey of American History II*; HIST 111 World Civilization I; HIST 112 World Civilization II; POLS 101 Introduction to American Government and Politics*; POLS 211 Introduction to World Politics*; PSYC 101 Introduction to Psychology*; PSYC 201 Lifespan Development*; PSYC 205 Abnormal Psychology*; PSYC 240 Human Sexuality*; SOCI 111 Introduction to Sociology*; SOCI 164 Multicultural Studies; SOCI 245 Cultural Diversity; SOCI 252 Social Problems*		
<i>Humanistic and Artistic Ways of Knowing</i>	<i>3-9 credits</i>	<i>3 credits</i>
ARTH 101 Survey of Art & Culture*; ARTH 102 Survey of Art and Culture II*; ARTH 110 Art Appreciation*; ENGL 202 Creative Writing*; ENGL 206 Introduction to Literature*; ENGL 214 Introduction to Poetry*; ENGL 220 Introduction to World Literature*; ENGL 221 Introduction to World Literature After the Renaissance*; ENGL 222 American Literature to 1865*; ENGL 223 American Literature After 1865*; FREN 101 French Level I*; FREN 102 French Level II*; FREN 201 French Level III*; FREN 202 French Level IV*; HUMA 100 Theatre Appreciation*; HUMA 118 Music Appreciation*; PHIL 101 Introduction to Philosophy*; PHIL 102 Introduction to Ethics*; PHIL 220 Philosophy of Religion*; SPAN 101 Spanish Level I*; SPAN 102 Spanish Level II*; SPAN 201 Spanish Level III*; SPAN 202 Spanish Level IV*		

Total Transfer General Education Core 30 minimum credits

***CTL course**

**Appendix B: COLLEGEWIDE CURRICULUM OF RECORD
SCHOOL OF BUSINESS
BUSINESS ADMINISTRATION (TSAP)
ASSOCIATE OF SCIENCE**

**FULL-TIME SEQUENCE
2016 - 2017**

The following suggested sequence includes all course requirements for this degree.

Semester 1

BUSN	101	Introduction to Business	3
* ENGL	111	English Composition	3
IVYT	111	Student Success	1
*MATH	136	College Algebra	3
*PSYC	101	Introduction to Psychology	3
*XXXX	XXX	Scientific Ways of Knowing Elective	3 - 5

Semester 1:

Semester 2

*COMM	101	Fundamentals of Public Speaking	3
*MATH	201	Brief Calculus	3
BOAT	207	Integrated Microsoft Office Applications	3
*XXXX	XXX	Scientific Ways of Knowing Elective	3 - 5

Choose 3 credits from the following:

BUSN	105	Principles of Management	3
MKTG	101	Principles of Marketing	3

Semester 2:

Semester 3

ACCT	101	Financial Accounting	3
BUSN	201	Business Law	3
BUSN	207	Introduction to International Business	3
*ECON	201	Principles of Macroeconomics	3
*PHIL	102	Introduction to Ethics	3

Semester 3:

Semester 4

ACCT	102	Managerial Accounting	3
BUSN	230	Business Statistics	3
^BUSN	279	Business Administration Evaluation & Professional Development	2
*ECON	202	Principles of Microeconomics	3
BOAT	216	Business Communications	3

Semester 4:

TOTAL: 60

Symbol Key

^ Capstone Course

* Required for Transfer General Education Core (TGEC) Certificate

Appendix C

Financial Counseling and Planning four-year plan of study (2+2)

The following Plan of Study shows one potential list of courses that satisfies all requirements for a student pursuing the AS TSAP in Business Administration at Ivy Tech Community College and the Financial Counseling and Planning BS degree at Purdue University – West Lafayette. Individual plans of study may vary.

Ivy Tech Community College

Semester 1

BUSN 101	Intro to Business	3
ENGL 111	English Composition	3
IVYT 111	Student Success	1
MATH 136	College Algebra	3
PSYC 101	Intro To Psychology	3
xxxx xxx	SWK Elective	3-5
		Total: 16-18

Semester 2

BOAT 207	Intro Microsoft Office	3
COMM 101	Fund Public Speaking	3
MATH 201	Brief Calculus I	3
xxxx xxx	SWK Elective	3-5
		Choose 3 credits from below
BUSN 105	Principles of Management	3
MKTG 101	Principles of Marketing	3
		Total: 15-17

Semester 3

ACCT 101	Financial Accounting	3
BUSN 201	Business Law	3
BUSN 207	Intro to Inter. Business	3
ECON 201	Principles Macroeconomics	3
PHIL 102	Intro to Ethics	3
		Total: 15

Semester 4

ACCT 102	Managerial Accounting	3
BOAT 216	Business Communications	3
BUSI 279	Evaluation and Prof. Dev.	2
BUSN 230	Business Statistics	3
ECON 202	Principles of Microeconomics	3
		Total: 14

