

PROGRAM ARTICULATION AGREEMENT

BETWEEN

KASKASKIA COLLEGE  
CENTRALIA, IL

AND

SOUTHERN ILLINOIS UNIVERSITY CARBONDALE  
CARBONDALE, IL

In an effort to provide a continued, articulated higher education baccalaureate degree program that will build on community college and university learning experiences, and also eliminate duplication of instruction, this agreement is entered into this 8<sup>th</sup> day of October, 2020 (Effective Date) by and between Kaskaskia College and the Board of Trustees of Southern Illinois University on behalf of Southern Illinois University Carbondale.

I. TERM AND TERMINATION

- A. Term. This Agreement shall commence as of the Effective Date (or if no Effective Date is indicated upon the date the Agreement is fully executed by the Parties) and shall remain in effect for a period of five (5) years thereafter. The Parties may renew or extend this Agreement only by written instrument signed by the authorized representatives of each Party.
- B. Termination. This Agreement may be terminated by either Party, with or without cause, upon 60 days advance written notice. The Parties agree that no additional students shall be accepted into the program after a Party's receipt of any written notice of termination. No qualified student then-enrolled in the program shall be deprived the opportunity to complete the program requirements solely due to termination.

II. TRANSFER REQUIREMENTS

- A. All graduates of Kaskaskia College with an Associate in Arts (A.A.S.) degree in Business Marketing Option and meeting SIU Carbondale admission requirements will be considered for admission into SIU Carbondale's Bachelor of Science (B.S.) degree in Marketing (MKTG) in the College of Business based upon the Department's enrollment criteria and space availability.

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B. A Kaskaskia College graduate receiving an A.A.S. degree in Business Marketing Option will be considered for admission to SIU Carbondale's Marketing (MKTG) program if the following are met:

1. The student has earned a minimum of 67 semester hours transferable to SIU Carbondale
2. The student has earned an overall grade point average (GPA) of 2.0 or above (4.0 scale) for his or her collegiate work as calculated by SIU Carbondale's grading regulations.
3. Confirmation by the SIU Carbondale College of Business that the student has satisfactorily completed the following courses as part of the A.A.S. degree in Business Marketing Option at Kaskaskia College:

- ACCT 201-4, *Financial Accounting*
- ACCT 202-3, *Managerial Accounting*
- BUSN 103-3, *Intro to Business*
- BUSN 115-3, *Marketing Fundamentals I*
- BUSN 127-3, *Principles of Management*
- BUSN 134-3, *Managing Diversity*
- BUSN 148-3, *Advertising*
- BUSN 154-3, *Principles of Personal Selling*
- BUSN 201-3, *Business Communications*
- BUSN 207-4, *Business Management Internship*
- BUSN 210-3, *Legal & Social Environment of Business*
- BUSN 215-3, *Small Business Management*
- BUSN 216-3, *Retail Management & Merchandising*
- BUSN 227-3, *International Business Management*
- BUSN 156-4, *Business Technology Applications*
- ECON 205-3, *Principles of Economics*
- ENGL 101-3, *English Composition I*
- MATH 124-1, *Statistics Software*
- MATH 143-3, *Finite Math*
- MATH 247-3, *Business Statistics*
- PSYH 101-3, *Psychology*
- SPCH 103-3, *Fundamentals of Speech*

C. Acceptance into the Capstone Option reduces the University Core Curriculum for the A.A.S. degree recipient in Business Marketing Option pursuing the B.S. in Marketing (MKTG) at SIU Carbondale to 30 semester hours. This, along with taking the courses listed above as part of the A.A.S. degree makes it possible for

the student to complete the B.S. in Marketing (MKTG) at SIU Carbondale in approximately 68 additional semester hours beyond the A.A.S. degree.

