

**ACADEMIC PROGRAM ARTICULATION AGREEMENT BETWEEN  
COMMUNITY COLLEGE OF BALTIMORE COUNTY AND  
WILMINGTON UNIVERSITY REGARDING TRANSFER FROM THE ASSOCIATE  
OF APPLIED SCIENCE IN BUSINESS MANAGEMENT AND THE BACHELOR OF  
SCIENCE DEGREE IN BUSINESS MANAGEMENT (2+2).**

This Academic Program Articulation Agreement (“Agreement”) is entered into by and between **Community College of Baltimore County** (the “Sending Institution”) and **Wilmington University** (the “Receiving Institution”) (collectively, the “Institutions”) to facilitate the transfer of academic credits from **Associate of Applied Science in Business Management** for the completion of Bachelor of Science in Business Management.

**A. Qualifying Students**

This Agreement pertains to the transfer of “Qualifying Students”, *i.e.*, those students who:

1. Have successfully completed the program at the Sending Institution;
2. Are enrolled in the Sending Institution, in good standing; and
3. Are accepted for admission to the Receiving Institution

**B. Responsibilities of the Institutions**

The Institutions agree to implement the transfer of Qualifying Students in accordance with applicable law and the following requirements and protocols:

1. A Qualifying Student may transfer from the Sending Institution into the Receiving Institution for the completion of the Program as outlined under Transfer Plan.
2. Coursework completed at the Receiving Institution toward the Associate of Arts in Business Management are guaranteed to transfer toward completion of WilmU’s Bachelor of Science in Business Management.

**Transfer Plan  
Community College of Baltimore County’s  
Associate of Applied Science in Business Management to  
Wilmington University’s Bachelor of Science in Business Management**

This transfer plan is intended for students pursuing an **Associate of Applied Science in Business Management** at Community College of Baltimore County who are interested in pursuing a Bachelor of Science in Business Management at Wilmington University. The equivalencies below demonstrate how a student can meet both the requirements of the associate degree and prepare for a seamless transfer to Wilmington University. Please note:

- Only courses that have course equivalencies are displayed. This guide does not show all transferable courses from this college.

- Wilmington University grants credit by exam through IB, AP, CLEP, DSST, Excelsior or UExcel. More information can be found at [Online and Experiential Learning](#). For financial aid and scholarship information, please see the website, [Wilmington University Scholarship](#) for more information.
- Transfer plans are intended to be used as planning tools. If you need additional assistance in selecting courses to take prior to transferring to Wilmington University, contact (302) 356-6991

Course by Course Equivalency (WU Catalog, 2019-2020; CCBC Catalog, 2019-2020)

CCBC Course	Credits	WU Equivalent	Credits
<b>General Education Requirements</b>			
CMNS 101 – Fundamentals of Communication	3	ENG 131-Public Speaking	3
CSIT 101 – Technology and Information Systems	3	CTA 206-Computer Applications	3
ENGL 101-College Composition I	3	ENG 121-English Composition I	3
<b>General Education Electives</b>			
Social and Behavioral Sciences	3	SOC 101-Introduction to Sociology <b>or</b>	3
Social and Behavioral Sciences	3	PSY 101-Introduction to Psychology	3
BIOL 100-Exploring Biology <b>or</b>	3	Natural Science Elective	3
CHEM 100-Chemistry and its role in society	3	Natural Science Elective	3
Math 153-Introduction to Statistical Methods <b>or</b>	4	MAT 308-Inferential Statistics	3
Math 163-Pre-calculus I	3	MAT 200-Pre-Calculus	3
<b>Program Requirements</b>			
ACCT 101-Principles of Accounting I	3	BAC 101-Accounting I	3