Purdue University – West Lafayette

Semester 5

CSR 34200	Personal Finance	3
CSR 38600	Risk Management	3
COM 21200	Interpersonal Communication	3
ENGL 10600	First-Year Composition	4
SOC 10000	Intro Sociology	3
		Total: 16

Semester 6

AGEC 45600	Federal Tax Law	3
CSR 30900	Leadership Principles	3
CSR 33200	Cross Cultural Marketing	3
COM 32500	Interviewing Practices & Princ	3
MGMT 45500	Legal Background for Business	3
		Or equivalent SWK
Science	Total:	2-4 15-18

Summer

CSR 48000	Internship in FCPL	Total: 2-3 2-3
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Semester 7

AGEC 42500	Planning & Prop Tran	3
CSR 48100	Ethics in Financial Planning	2
CSR 48400	Consumer Investment	3
CSR 48600	Retirement Planning	3
MGMT 45600	Legal Background for Bus II	3
		Total: 14

Semester 8

AGEC 33100	Prof Selling in Agribusiness	3
CSR 48500	Case Studies in FCPL	3
ENGL 42000	Business Writing	3
STAT 11300	Statistics & Society	3
Science	Or equivalent SWK	3
		Total: 2-4 12-16

Appendix D

Hospitality and Tourism Management four-year plan of study (2+2)

The following Plan of Study shows one potential list of courses that satisfies all requirements for a student pursuing the AS TSAP in Business Administration at Ivy Tech Community College and the Hospitality and Tourism Management BS degree at Purdue University – West Lafayette. Individual plans of study may vary.

Ivy Tech Community College

Semester 1

BUSN 101	Intro to Business	3	
ENGL 111	English Composition	3	
IVYT 111	Student Success	1	
MATH 136	College Algebra	3	
PSYC 101	Intro To Psychology	3	
xxxx xxx	SWK Elective	3-5	
	Total:	16-18	

Semester 2

BOAT 207	Intro Microsoft Office	3
COMM 101	Fund Public Speaking	3
MATH 201	Brief Calculus I	3
xxxx xxx	SWK Elective	3-5
	Choose 3 credits from below	
BUSN 105	Principles of Management	3
MKTG 101	Principles of Marketing	3
	Total:	15-17

Semester 3

ACCT 101	Financial Accounting	3
BUSN 201	Business Law	3
BUSN 207	Intro to Inter. Business	3
ECON 201	Principles Macroeconomics	3
PHIL 102	Intro to Ethics	3
	Total:	15

Semester 4

ACCT 102	Managerial Accounting	3
BOAT 216	Business Communications	3
BUSI 279	Evaluation and Prof. Dev.	2
BUSN 230	Business Statistics	3
ECON 202	Principles of Microeconomics	3
	Total:	14

Purdue University – West Lafayette

Semester 5

HTM 10010	Intro to Hospitality & Tourism Industry	1
HTM 17300	Intro to Tourism Management Lodging Management	3
HTM 18100	Sanitation and Health in	3
HTM 19100	Foodservice, Lodging & Tourism	3
	First-Year Composition	
ENGL 10600	Hospitality and Tourism Work	4
IITM 20200	Experience	1
	HTM Selective	
HTM Selective	Total:	3
		18

Semester 6

HTM 21200	Organization and Management in the Hospitality and Tourism Industry	3
	Human Resources Management for the Service Industries	3
HTM 31200	Cost Controls in Foodservice and Lodging	
	Personal Computing	3
	Technology & Applications	
CNIT 13600	Essential of Nutrition	3
	HTM Selective	
NUTR 30300	Total:	3
HTM Selective		3

Semester 7

HTM 29101	Quantity Food Production & Service Labs	2
	Intro to Foodservice	
HTM 29102	Management	2
	Hospitality and Facilities	
HTM 32200	Management	3
	Revenue Management in the	
HTM 38110	Lodging Industry	3
	Intro Sociology	
SOC 10000	Elementary Stat Methods	3
STAT 30100	Total:	3
		16

Semester 8

	Choose from University List	18
	Choose from University List	
Science Core	Hospitality and Tourism Law	3
STS Core	Beverage Management	3
HTM 41100	Advanced Foodservice	3
HTM 49111	Management	1
HTM 49200	Feasibility Studies and Business	4
	Development in Hospitality and	
HTM 49900	Tourism	3
	Total:	
		17

Appendix E

Retail Management four-year plan of study (2+2)

The following Plan of Study shows one potential list of courses that satisfies all requirements for a student pursuing the AS TSAP in Business Administration at Ivy Tech Community College and the Retail Management BS degree at Purdue University – West Lafayette. Individual plans of study may vary.

