



ARTICULATION AGREEMENT

SALEM UNIVERSITY AND TERRA STATE COMMUNITY COLLEGE

Salem University ("Salem" or the "University"), with its campus at 223 West Main Street, Salem, WV 26426 and an office at 8500 Keystone Crossing, Suite 310, Indianapolis, IN 46240, is pleased to establish this Articulation Agreement ("Agreement") with Terra State Community TSCC ("TSCC"), with its main location at 2830 Napoleon Rd., Fremont, OH 43420.

Section I: General Provisions

Salem University

- A. Salem Agrees to (a) guarantee admission of qualified applicants to its Bachelor's degree programs with academic placement as a junior and (b) provide partner discounted tuition rates for each TSCC Student who:
- Earned an Associate's degree from the TSCC including, but not limited to an AA, AS, AAS, and/or AAB.
 - Submits a completed application and official transcript.
 - Meets any special requirements for a selected program of study.
 - Meets the technical requirements to complete a degree online.

Additional courses may be transferred in, up to a maximum of 90 transfer credits. Salem University will provide sample degree plans and transfer pathways for TSCC advisors to use when speaking with students. Although select examples are provided, all programs will be accepted at Salem University. A sample articulation agreement may be found in Appendix B.

- B. Salem Agrees to provide access to its non-credit and/or industry aligned offerings at a discounted rate to all TSCC Students and Employees.
- C. Salem agrees to guarantee admission of qualified applicants who are employees of the TSCC, as defined by the TSCC in Salem's Doctor of Business Administration (DBA) with specializations in Accounting, Information Technology Management, Leadership and Project Management. Qualified applicants must meet the following admission requirements for the Doctor of Business Administration (DBA):
- Applicants must have earned a Master degree, preferably an MBA, or completed at least 30 semester credit hours of graduate-level work with a 3.0 grade point average or higher at an appropriately accredited institution.
 - The student will submit a written statement and current resume.

- Once in the program, the student must maintain 3.0 or higher cumulative grade point average (GPA).
- D. Salem agrees to share directory information, for the purpose of degree completion at TSCC in the AAS Healthcare Management or AS Health Information Technology, of ADN students who can no longer pursue the ADN at Salem University. Additionally, Salem University agrees to inform these students of the partnership with TSCC to support their degree completion.

Terra State Community TSCC

- A. TSCC agrees to provide Salem University with the opportunity to present the articulation agreement and other opportunities to students and employees of TSCC. Presentations may be made on site and in person or online via web conferencing solutions.
- B. TSCC agrees to include the Salem University articulation agreements and other educational opportunities on its website and in advising material.
- C. TSCC agrees to share the directory information of recent and/or upcoming graduates of its programs for recruitment purposes at Salem University.
- D. TSCC agrees to provide a transfer pathway for Salem University students that may include acceptance of general education curriculum.

Section II: General Academic Requirements -

To earn a Bachelor's Degree from Salem, students must fulfill the degree program requirements published in the Academic Catalog and maintain good academic standing. Bachelor of Science in Nursing and Doctor of Business Administration (DBA) programs have specific degree requirements found online and in the Academic Catalog.

The RN-BSN Program:

- Program Pre-requisites include:
 - An associate degree in nursing from an accredited institution recognized by the Department of Education.
 - A cumulative GPA of at least 2.5.
 - A current, unrestricted RN license in United States.
- As a Registered Nurse, students will automatically be awarded at least 60 transfer credits from their associate degree in nursing and professional experience as an RN. Additional courses may be transferred in, up to a maximum of 90 transfer credits.

The Doctor of Business Administration (DBA) degree:

- The 51-credit hour DBA program is comprised of 17 courses. The student will generally take 3 years to complete the entire program, and it may take longer if necessary.
- Residencies are required in year one and two. Residencies are scheduled for an extended weekend at Salem University.
- Comprehensive Examination and Portfolio Review: After concluding Phase 1, a comprehensive exam is written by students and evaluated by faculty. Upon successful examination, the student is classified as being "All But Dissertation" and may commence his or her dissertation work. A Mentor will be assigned upon mutual agreement.

- Dissertation Proposal (Phase 2). The focus for this phase is to develop a Dissertation Proposal with the guidance of a Mentor. This dissertation proposal will comprise the first 3 chapters of the typical 5-chapter dissertation. It will demonstrate the student's expertise in his or her specialization.
- Dissertation Proposal Defense. When the Dissertation Proposal is in final form, it must be reviewed and approved by a dissertation committee before the oral examination, limited to no more than 90 minutes. The student will be supported by the Mentor.
- Final Dissertation (Phase 3) Dissertation Research. The final phase of the DBA is original research to contribute to the field's body of knowledge. Working closely with their Mentors, students conduct their research project and develop their dissertation, achieving the highest levels of scholarship.
- Dissertation. The Dissertation is the final scholarly product of the program. This document must complete the proposed research study, presenting detailed results and analyses.