<b>CCBC Course</b>	<b>Credits</b>	<b>WU Equivalent</b>	<b>Credits</b>
ACCT 102-Principles of Accounting II	3	BAC 102-Accounting II	3
ECON 202-Introduction to Micro Economic Principles	3	ECO 102-Economics II	3
MNGT 101-Introduction to Business and Industry	3	BBM 102-Introduction to Business	3
MNGT 105-Principles of Management	3	BBM 201- Principles of Management	3
MNGT 110 - Principles of Supervision	3	BBM 201 Principles of Management	
MNGT 140-Business Law I	3	BLA 1XX-Business Law Elective	3
MNGT 150-Principles of Marketing	3	BMK 305- Marketing	3
MNGT 216-Capstone in Business Management and Entrepreneurship	3	Business Requirement	3
MNGT 239 - Business Communications	3	BBM 2XX-Business Elective	3
ACCT 251 - Financial Planning and Investment Strategies	3	FIN 101 Financial Literacy	3
<b>Program Electives</b>		<i>Choose a total of nine credits. In addition to the classes listed here, students may choose one elective from ACCT, ECON, TDML, MATH, or LGST courses</i>	
LGST 209 - Employment Law	3	Business Elective	3
MNGT 104 - Introduction to E-Business	3	BBM 350-Introduction to E-Commerce	3
MNGT 115 - Seminar in Supervisory Problems	3	Business Elective	3

<b>CCBC Course</b>	<b>Credits</b>	<b>WU Equivalent</b>	<b>Credits</b>
MNGT 141 - Business Law II	3	Business Elective	3
MNGT 148 - Global Commercial Transportation	3	Business Elective	3
MNGT 158 - Salesmanship	3	Business Elective	3
MNGT 159 - Managing Customer Relations and Service	3	Business Elective	3
MNGT 201 - Human Resources Management	3	HRM 311-Human Resource Management	3
MNGT 203 - Labor Management Relations	3	Business Elective	3
MNGT 206 - Entrepreneurship	3	Business Elective	3
MNGT 211 - Compensation Administration	3	Business Elective	3
MNGT 257 - Financial Management	3	Business Elective	3
MNGT 265 - Business Ethics	3	Business Elective	3
MNGT 273 - Internship	3	Business Elective	3
<b>Total</b>	<b>60</b>		<b>60</b>

#### Remaining Courses

Students will take the following courses at Wilmington University to meet their graduation requirements. Students who transfer before completing the **Associate of Applied Science in Business Management** may have additional program and graduation requirements to complete.

**Major Requirements**

All transfer students will be required to take a minimum of 30 credits of coursework at Wilmington University. A minimum total of 120 credits are required for the degree.

Completion of the Bachelor of Science in Business Management requires students to successfully complete the following course work:

<b>Wilmington University Course</b>	<b>Credits</b>	<b>Explanation</b>
<b>Business Management (CORE)</b>		
CTA 326 – Integrating Excel into Business Problem Solving	3	
BBM 412 Project Management	3	or ** Co-Op Experience
BBM 301 Organizational Behavior	3	
BBM 320 Business Communications	3	
BBA 301 Intro to Business Analytics	3	
FIN 305 Financial Management	3	
BLA 303 Legal and Ethical Environment of Business	3	or ** Co-Op Experience
HRM 310 Organizational Development	3	or ** Co-Op Experience
BBM 315 Supervisory Management	3	
BBM 370 Global Business Management	3	
BBM 411 Operations and Systems Management	3	
FIN 306 Corporate Finance	3	
BBM 402 Strategic Management	3	
Business Elective	3	BBM 330, BBM 331, BBM 350, BBM 351, BBM 355, BBM 381, BBM 382, BBM 386, BBM 460
Business Elective or Certificate Course	3	Related Certificates: Entrepreneurship/Small Business Management Certificate Human Resource Management Certificate Marketing Certificate Nonprofit Management Certificate
Business Elective or Certificate Course	3	
Business Elective or Certificate Course	3	
Business Elective or Certificate Course	3	
Business Elective or Certificate Course	3	
Business Elective or Certificate Course	3	
Total credits to be taken at Wilmington University	60	

**3. Additional Provisions**

- All passing courses (D- or higher) from the Associate Degree program will be accepted at Wilmington University in the appropriate Bachelor's Degree. Courses taken at the sending institution after associate degree is earned will be reviewed on a course to course basis.