- D. Kaskaskia College students transferring to the Marketing (MKTG) baccalaureate degree program at SIU Carbondale who have not completed all of his or her Associate in Applied Science degree requirements at Kaskaskia College will have their related coursework evaluated on a course-by-course basis by the appropriate SIU Carbondale department. These students will also not be eligible to receive the Capstone Option benefits and will be considered based upon the Department's enrollment criteria and space availability.
- E. Students will be required to complete a minimum of 42 senior institution hours at the 300-400 course level, with the last 30 such senior institution hours being at SIU Carbondale for residency purposes. Those students enrolled in an approved program delivered by SIU Carbondale Extended Campus will have completed the residency requirement for the University upon completion of all courses required by the program. All students will be required to complete at least 120 hours with an overall GPA of 2.0 on a 4.0 scale to receive a Bachelor of Science degree in Marketing (MKTG). Coursework may include University Core Curriculum as well as Professional Business Core and Marketing major courses.

### III. COURSE DELIVERY

- A. Delivery of courses and programs will be based on mutual agreement between the parties (as specified in the SIU Carbondale program) provided there is a minimum class enrollment in each course adequate to meet expenses. Courses with inadequate enrollment may be subject to cancellation. SIU Carbondale shall notify Kaskaskia College of any cancellation due to inadequate enrollment.
- B. SIU Carbondale will perform registration and advisement counseling as needed to support the courses offered. SIU Carbondale will designate an individual(s) as a concurrent enrollment liaison to work in conjunction with Kaskaskia College and students as needed. Advisement about program requirements will be provided by the academic college offering the courses/programs.
- C. SIU Carbondale will obtain all permission and approvals necessary to teach these courses in the State of Illinois.

- D. SIU Carbondale reserves the right to approve and edit all news releases, advertising and other public announcements and information pieces relating to the performance of this Agreement.
- E. This agreement permits students to enroll concurrently at SIU Carbondale and Kaskaskia College to complete the degree.

**IV. KASKASKIA COLLEGE DUTIES: KASKASKIA COLLEGE SHALL BE RESPONSIBLE FOR THE FOLLOWING OBLIGATIONS AND CONDITIONS:**

- A. Subject to federal and state guidelines, Kaskaskia College will be considered the home institution for the purpose of processing Financial Aid until such time that the student either graduates or severs ties with Kaskaskia College.
- B. Designate in writing a person or persons as point of contact between Kaskaskia College and SIU Carbondale on all matters relating to the courses delivered.
- C. Reserve the right to approve and edit all news releases, advertising and other public announcements and information pieces relating to the performance of this Agreement.
- D. Permit students to enroll concurrently at SIU Carbondale and Kaskaskia College to complete a degree.

**V. PROGRAM ARTICULATION COMMUNICATION**

- A. An SIU Carbondale College of Business, Marketing representative will communicate periodically with Kaskaskia College personnel in Business Marketing for general advisement and degree planning purposes.
- B. Upon successful completion of all degree requirements, and following all policies and regulations stated in the program and SIU Carbondale guidelines, Kaskaskia College students will be eligible to receive the Bachelor of Science degree in Marketing (MKTG), College of Business, Southern Illinois University Carbondale.
- C. Should changes occur in course or program content, the institution making the change agrees to notify the other institution in writing so that this agreement can be re-evaluated. Notice of changes shall be given at least 45 days prior to the beginning of the semester when the change is implemented.

- D. The Parties acknowledge and agree that the terms of this Agreement may result in the disclosure of personally identifiable information from education records protected from disclosure and re-disclosure by the Family Educational Rights and Privacy Act of 1974 (“FERPA”). Accordingly, the Parties agree that all disclosures or redisclosures of such personally identifiable information shall be in accordance with FERPA. As used in this section, the terms “personally identifiable information” and “education records” shall have the meanings ascribed to them in 34 C.F.R. § 99.3.
- E. Indemnification:
1. To the extent permitted by law and not inconsistent with the doctrine of sovereign immunity, SIU Carbondale shall indemnify and hold harmless Kaskaskia College, its agents and employees, from any claims, demands, or causes of action arising out of the negligent acts or omissions of SIU Carbondale, its agents or employees, in the performance of SIU Carbondale’s obligations under this Agreement.
  2. To the extent permitted by law, Kaskaskia College shall indemnify and hold harmless SIU Carbondale, its agents and employees, from any claims, demands, or causes of action arising out of negligent acts or omissions of the College, its agents or employees, in the performance of the College’s obligations under this Agreement.
- F. Reasonable efforts will be made to resolve problems with student(s) through discussions with the student’s program instructor, supervisor, and SIU Carbondale’s faculty members; however SIU Carbondale reserves the right to remove any student from enrollment at SIU Carbondale upon the determination that the student is unable or unwilling to fulfill the requirements of SIU Carbondale’s educational program and mission, including but not limited to the rules and regulations of Southern Illinois University Carbondale, the policies of the Board of Trustees of SIU Carbondale, and the SIU Carbondale Student Conduct Code. SIU Carbondale shall also have the right to withdraw any student from its education degree program in accordance with its academic requirements, including but not limited to unsatisfactory academic performance and/or social misconduct.
- G. Neither party will discriminate against any applicant or student in the nomination, selection, or training because of religion, race, sex, sexual orientation, creed, handicap, national origin, or age.

