



**ARTICULATION AGREEMENT  
BETWEEN  
TERRA COMMUNITY COLLEGE  
ARTS & SCIENCES AND BUSINESS DIVISION  
AND  
Vanguard Sentinel School  
MARKETING PROGRAM  
Effective with 2008 Graduates**

This agreement is based on a review of the Marketing Program at Vanguard Sentinel Career Center and the courses taught in the Arts & Sciences and Business Division at Terra Community College as of the date of this agreement. A joint faculty and administrative discussion, review, and evaluation of the content established the following agreement:

Students completing the Marketing Program at Vanguard Sentinel Career Center will receive advanced credit towards an associate degree at Terra Community College provided they meet the following criteria:

1. An application for admission has been completed and submitted to Terra Community College.
2. All official secondary and post-secondary transcripts have been filed with the Office of Admissions at Terra Community College.
3. The student has graduated from secondary school with a minimum Grade Point Average of 3.00 on a 4.00 scale in Marketing and a 2.50 overall Grade Point Average.
4. The student is recommended by the faculty of the Marketing Program.
5. Vanguard Sentinel Career Center certifies that the student has successfully completed all the requirements for the Marketing Program.

Upon successful completion of the Marketing course of study at the Vanguard Sentinel Career Center School, the student may be eligible for credit at Terra Community College for several Marketing courses, as they apply to his/her selected major.

Upon successful completion of the Marketing Program, students may be eligible for credit at Terra State Community College for the following courses, as they apply to his/her selected major:

- MRT 1010, Marketing (3 credits)
- MRT 1140, Advertising (3 credits)

Credit will be awarded using the following processes:

1. The courses the student receives credit for will be added to his/her transcript once the student has completed the next higher level course and presents his/her Career Passport to the Dean of Arts & Sciences and Business at Terra State Community College. It is the student's responsibility to present their Career Passport to the dean at Terra State Community College.

<u>Course</u>	<u>Next Highest Course</u>
MRT 1010, Marketing	MRT 2620, Marketing Management
MRT 1140, Advertising	MRT 1300, Public Relations

2. In the event that the course is not a prerequisite for another course, credit will be awarded upon completion of 12 quarter hours of 100-level courses with a "C" or better at Terra Community College.

This agreement of articulation shall continue in effect for two years, at which time it will be reviewed by both parties.

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Director  
Vanguard/Sentinel Career Center

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Dean, Arts & Sciences and Business  
Terra Community College

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Joseph Barnett  
Professor, Marketing  
Terra Community College

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Philip Weiker  
Assistant Professor, Marketing/Business  
Management, Terra Community College

**Curriculum Summary by Semester**  
**Traditional Block Plan**  
**Marketing**

FALL Year 1				Completed or To Be Completed
Course #	Course Title	Credit Hrs	Prerequisite	
ACC1100	Financial Accounting	4		
ENG1050	College Composition I (or ENG1020)	3	placement testing	
GEN1000	First-Year Seminar	1		
MGT1190	Management	3		
MRT1010	Marketing	3	Coreq: EC02020	credit
MTH110	Business Math	4	placement testing	
	<b>Semester Total</b>	<b>18</b>		

SPRING Year 1				Completed or To Be Completed
Course #	Course Title	Credit Hrs	Prerequisite	
CIT1090	Computer Fundamentals	3	college level reading	
ENG1900	Technical Writing	3	"C" or better in ENG1020 or ENG1050	
LAW2420	Business Law	3		
MRT1120	Personal Selling	4		
MRT1140	Advertising	3		credit
	<b>Semester Total</b>	<b>16</b>		

FALL Year 2				Completed or To Be Completed
Course #	Course Title	Credit Hrs	Prerequisite	
EC02020	Microeconomics	3	college level reading & writing	
MGT2560	Small Business Development	4	MRT1010 and/or MRT1190	
MRT1300	Public Relations	4		
MRT2130	Retail Management	4		
	Humanities Elective	3		
	<b>Semester Total</b>	<b>18</b>		

SPRING Year 2				Completed or To Be Completed
Course #	Course Title	Credit Hrs	Prerequisite	
FST2520	Risk Management	3		
MGT2670	Business Ethics	3		
MRT2440	Sales Management	3		
MRT2620	Marketing Management	3	MRT1010 or first permission	
SPE2010	Effective Speaking	3	college level reading & writing: ENG1050 or ENG1020	
	<b>Semester Total</b>	<b>15</b>		

<b>PROGRAM TOTALS</b>	<b>67</b>
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**NOTE: GEN1000 required for students beginning after Summer 2006**