- Students intending to transfer should complete the admission application for Wilmington University following the third semester of their Associate Degree program.
4. The Receiving Institution shall designate, and shall provide to the Sending Institution, the contact information for a staff person at the Receiving Institution who is responsible for the oversight of the transfer of Qualifying Students. The Sending Institution shall designate, and shall provide to the Receiving Institution, the contact information for a staff person at the Sending Institution who is responsible for the oversight of the transfer of Qualifying Students.

Oversite of Records	Sending Institution	Receiving Institution
Name of staff person responsible for oversight	Deb Baker	Taylor McCusker
Title of staff person	Assistant Registrar	Admissions Manager
Email address	<a href="mailto:dbaker@ccbcmd.edu">dbaker@ccbcmd.edu</a>	<a href="mailto:taylor.e.mccusker@wilmu.edu">taylor.e.mccusker@wilmu.edu</a>
Telephone Number	443-840-4647	302-356-6968

Additional contact Information:

Articulation Agreement Contact	Sending Institution	Receiving Institution
Name of person	Nicole Zampino	Aaron Stafford
Title of person	Coordinator of Transfer and Degree Acceleration	Academic & Corporate Partnership Manager
Email address	<a href="mailto:nzairi@ccbcmd.edu">nzairi@ccbcmd.edu</a>	<a href="mailto:aaron.m.stafford@wilmu.edu">aaron.m.stafford@wilmu.edu</a>
Telephone Number	443.840.4647	302-356-6991

5. If the Qualifying Student is using federal Title 38 VA Education Benefits (GI Bill® Education Benefits), the Institutions shall adhere to all applicable U.S. Department of Veterans Affairs' regulations, including the regulations governing the awarding prior credit, as regulated under Title 38, Code of Federal Regulations, Sections 21.4253(d)(3) and 21.4254(c)(4).
6. Each Institution shall adhere to all applicable transfer requirements set forth in the Middle States Commission on Higher Education (MSCHE).
7. Each Institution shall advise students regarding transfer opportunities under this Agreement, and shall advise students of financial aid opportunities and implications associated with the transfer.
8. Should either Institution make changes to program requirements, the institution will inform the partner institution immediately.

### C. Term and Termination

1. This agreement shall be effective on the date that it is signed by the appropriate and authorized representatives of each Institution.
2. Either Institution may, at its sole discretion, terminate this Agreement upon delivering 60 days written notice to the other Institution.
3. Both Institutions agree to meet once every 4 year(s) to review the terms of this agreement, and renew or apply edits in written correspondence, copied to each party referenced in this document.

### D. Amendment

1. This Agreement constitutes the entire understanding and agreement of the Institutions with respect to their rights and obligations in carrying out the terms of the Agreement, and supersedes any prior or contemporaneous agreements or understandings.
2. This Agreement may be modified only by written amendment executed by both Institutions.

### E. Governing Law

This Agreement shall be governed by, and construed in accordance with, the laws of the States in which each institution resides.

### F. Counterparts

This Agreement may be executed in counterparts, each of which shall be deemed to be an original, but all of which, taken together, shall constitute one and the same agreement.

### G. Notice of Agreement

1. The Institutions agree to provide copies of this Agreement to all relevant individuals and departments of the Institutions, including but not limited to students, academic department chairs participating in the transfer, offices of the president, registrar's offices, and financial aid offices.

### H. No Third-Party Beneficiaries

There are no third-party beneficiaries to this Agreement.

I. Representations and Warranties of the Parties

Both Institutions represent and warrant that the following shall be true and correct as of the Effective Date of this Agreement, and shall continue to be true and correct during the term of this Agreement:

1. The Institutions are and shall remain in compliance with all applicable federal, state, and local statutes, laws, ordinances, and regulations relating to this Agreement, as amended from time to time.
2. Each Institution has taken all action necessary for the approval and execution of this Agreement.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives.

<p>Community College of Baltimore County</p> <p>By: _____                  Jack McLaughlin                  Interim Vice President of Instruction                  CCBC</p> <p>_____                  Date</p>	<p>Wilmington University</p> <p>By: _____                  Jim D. Wilson, Ed.D.                  Vice President, Academic Affairs                  Wilmington University</p> <p>_____                  Date</p>

Date of next review (2 years from date of last signature): \_\_\_\_\_