H. Notices should be mailed to the following addresses by first class mail in order to fulfill any notice or revision of requirements under this Agreement:

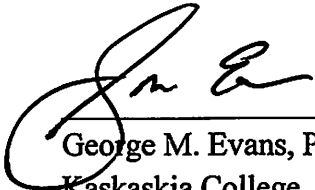
For SIU Carbondale: Jasmine Winters, Chief Academic Advisor  
Southern Illinois University Carbondale  
Mail Code 4620  
1025 Lincoln Drive  
Carbondale, IL 62901  
Phone: 618-453-7496  
Email: [jwinters@business.siu.edu](mailto:jwinters@business.siu.edu)

For Kaskaskia College: Dr. Ashley Becker, VP of Instructional Services  
Kaskaskia College  
27210 College Rd  
Centralia, IL 62801  
Phone: 618-545-3015  
Email: [abecker@kaskaskia.edu](mailto:abecker@kaskaskia.edu)

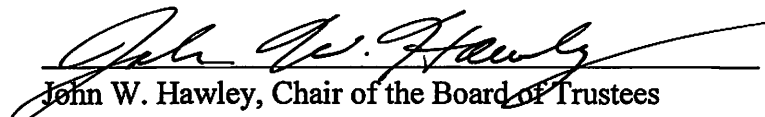
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IN WITNESS WHEREOF, the parties have executed this Agreement by their duly authorized, respective officers, and by doing so, hereby affirm that the Agreement is enforceable on behalf of and against each party as of the date written herein.

KASKASKIA COLLEGE

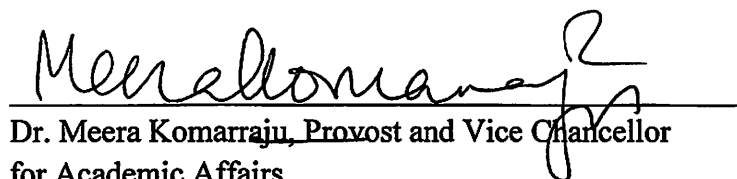
  
George M. Evans, President and CEO  
Kaskaskia College

10/8/2020  
Date

  
John W. Hawley, Chair of the Board of Trustees  
Kaskaskia College

10/22/20  
Date

BOARD OF TRUSTEES OF SOUTHERN ILLINOIS UNIVERSITY

  
Dr. Meera Komarraju, Provost and Vice Chancellor  
for Academic Affairs  
for Austin A. Lane, Chancellor  
Southern Illinois University Carbondale

