## MEMORANDUM OF AGREEMENT

Business/Marketing or Technical Accounting or Business Administrative Technology or Medical Administrative Technology or Business, Management & Leadership Degree

THIS ARTICULATION AGREEMENT is between any Kansas high school student who has successfully completed a state approved *Marketing* Career Cluster and the *Marketing (52.1402)* Pathway and *Barton Community College,* Great Bend, Kansas. It will provide students with a smooth transition from high school to a postsecondary program/degree in Business/Marketing or Technical Accounting or Business Administrative Technology or Medical Administrative Technology or Business, Management & Leadership training. The intent of this cooperative effort is to provide the students with a non-duplicative program of study leading to enhanced employment opportunities.

NOW, THEREFORE, it is agreed by and between the parties as follows:

- 1. The secondary student will attain concentrator status through successful completion of his/her high school *Marketing (52.1402)* Pathway sequence of courses.
- 2. Barton Community College will provide the courses listed on the attached program of Study/Course Sequence form
- 3. The Associate of Science degree in Business/Marketing or *Associate of Applied Science* degree in Technical Accounting or Business Administrative Technology or Medical Administrative Technology or Business, Management & Leadership *studies* may be granted through the Barton Community College joint agreement. The awarding of such a degree is contingent upon the graduating high school's continuance of their KSDE approved Career Cluster Pathway.
- 4. Successful completion of the following Marketing Career Cluster Pathway course(s) will result in the student being awarded college credit for the following equivalent course(s):

High School Courses	KS Course Code	College Courses	College Credit
Successful completion of:			
Business Essentials	12050		
IN ADDITION TO			
Marketing <b>AND</b>	12152	BUSI 1600 Introduction to	
Entrepreneurship	12053	Business	3

- 5. Postsecondary Credit will be considered Advanced Placement Credit, and will be awarded upon student submission to the college of the student's high school transcript.
- 6. Details regarding credit awards and fees are outlined below:
  - a. College credit will only be awarded for a grade of "C" or better in the required high school course(s).
  - b. No fee will be assessed for the college credit awarded.

- c. Student must declare Business/Marketing or Technical Accounting or Business Administrative Technology or Medical Administrative Technology or Business, Management & Leadership as their major area of interest.
- d. College credits will be available for award after the student has successfully completed the next course in the sequence:
  - i. AS Business/Marketing ACCT 1614 Accounting I
  - ii. AAS Technical Accounting or Business Administrative Technology or Medical Administrative Technology or Business, Management & Leadership – BUSI 1807 Customer Service.
- 7. To receive an Associate of Applied Science Degree (AAS), students must complete a minimum of 64 hours of coursework, including 15 credit hours of related content as outlined in the program of study. Students must have a cumulative grade point average (GPA) of 2.0 or better to be eligible for an AAS Degree from Barton Community College.
- 8. To receive an Associate of Science Degree (AS) in Business/Marketing, students must complete a minimum of 64 hours of coursework. Students must have a cumulative grade point average (GPA) of 2.0 or better to be eligible for an AS Degree from Barton Community College.
- 9. The college and any high schools offering the approved Career Cluster Pathway may advertise the programs and will jointly advise the students that this option is available to them.
- 10. This agreement may be revised/modified as needed, or in the event of cancellation, discontinuance or disapproval of any course or program by the Kansas State Department of Education or the Kansas Board of Regents.
- 11. The college agrees to evaluate this program on an annual basis and in the context of student benefits, program efficiency, and effectiveness.
- 12. This agreement shall begin January 1, 2012.
- 13. This agreement is subject to change or cancellation by the Legislature at any time in accordance with Article 6, Section 5 of the Kansas Constitution.

IN WITNESS WHEREOF, the parties accept and approve THIS AGREEMENT.

Tom Foster	12-20-11
KSDE Representative	Date
Carl R. Heilman	12-16-11
Carl R. Heilman,	Date
Barton Community College President	