Industry aligned certificate and not-for credit offerings:

- Salem University will provide access to the following credit and not-for credit industry aligned certificates for students, graduates, and employees at TSCC:

SALESFORCE ADMINISTRATOR CAREER CERTIFICATE

Learn to build dashboards, generate reports, and improve business processes so you stand out for sales, business development, and customer success roles. Gain the customer relationship management (CRM) skills needed for thousands of Salesforce admin jobs. This certificate is offered in partnership with Pathstream and Salesforce and includes career coaching. This certificate program is aligned with the Salesforce administrator credential exam and can transfer towards a bachelors degree.

ESPORTS MANAGEMENT CERTIFICATE OF COMPLETION

If you are ready to "level up" your e-sports game, the Esports management certificate may be right for you! Completion of this three-course sequence will prepare you with the specialized knowledge of video gaming and events management to enter into the multimillion-dollar industry. Jobs in the esports field grew by 185% in just the first six months of 2019, and year-over-year growth for the whole industry has been over 15%. It is a booming area for innovation and career opportunity. This certificate of completion can also transfer in toward a degree in Business Management and a Specialization in Esports.

CERTIFIED FINANCIAL PLANNER (CFP)

Become a CERTIFIED FINANCIAL PLANNER™ Professional with Salem University's Online CFP® Program. Salem University's CFP Board-Registered Program satisfies the *coursework requirement for CFP® certification* and completion of this program may be used towards transfer credit into Salem University's MBA program.

CERTIFIED ASSOCIATE PROJECT MANAGER (CAPM)

This certification will assist students in preparing for the Certified Associate in Project Management (CAPM) exam. Students will learn the definitions,

terminologies, knowledge areas, processes, tools, and techniques that are required to take a project from the initiating process to completion. This course identifies project management standards and best practices to effectively manage a project and introduces the Guide to the Project Management Body of Knowledge (PMBOK® Guide), which offers a standardized approach to deliverables every Project Manager needs to successful project accomplishment.

- Through its partnership with Coursera, Salem will provide access to the not-for credit industry aligned certificates for students, graduates, and employees at TSCC. A full list can be found in Appendix A.

Section III: Tuition Pricing

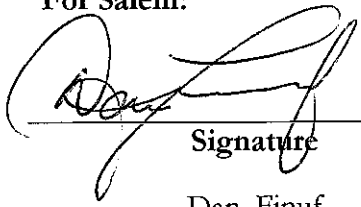
- A. Undergraduate Tuition: Salem agrees to provide TSCC students with an undergraduate tuition rate of \$325.00 per credit. Students are required to pay book, technology, and activity fees published in the University Catalog.
- B. DBA Tuition: Salem agrees to provide a Tuition Pricing Plan for Employees of the TSCC limiting tuition costs to:

Tuition	\$18,000
Books	\$1,700
Technology Fee	\$500
Residencies	\$4,000
Total	\$24,200

- C. Certificate and Non-Credit offerings: Salem agrees to provide all TSCC students and employees a 10% savings on all programs offered through the Workforce Education and Readiness Center (See appendix A).

Section IX: Signatures

For Salem:



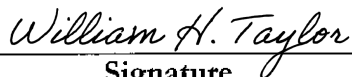
 Signature
 Dan. Finuf

 Printed Name
 President and CEO

 Title
 7-15-21

 Date

For TSCC:



 Signature
 William H. Taylor

 Printed Name
 VPAA

 Title
 9-3-2021

 Date

Appendix A

Salem University and Coursera Partnership Certificate Courses

(ISC)² Systems Security Certified Practitioner (SSCP)	Pursue better IT security job opportunities. This program shows employers you have the IT security foundation to defend against cyber attacks – and puts you on a clear path to earning the SSCP certification.	5
Arizona State University TESOL Professional Certificate	You will receive an ASU Professional Certificate in Teaching English to Speakers of Other Languages. Be ready to get a job teaching English!	5
CertNexus Certified Ethical Emerging Technologist Professional Certificate	Leaders are needed to navigate the 160+ frameworks to design, deploy and promote policies that ensure fairness and minimize ethical risk. CEET prepares individuals to lead initiatives that prioritize ethical integrity within data-driven technologies.	3
Cloud Architecture with Google Cloud Professional Certificate	This program prepares you to launch or advance your career as a cloud architect and supports you in your preparation for the official Google Cloud Professional Cloud Architect certification exam.	3
Cloud Engineering with Google Cloud Professional Certificate	This program prepares you to launch or advance your career as a cloud engineer and supports you in your preparation for the official Google Cloud Associate Cloud Engineer certification exam.	3
Data Engineering with Google Cloud Professional Certificate	This program prepares you to launch or advance your career as a data engineer and supports you in your preparation for the official Google Cloud Professional Data Engineer certification exam.	3
DeepLearning.AI TensorFlow Developer Professional Certificate	By the end of this program, you will be able to use TensorFlow to build and train powerful models and also be one step closer to taking the Google TensorFlow Developer Certificate exam.	3
Facebook Social Media Marketing Professional Certificate	Companies are vying for a presence on Social Media and looking for people who can help them create it. After completing the program, you'll have a work portfolio, a Coursera, and a Facebook certification you can share with potential employers.	5
Google Cloud Networking Professional Certificate	This course prepares you to launch or advance your career as a cloud network engineer and supports you in your preparation for the Google Cloud Professional Cloud Network Engineer certification exam.	3
Google Cloud Security Professional Certificate	This course prepares you to launch or advance your career as a cloud security engineer and supports you in your preparation for the Google Cloud Professional Cloud Security Engineer certification exam.	3
Google IT Automation with Python Professional Certificate	You'll learn how to program with Python with no previous knowledge of coding required, how to use Python to automate common system administration tasks, and learn how to use Git and GitHub to troubleshoot and debug complex problems.	3
Google IT Support Professional Certificate	Your launchpad to a career in IT. This program is designed to take beginner learners to job readiness in five months.	5
IBM Applied AI Professional Certificate	By the end of this Professional Certificate, you will have completed several projects showcasing your proficiency in Applied AI, Machine Learning and Deep Learning.	3

IBM Cybersecurity Analyst Professional Certificate	Get prepared for the first step in an exciting cybersecurity career. Hands-on labs and instruction on cutting-edge security practices will enable you to become job-ready for a cybersecurity analyst role, projected to grow 32% between now and 2028.	5
IBM Data Analyst Professional Certificate	This certificate equips you with the core principles of data analysis and visualization. Upon completion you will have acquired a portfolio of projects to showcase your skills to potential employers, and jump into an entry level position.	3
IBM Full Stack Cloud Developer Professional Certificate	The IBM Full Stack Cloud Developer program will teach you the tools and technologies that successful software developers use to build, deploy, test, run, and manage Cloud Native applications – allowing you to begin a highly in-demand career.	3
IBM Machine Learning Professional Certificate	Drive the growth of machine learning skills through the use of business scenarios and technical know-how, participants in this program will learn how to build and evaluate different types of machine learning models to address business opportunities.	3
IBM z/OS Mainframe Practitioner Professional Certificate	Mainframes are fundamental to how we do business, and all modern mainframes run on the IBM Z systems environment. This certificate demonstrates your ability to begin your journey as an IBM Z System Administrator.	3
ICPM Certified Supervisor Professional Certificate	The program serves two key purposes. 1) It teaches the real-world, practical skills and knowledge that supervisors need to perform effectively, and 2) it validates that a worker is qualified to be promoted to a supervisory role.	3
Practical Guide to Navigating Professional Relationships	Gain the latest job-ready skills and techniques covering a wide array of data science topics. Complete hands-on projects in the IBM Cloud using real data science tools and real-world data sets.	3
Salesforce Sales Development Representative Professional Certificate	This course prepares high-potential job seekers from diverse backgrounds with the skills to succeed as an entry-level Sales Development Representative (SDR). No coding required!	3
SAS Advanced Programmer Professional Certificate	Distinguish yourself as a SAS expert with the SAS Advanced Programmer certificate. You will acquire SAS programming skills including using advanced DATA step code to prepare data, querying tables with SQL in SAS, and creating dynamic SAS macros.	3
SAS Programmer Professional Certificate	Demonstrate skills in manipulating data, combining SAS data sets, creating reports, and identifying and correcting data, syntax and programming logic errors. These skills prepare you for the SAS® Base Programmer certification exam.	3
SAS Visual Business Analytics Professional Certificate	Using SAS Visual Analytics, you will learn to access and manipulate data, analyze data with a variety of interactive reports and graphics, and design and share dashboards to visualize your data.	3