September 21, 2020  
Date

**SIU Approved as to Legal Form**

Douglas J Mc  
Carty

Digitally signed by Douglas  
J Mc Carty  
Date: 2020.07.22 16:35:17  
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PROGRAM ARTICULATION DEGREE PLAN			
<b>Kaskaskia College</b>		<b>2019-2020</b>	<b>Southern Illinois University Carbondale</b>
AAS Business Marketing Option - 67 Hours		BS Marketing (MKTG) - 120 Hours	
		<b>UCC Capstone - 30 Hrs</b>	
		<b>Hrs</b>	<b>Hrs</b>
ENGL 101	English Composition I	3	UNIV 101 Saluki Success NA
			ENGL 101 English Composition I T
			ENGL 102 English Composition II NA
SPCH 103	Fundamentals of Speech	3	CMST 101 Intro to Oral Communication T
MATH 143	Finite Math	3	MATH 139 Finite Math T
			ECON 240 Intro to Microeconomics 3
ECON 205	Principles of Economics	3	ECON 241 Intro to Macroeconomics T
PSYH 101	Psychology	3	PSYC 102 Intro to Psychology T
			HUMANITIES 3
			HUMANITIES NA
			PHYSICAL SCIENCE 3
			LIFE SCIENCE 3
			FINE ARTS 3
			HUMAN HEALTH NA
BUSN 134	Managing Diversity	3	PSYC 223 Workplace Diversity T
		<b>18</b>	<b>15</b>
<b>Program Requirements</b>		<b>Program Requirements</b>	
BUSN 115	Marketing Fundamentals I	3	Any courses not articulated will be used to satisfy general elective credit
BUSN 127	Principles of Management	3	
BUSN 148	Advertising	3	
BUSN 154	Principles of Personal Selling	3	
BUSN 207	Business Management Internship	4	
BUSN 215	Small Business Management	3	
BUSN 216	Retail Management & Merchandising	3	
BUSN 227	International Business Management	3	
MATH 124	Statistics Software	1	
ACCT 201	Financial Accounting	4	ACCT 220 Accounting I-Financial T
ACCT 202	Managerial Accounting	3	ACCT 230 Accounting II-Managerial T
BUSN 103	Introduction to Business	3	MGMT 170 (elective) Introduction to Business T
BUSN 201	Business Communications	3	MGMT 202 Business Communications T
BUSN 210	Legal & Social Environment of Business	3	FIN 270 Legal & Social Environment Business T
BUSN 156	Business Technology Applications	4	ISAT 229 (elective) Computing for Business Administration T
MATH 247	Business Statistics	3	MGMT 208 Business Data Analysis T
		<b>49</b>	
			MATH 140 Short Course in Calculus 4
			BUS 101 Open for Business 2
			BUS 202 Business Career Transitions 2
			FIN 330 Introduction to Finance 3
			MGMT 304 Introduction to Management 3
			MGMT 318 Production-Operations Management 3
			MGMT 345 Computer Information Systems 3
			MGMT 481 Administrative Policy 3
			MKTG 304 Marketing Management 3
			CoB Elective 300 - 400-level ACCT, FIN, MGMT, MKTG 3
			MKTG 305 Consumer Behavior 3
			MKTG 329 Marketing Channels 3
			MKTG 363 Promotion Mangement 3
			MKTG 390 Marketing Research & Analysis 3
			MKTG 493 Marketing Strategy 3
			MKTG Electives 300-400-level 9
			<b>53</b>
<b>Total semester hrs completed with AAS degree:</b>		<b>67</b>	<b>Total semester hrs completed with BS degree: 68</b>
		<b>Total hrs to BS degree:</b>	<b>135</b>
Degree Plan updated on 3/4/2020 by SG			



## TRANSFER GUIDE

### AAS Business Marketing Option transferring into BS Marketing

Kaskaskia College Courses			
AAS Business Marketing Option– 67 hours			
ENGL 101-3	English Composition I	BUSN 148-3	Advertising
SPCH 103-3	Fundamentals of Speech	BUSN 154-3	Principles of Personal Selling
MATH 143-3	Finite Math	BUSN 201-3	Business Communications
ECON 205-3	Macroeconomics	BUSN 207-4	Business Management Internship
PSYH 101-3	Psychology	BUSN 210-3	Legal & Social Environment Business
BUSN 134-3	Managing Diversity	BUSN 215-3	Small Business Management
ACCT 201-4	Financial Accounting	BUSN 216-3	Retail Management & Merchandising
ACCT 202-3	Managerial Accounting	BUSN 227-3	International Business Management
BUSN 103-3	Intro to Business	BUSN 156-4	Business Technology Applications
BUSN 115-3	Marketing Fundamentals I	MATH 124-1	Statistics Software
BUSN 127-3	Principles of Management	MATH 247-3	Business Statistics
Southern Illinois University Carbondale Courses Capstone Option			
BS Marketing (MKTG) – 68 hours			
Elective-3	Humanities Elective	MGMT 345-3	Computer Information System
Elective-3	Physical Science Elective	MGMT 481-3	Administrative Policy
Elective-3	Life Science Elective	MKTG 304-3	Marketing Management
Elective-3	Fine Arts Elective	COB Elective-3	300/400-level
ECON 240-3	Intro to Microeconomics	MKTG 305-3	Consumer Behavior
MATH 140-4	Short Course in Calculus	MKTG 329-3	Marketing Channels
BUS 101-2	Open for Business	MKTG 363-3	Promotion Management
BUS 202-2	Business Career Transitions	MKTG 390-3	Marketing Research & Analysis
FIN 330-3	Intro to Finance	MKTG 493-3	Marketing Strategy
MGMT 304-3	Intro to Management	MKTG Electives-9	300/400-level
MGMT 318-3	Production-Operations Mgmt		
Total Hours to Bachelor Degree: 135 Hours			