Ivy Tech Community College

Semester 1

BUSN 101	Intro to Business	3	
ENGL 111	English Composition	3	
IVYT 111	Student Success	1	
MATH 136	College Algebra	3	
PSYC 101	Intro To Psychology	3	
xxxx xxx	SWK Elective	3-5	
	Total:	16-18	

Semester 2

BOAT 207	Intro Microsoft Office	3
COMM 101	Fund Public Speaking	3
MATH 201	Brief Calculus I	3
xxxx xxx	SWK Elective	3-5
	Choose 3 credits from below	
BUSN 105	Principles of Management	3
MKTG 101	Principles of Marketing	3
	Total:	15-17

Semester 3

ACCT 101	Financial Accounting	3
BUSN 201	Business Law	3
BUSN 207	Intro to Inter. Business	3
ECON 201	Principles Macroeconomics	3
PHIL 102	Intro to Ethics	3
	Total:	15

Semester 4

ACCT 102	Managerial Accounting	3
BOAT 216	Business Communications	3
BUSI 279	Evaluation and Prof. Dev.	2
BUSN 230	Business Statistics	3
ECON 202	Principles of Microeconomics	3
	Total:	14

Purdue University – West Lafayette

Semester 5

SOC 10000	Intro to Sociology	3
CSR 20900	Intro to Retail Management	3
CSR 28200	Customer Service Mgmt.	3
COM 25600	Intro to Advertising	3
ENGL 10600	First Year Composition	4
Science	Or equivalent SWK	2-3
	Total:	16-18

Semester 6

COM 32500	Interviewing Practice & Prin	3
CSR 21500	Textile Science	2
CSR 30900	Leadership Process	3
CSR 40100	Buying of Merchandise	3
STS	Science Technology & Soc Or	3
Science	equivalent SWK	2-3
	Total:	15-17

Summer

CSR 30000	Internship in Retail Mgmt.	1
	Total:	1

Semester 7

AGEC 33100	Princ of Selling in Agribus	3
CSR 32300	Visual Merchandising	3
CSR 33100	Consumer Behavior	3
CSR 33200	Cross Cultural Marketing	3
CSR 40600	E-Retailing	3
	Total:	15

Semester 8

CSR 34200	Personal Finance	3
CSR 34400	Fundamentals of Negotiations	3
	Strat Issues in Sales & Retail	
CSR 40400	Business Writing Legal	3
ENGL 42000	Background for Bus	3
MGMT 45500		
	Total:	3
		15

Appendix F

Selling and Sales Management four-year plan of study (2+2)

The following Plan of Study shows one potential list of courses that satisfies all requirements for a student pursuing the AS TSAP in Business Administration at Ivy Tech Community College and the Selling and Sales Management BS degree at Purdue University – West Lafayette. Individual plans of study may vary.

Ivy Tech Community College

Semester 1			Semester 2		
BUSN 101	Intro to Business	3	BOAT 207	Intro Microsoft Office	3
ENGL 111	English Composition	3	COMM 101	Fund Public Speaking	3
IVYT 111	Student Success	1	MATH 201	Brief Calculus I	3
MATH 136	College Algebra	3	xxxx xxx	SWK Elective	3-5
PSYC 101	Intro To Psychology	3		Choose 3 credits from below	
xxxx xxx	SWK Elective	3-5	BUSN 105	Principles of Management	3
			MKTG 101	Principles of Marketing	3
		Total: 16-18			Total: 15-17
Semester 3			Semester 4		
ACCT 101	Financial Accounting	3	ACCT 102	Managerial Accounting	3
BUSN 201	Business Law	3	BOAT 216	Business Communications	3
BUSN 207	Intro to Inter. Business	3	BUSI 279	Evaluation and Prof. Dev.	2
ECON 201	Principles Macroeconomics	3	BUSN 230	Business Statistics	3
PHIL 102	Intro to Ethics	3	ECON 202	Principles of Microeconomics	3
		Total: 15			Total: 14

Purdue University – West Lafayette

Semester 5			Semester 6		
AGEC 33100	Prof Selling in Agribusiness	3	CSR 30900	Leadership Principles	3
CSR 28200	Customer Relations Mgmt.	3	CSR 31500	Relationship Selling	3
ENGL 10600	First Year Composition	4	CSR 33100	Consumer Behavior	3
SOC 10000	Introductory Sociology	3	COM 31800	Principles of Persuasion	3
Science	Or SWK Elective	2-3	Science	Or SWK Elective	2-3
		15-16			Total: 14-17
			Summer		
			CSR 30700	Internship in Selling	1
					Total: 1
Semester 7			Semester 8		
CSR 33200	Cross Cultural Marketing	3	COM XXX	Comm Elective	3
CSR 34400	Fund of Negotiations	3	CSR 34200	Personal Finance	3
CSR 41500	Sales Force Management	3	CSR 40400	Strat Plan Retail & Sales	3
MGMT45500	Legal Background Business	3	CSR 41800	Selling & Sales Capstone	3
STS	Science Technology & Soc	3	ENGL 42000	Business Writing	3
		Total: 15			Total: 15