Appendix B: Sample Articulation Maps
**maps provided in excel documents*

****SAMPLE****

TERRA STATE COMMUNITY COLLEGE				SALEM UNIVERSITY			
CURRICULUM FOR ASSOCIATE OF APPLIED SCIENCE DEGREE: Medical Assisting				COURSES ACCEPTED IN TRANSFER FOR BACHELOR OF SCIENCE IN BIOLOGY: BSBS - PHYSIOLOGY & EXERCISE SCIENCE			
This equivalency list should be used in conjunction with your Degree Audit and Degree Checklist							
TERRA STATE COMMUNITY COLLEGE COURSES				SALEM UNIVERSITY EQUIVALENT COURSE			
Dept.	Number	Title	Credits	Dept.	Number	Title	Credits
ENG	100/20/30		3	ENG	101	Written English	3
SPE	2700	Interpersonal Communication	3	COM	102	Professional Communication and Technology	3
GEN	1000	First Year Seminar	1	XXXX	XXX	Block Transfer	1
PSY	1210	General Psychology	3	PSY	100	Introduction to Psychology	3
DLS	1090	Digital Literacy	3	XXXX	XXX	Block Transfer	3
BIO	1200	Introduction to Anatomy & Physiology	3	BIO	210	Anatomy & Physiology I	3
BIO	1205	Introduction to Anatomy & Physiology Lab	1	BIO	112	General Biology Lab	1
HIT	1400	Clinical Classification Systems I	3	XXXX	XXX	Block Transfer	3
MED	2400	Medical Terminology	3	XXXX	XXX	Block Transfer	3
MED	1110	Introduction to Medical Assisting	2	XXXX	XXX	Block Transfer	2
MED	1115	Introduction to Medical Assisting Lab	1	XXXX	XXX	Block Transfer	1
HIT	1420	Pharmacology	2	XXXX	XXX	Block Transfer	2
HIT	2540	Health Record Law	2	XXXX	XXX	Block Transfer	2
HPE	1020	First Aid and Safety	2	XXXX	XXX	Block Transfer	2
MED	2600	Medical Billing	3	XXXX	XXX	Block Transfer	3
MED	2640	Medical Assisting Procedures I	2	XXXX	XXX	Block Transfer	2
MED	2645	Medical Assisting Procedures I Lab	1	XXXX	XXX	Block Transfer	1
HIT	1430	Pathophysiology	3	BIO	444	Pathophysiology	3
MED	2670	Medical Assisting Procedures II	2	XXXX	XXX	Block Transfer	2
MED	2675	Medical Assisting Procedures II Lab	1	XXXX	XXX	Block Transfer	1
MED	2680	Medical Assisting Procedures III	2	XXXX	XXX	Block Transfer	2
MED	2685	Medical Assisting Procedures III Lab	1	XXXX	XXX	Block Transfer	1
HUM	1010	Critical Thinking	3	COM	101	Critical Reasoning & Research in the Information Age	3
MTH	2010	Statistics	4	MAT	140	Statistics	3
MGT	1100	Management & Organizational Behavior	3	XXXX	XXX	Block Transfer	3
PHL	1020	Medical Ethics	3	XXXX	XXX	Block Transfer	3
MED	2981	Medical Assisting Practicum	2	XXXX	XXX	Block Transfer	2
TOTAL			62	TOTAL			61

ADDITIONAL COURSES THAT CAN BE COMPLETED AT SALEM UNIVERSITY OR EGCC FOR TRANSFER **							
HIS	154	US History 2	3	HIS	153	US History	3
SCI	105	Life Science	3	MAT	125	College Mathematics	3
SCI	216	Physical Science	3	FNA	202	World Art	3
				FNA	203	World Music	3
TOTAL			9	TOTAL			12

SALEM UNIVERSITY			
COURSES TO BE COMPLETED AT SALEM UNIVERSITY BACHELOR OF SCIENCE: BSBS - Physiology & Exercise Science			
SALEM UNIVERSITY COURSES			
Dept.	Number	Title	Credits
BIO	110	General Biology	3
BIO	111	General Biology 2	3
BIO	211	Anatomy & Physiology 2	3
BIO	499	Senior Capstone Project	3
CHM	110	General Chemistry	3
CHM	111	General Chemistry 2	3
CHM	112	General Chemistry Lab	3
CHM	210	Organic Chemistry	3
CHM	211	Organic Chemistry 2	3
CHM	212	Organic Chemistry Lab	3
CHM	350	Biochemistry I	3
CHM	351	Biochemistry 2	3
PHY	110	General Physics I	3
PHY	111	General Physics 2	3
PHY	112	General Physics Lab	3
BIO	260	Kinesiology & Biomechanics	3
BIO	365	Physiology of Exercise & Performance Assessment	3
BIO	442	Microbiology	3
BIO	460	Advanced Topics in Human Nutrition	3
Salem University Coursework			57
AAS EGCC			61
Additional EGCC/Salem Electives			2
Degree Total			120

Salem University Transfer Notes:

**All Salem University Courses are 3 credits/Course will be divisible by three*



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