College of Business does not oversee facilitation of the general education or math courses. UCC and MATH online course availability can be found at <https://online.siu.edu/courses/index.php>. In some cases, in person proctoring, (not at SIU) may be required.

### Questions? Contact Us!

**Salary Range:** \$41,000-\$51,000

**Possible Careers:** Marketing Account Executive  
Marketing Analyst  
Marketing Assistant  
Business Dev Representative  
Marketing Sales Representative

**Kaskaskia College**  
Dr. Ashley Becker  
VP of Instructional Services  
P: 618-545-3015  
E: [abecker@kaskaskia.edu](mailto:abecker@kaskaskia.edu)

**Southern Illinois University Carbondale**  
Jasmine Winters  
Chief Academic Advisor  
P: 618-453-7496  
E: [jwinters@business.siu.edu](mailto:jwinters@business.siu.edu)

**Disclaimer:** You are encouraged to use this transfer guide when planning your progress towards degree completion. Following a transfer guide does not guarantee admission into the listed program. Information is attempted to be kept current; however, any curriculum changes reflected in the Undergraduate Catalog override the information on this guide. Contact your Academic Advisor for assistance in interpreting this guide.

**Baccalaureate Degree Requirements** Each candidate for a bachelor's degree must complete the requirements listed:

**Hour Requirements.** Each student must complete at least 120 semester hours of credit. Each student must have at least 42 hours in courses that number 300 or above from a four-year institution.

**Residence Requirements.** Each student must complete the residence requirement by taking the last year, which is defined as 30 uninterrupted semester hours, or a total of 90 semester hours at SIU Carbondale.

**Grade Point Average Requirements.** Each student must have a C average for all work taken at SIU Carbondale. Some academic programs may require a higher graduating major GPA.

### **Dual Admission Program**

The Dual Admission Program (DAP) allows baccalaureate-oriented students at eligible community colleges to benefit from pre-advisement for a chosen major at SIU Carbondale. The DAP addresses specific departmental requirements that a student may not automatically fulfill by completing their associate degree at their community college. Students apply to the DAP by completing the Application for Undergraduate Admission and indicating interest in the DAP. Students must have at least two semesters remaining at their community college to participate, must select a participating SIU major, and must attend an eligible community college. Students who apply for the DAP are provided a transfer plan that will guide them to the most direct route to their bachelor's degree, along with personalized contact with an SIU representative. Dual Admission Program students receive access to enroll in an online Dual Admission Program course, which connects students early to the University, its resources, and other transfer students.

### **Compact Agreement**

SIU has recognized the Illinois regionally accredited community college transferable baccalaureate oriented Associate of Arts or Associate of Science degrees under the Compact Agreement since 1970. SIU will continue to recognize the baccalaureate oriented associate degree (A.A. or A.S. degree) under the Illinois Articulation Initiative as satisfying SIU University Core Curriculum (UCC). The Associate of Applied Science (A.A.S.), Associate in Engineering Science (A.E.S.), the Associate in General Studies (A.G.S.), and the Associate in Fine Arts (A.F.A.) are not covered under the Compact Agreement and do not carry the same benefits as the A.A. and A.S. degrees.

### **Degree Works**

*Degree Works* is an easy-to-use, comprehensive, online degree audit tool specifically designed for students. The audit reflects program requirements from the Undergraduate Catalog measured against registration and transfer work to guide the degree audit function as it applies to the individual student. Once admitted to SIU Carbondale, you can run a Degree Works degree audit against your academic record by searching "Degree Works" in SalukiNet.