

# 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 **19<sup>th</sup> 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
<b>First semester</b>			
ENG 111	3	ENGL 110	3
Laboratory Science Elective	4	Must be BIO or CHM	4
MTH 163	3	MATH 120	3
ITE 115	3	COBU 155	2
SDV 100	1	No VSU Equivalent	0
BUS 100	3	COBU 101	3
Total	17	Total	15
<b>Second semester</b>			
ENG 112	3	ENGL 111	3
Transfer Elective (BUS 236)	3	COBU 200	3
History Elective	3	History Elective	3
Physical Education/Health Elective <sup>1</sup>	2	HPER Elective	2
Laboratory Science Elective <sup>2</sup>	4	Substitute for MATH 122	3
Total	15	Total	14
<b>Third semester</b>			
ACC 211	3	COBU 201	3
ECO 201	3	COBU 210	3
MTH 270	3	MATH 212	3
Humanities or Fine Arts Elective (Literature Course) <sup>3</sup>	3	Literature Elective	3
Social/Behavioral Science Elective (PSY or SOC) <sup>3</sup>	3	Psychology or Sociology Elective	3
Total	15	Total	15
<b>Fourth semester</b>			
ACC 212	3	COBU 202	3
ECO 202	3	COBU 220	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	59
Extra Accepted Courses at JTCC		Extra Required Courses at VSU	
ENG 251, ENG 252, ENG 257, FRE 110, GEO 220, HIS 101, HIS 102, HIS 111, HIST 112, or SPA 101	3	Global Studies Elective	3
Total Credits at JTCC	65	Total Transferable Credits at VSU	62

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

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

<sup>2</sup> All Associate of Science degrees at JTCC must have lab science sequence per VCCS policy.

<sup>3</sup> The following courses are acceptable ENG 241, ENG 242, ENG 243, ENG 244, ENG 251, ENG 252, ENG 253, or ENG 254.

Note: Students must take the one-credit COBU 111 Professional Enhancement or COBU 211 Career Launch after matriculating to the Reginald F. Lewis College of Business at VSU.

**VIRGINIA STATE UNIVERSITY**

**BUSINESS PHASE  
ACCOUNTING**

**Semester 5**

ACCT 301	Intermediate Accounting I	3
COBU 300	Principles of Finance <sup>1</sup>	3
COBU 301	Principles of Marketing <sup>1</sup>	3
COBU 302	Organization and Management <sup>1</sup>	3
ACCT 306	Cost Accounting	<u>3</u>
		15

**Semester 6**

ACCT 302	Intermediate Accounting II	3
ACCT 315	Accounting Information Systems	3
COBU 342	Product & Process Planning	3
COBU 306	Business Analytics	3
FINC 450	Investments	<u>3</u>
		15

**Semester 7**

ACCT 403	Advanced Accounting	3
ACCT 307	Federal Income Tax I	3
ACCT ____	Accounting Elective	3
COBU 343	Planning & Decision Making in Organizations	3
	Global Studies Elective	<u>3</u>
		15

**Semester 8**

ACCT 407	Auditing	3
ACCT ____	Accounting Elective	3
COBU 400	Organizational Policy & Strategy	3
	Restrictive Business Elective <sup>3</sup>	3
	Free Business Elective	<u>3</u>
		15

**BUSINESS PHASE  
MANAGEMENT INFORMATION SYSTEMS**

**Semester 5**

MISY 3xx	An Introductory Computer Programming Language	3
COBU 300	Principles of Finance <sup>1</sup>	3
COBU 301	Principles of Marketing <sup>1</sup>	3
COBU 302	Organization and Management <sup>1</sup>	3
MISY 385	Introduction to Web Development	<u>3</u>
		15

**Semester 6**

MISY 350	Management Information Systems	3
MISY 311	Systems Architecture & Design	3
MISY 367	Introduction to Computer Networks	3
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	<u>3</u>
		15

**Semester 7**

MISY 362	Systems Analysis & Design	3
MISY 4xx	Advanced Computer Programming Language	3
MISY 4xx	Information Systems Elective	3
COBU 306	Business Analytics	3
	Restrictive Business Elective	<u>3</u>
		15

**Semester 8**

MISY 480	Database Design & Applications	3
MISY 486	ERP Systems & Applications	3
MISY 4xx	Information Systems Elective	3
COBU 400	Organizational Policy & Strategy	3

