

College to University

**Joint Institutional Agreement
Cooperative Degree Program
Leading to the Bachelor of Business Administration (Marketing)**

**Between Central Georgia Technical College
and
Fort Valley State University**

In order to provide a path for advancement for the students in Central Georgia Technical College (CGTC) to pursue their Bachelor of Business Administration (BBA) with a major in Marketing degree at Fort Valley State University (FVSU), the two parties, CGTC and FVSU, agree to the following:

1. Agreement in Principle

Both parties agree to work towards easing the transition from Central Technical College (a SACSCOC accredited institution) to FVSU (a SACSCOC accredited institution) for students who want to pursue their BBA in Marketing at FVSU. The goal of the course articulation agreement between the AAS in Marketing at CGTC and the Bachelor of Business Administration in Marketing program at FVSU is to facilitate the transfer of courses from CGTC to FVSU. Both parties enter into this articulation agreement as cooperating partners that remain true to the mission of each institution and to the spirit of this articulation agreement.

2. Agreement in Communication

Central Georgia Technical College and Fort Valley State University agree to cooperate in communicating with each other and with the public release of information in their respective websites as required by USG BOR Policy Section 2.17-Concerning the Acceptance of Core Courses and Placement Test Scores from TCSG Colleges.

3. Agreement of Admission

This agreement is made with the condition that both parties maintain their respective SACSCOC institutional accreditations.

4. Agreement on Courses That Can Be Transferred

The course transfer will be limited to the approved University System of Georgia and Technical College System of Georgia course articulation agreement on general education core courses. Additional courses for articulation are given in Table 1 with the following conditions:

- a. The joint program will be open to CGTC graduates with a completed Associate of Applied Science degree in Marketing with a minimum 2.0 GPA and only for candidates entering the BBA degree in Marketing at Fort Valley State University.
 - b. Students at CGTC must satisfy all the requirements for admission at FVSU (See the FVSU Catalog). Only CGTC courses with a grade of "C" or higher will be transferred to major requirements toward the Bachelor of Business Administration degree in Marketing.
-

- c. All CGTC courses transferred to the Bachelor of Business Administration degree in Marketing will be taught by qualified faculty who meet each respective institution's SACSCOC's credentialing requirements.

The following Central Georgia Technical College courses will be accepted as transfer (the list may be amended by written agreement of the Deans of the schools at each college):

**Table 1. Courses for Articulation* -
AAS in Marketing of CGTC & BBA in Marketing of FVSU**

CGTC Course	Credit Hrs	Equivalent FVSU Course	Credit Hrs
BUSN 1310- Introduction to Business Culture	3	BUSA 1911 – Leadership Development I	1
MGMT 1115 – Leadership	3	BUSA 1921 – Leadership II	1
ACCT 1100 – Financial Accounting I	4	ACCT 2101 – Accounting I	3
ACCT 1105 – Financial Accounting II	4	ACCT 2102- Principles of Managerial Accounting	3
MGMT 1105 – Organizational Behavior	3	BUSA 2105 – Communicating in the Business Environment	3
BUSN 1430 – Desktop Publishing and Presentation Applications *and*	4	BUSA 2503 – Business Information Systems	3
COMP 1000 – Introduction to Computer Literacy	3		
MGMT 1100 – Principles of Management	3	MNGT 3103 – Principles of Management	3
MKTG 1100 - Principles of Marketing	3	MKTG 3103 – Principles of Marketing	3
ACCT 2140 – Legal Environment of Business -or- MKTG 1130 Business Regulations and Compliance	3 (3)	BUSA 3313 – Legal & Ethical Environment of Business -or- BUSA 3303 - Business Law	3 (3)
MKTG 1370 – Consumer Behavior	3	MKTG 3113 – Consumer Behavior	3
MKTG 1160 – Professional Selling	3	MKTG 3123 – Salesmanship	3
MKTG 2070 – Buying and Merchandising	3	MKTG 3133 – Principles of Retailing	3
Other Electives. Select from MKTG, MGMT	6	FVSU Area IV Electives	6
TOTAL	48		38

**Fort Valley State University will accept general education courses for transfer as detailed in the articulation agreement between the University System of Georgia (USG) and The Technical College System of Georgia (TCSG).*

18 semester hours from Areas A, B, C, D and E

38 semester hours of equivalent CGTC courses listed above

56 Total

5. Agreement on Point of Contact and Completion Allowance

At least one administrator or faculty member will be appointed from each institution to act as a primary point of contact, or agent, for this agreement; and to speak for the institution and to communicate with administrators and faculty members in their respective institutions.

Students who begin a program at CGTC prior to termination of this agreement will be given three years to complete the CGTC portion of their courses and will be admitted to FVSU, if they want to do so.

6. Duration of This Agreement

This articulation agreement will go into effect at the date of signing and will remain in force for a period of five years. The timetable for periodic review of this agreement will be decided by both institutions, and it shall not be less than once every three years. Amendment of this agreement will require written approval of the chief administrative officer of each contracting institution and shall be appended hereto. After the initial five-year period, this Agreement may be reviewed and renewed by mutual consent every three years.

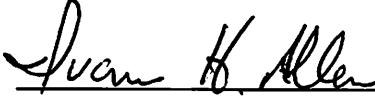
Either party reserves the right to terminate this agreement with two years' written notice to the other party. However, all students who are currently in the FVSU program at the time of such notice of termination will be allowed to complete their baccalaureate degree.

Signatures

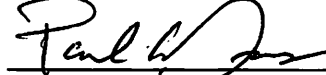
This agreement is in effect and valid starting with the date of the signature of both Presidents and will remain in effect until terminated in writing by either institution.

Central Georgia Technical College


Fort Valley State University

 3-22-17


Dr. Ivan H. Allen Date
President

 3/22/17

Dr. Paul Jones Date
President

 3-22-17


Dr. Amy Holloway Date
Vice President for Academic Affairs

 3/22/17

Dr. T. Ramon Stuart Date
Provost and Vice President for Academic Affairs

 3-22-17

Sabrina Swann Date
Dean, Business & Computer Technologies

 3/22/17

Dr. Uppinder Mehan Date
Dean, College of Arts & Sciences