Global Studies Elective	<u>3</u>
	15

**BUSINESS PHASE  
MANAGEMENT**

**Semester 5**

MISY 350	Management Information Systems	3
COBU 300	Principles of Finance <sup>1</sup>	3
COBU 301	Principles of Marketing <sup>1</sup>	3
COBU 302	Organization and Management <sup>1</sup>	3
	Global Studies Elective	<u>3</u>
		15

**Semester 6**

COBU 342	Product & Process Planning	3
MGMT 330	Organizational Behavior and Leadership	3
COBU 343	Planning & Decision Making in Organizations	3
	Restrictive Business Elective	3
MGMT 320	International Business	<u>3</u>
		15

**Semester 7**

MGMT 340	Personnel & Human Resource Management	3
COBU 306	Business Analytics	3
MGMT 418	Organization and Environment	3
MGMT 450	Organizational Theory	3
MGMT	Management Elective	<u>3</u>
		15

**Semester 8**

MGMT	Management Elective	3
MGMT	Management Elective	3
MGMT	Management Elective	3
MGMT	Management Elective	3
COBU 400	Organizational Policy & Strategy	<u>3</u>
		15

**BUSINESS PHASE  
MANAGEMENT**

**HUMAN RESOURCE MANAGEMENT CONCENTRATION**

**Semester 5**

MISY 350	Management Information Systems	3
COBU 300	Principles of Finance <sup>1</sup>	3
COBU 301	Principles of Marketing <sup>1</sup>	3
COBU 302	Organization and Management <sup>1</sup>	3
	Global Studies Elective	<u>3</u>
		15

**Semester 6**

MGMT 340	Personnel & Human Resource Management	3
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
	Restrictive Business Elective	3
MGMT 320	International Business	<u>3</u>
		15

**Semester 7**

MGMT 330	Organizational Behavior and Leadership	3
COBU 306	Business Analytics	3
MGMT 450	Organizational Theory	3
MGMT	Management Elective	3
MGMT 466	Compensation Management	<u>3</u>
		15

**Semester 8**

MGMT	Management Elective	3
MGMT 484	Industrial Relations & Collective Bargaining	3
MGMT 464	Employment Laws & Policies	3
COBU 400	Organizational Policy & Strategy	4
MGMT	Management Elective	<u>3</u>

**BUSINESS PHASE  
MARKETING**

**Semester 5**

MISY 350	Management Information Systems	3
COBU 300	Principles of Finance <sup>1</sup>	3
COBU 301	Principles of Marketing <sup>1</sup>	3
COBU 302	Organization and Management <sup>1</sup>	3
	Global Studies Elective	<u>3</u>
		15

**Semester 6**

COBU 306	Business Analytics	3
MKTG 303	Integrated Marketing Communication	3
MKTG 305	Brand Management	3
MKTG 306	Marketing Channels	3
_____	Restrictive Business Elective	<u>3</u>
		15

**Semester 7**

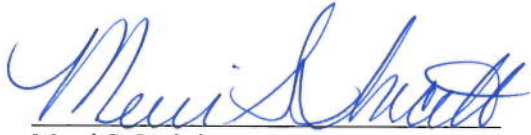
COBU 342	Product & Process Planning	3
COBU 343	Planning & Decision Making in Organizations	3
MKTG 401	Marketing Research	3
MKTG 404	Consumer Behavior	3
MKTG	Marketing Elective	<u>3</u>
		15

**Semester 8**

MKTG 489	Strategic Marketing	3
MKTG 408	International Marketing	3
MKTG	Marketing Elective	3
COBU 400	Organizational Policy & Strategy	3
MKTG	Marketing Elective	<u>3</u>
		15

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:



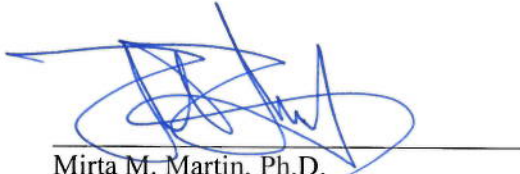
Merri S. Incitti  
Executive Director for Assessment and Accreditation  
RFLCB, VSU

4/30/14  
Date



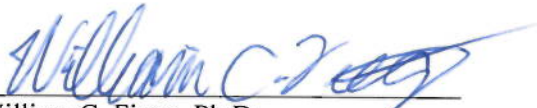
Julie Ranson, Ph.D.  
Interim Dean, Engineering, Business and Public Services, JTCC

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