


## ARTICULATION AGREEMENT No. 10

This Articulation Agreement No. 10 (“**ART**”) is entered into, as of January 1, 2021 (“**Effective Date**”), between American Public University System, Inc. (“**APUS**”) and College of Southern Maryland (“**Institution**”) (individually a “**Party**” and collectively the “**Parties**”) to facilitate and define the terms of the transfer of Institution students who graduate with an Associate of Science degree in Business Administration: Technical Management at Institution to the Bachelor of Arts degree in Management at APUS. This ART is incorporated by reference into the Education Partnership Agreement entered into, as of November 1, 2019, between the Parties (“**EPA**”) (collectively with any other articulation agreements entered into between the Parties, the “**Agreement**”).

Institution and APUS agree to offer articulated programs through which students from Institution, pursuant to the terms of the Agreement, may transfer eligible credits earned for the Associate of Science degree in Business Administration: Technical Management at Institution toward the Bachelor of Arts degree in Management at APUS. In consideration of the promises and covenants herein, the parties agree as follows:

1. Students in and graduates of the Associate of Science degree in Business Administration: Technical Management at Institution that apply to APUS and satisfy all APUS admission requirements may be admitted to APUS (“**APUS Students**”). APUS Students will receive transfer credit for those specific Institution courses (each a “**Course**”) as set forth in the Transfer Guide Table, attached hereto as Appendix A.
2. The number of credits transferred may not exceed 90 credit hours, which contribute to the fulfillment of credit hours required for Bachelor of Arts degree in Management completion at APUS.
3. An Institution student must earn a grade of “C” (2.0 on a 4.0 scale) or better in each Institution course for which the student desires transfer credits from APUS.
4. The maximum number of credits that will be accepted by APUS toward degree requirements from non-direct classroom instruction (including CLEP, AP, and other nationally recognized standardized examination scores) is based on annually published national scores with recommended credits. Credit awarded for prior learning assessments (“**PLA**”) is not recognized by APUS without verification through the APUS PLA process.
5. As the Parties may mutually agree, students at Institution may begin taking courses in the Bachelor of Arts degree in Management program at APUS while they are completing their Associate of Science degree in Business Administration: Technical Management degree at Institution.
6. APUS will consider for financial assistance those students who complete the Associate of Science degree in Business Administration: Technical Management at Institution in accordance with then-applicable regulatory requirements and APUS policies.
7. The Parties will review Appendix A at least annually and either Party may notify the other Party at any time of necessary changes thereto. The Parties will work together to modify Appendix A accordingly, which modified table shall be incorporated herein and applied by the Parties.
8. This ART is effective as of the Effective Date identified above and will continue for three (3) years thereafter (the “**Term**”), and it shall renew automatically unless terminated earlier pursuant to this Section 8. Either Party may terminate this ART upon providing sixty (60) days written notice. Termination of this ART will not affect any APUS Student then currently enrolled in the Associate of Science degree in Business Administration: Technical Management program at Institution that is taking courses at APUS or has been accepted into the Bachelor of Arts degree in Management program at APUS. Notwithstanding anything herein to contrary, this ART shall terminate upon termination or expiration of the EPA.

**IN WITNESS WHEREOF**, the Parties have caused this ART to be signed by their authorized representatives on the date and year first written above.

  
Vernon Smith (Jan 21, 2021 18:23 EST)

**Dr. Vernon C. Smith**  
Senior Vice President and Provost  
American Public University System, Inc.

  
Mitchell Levy (Dec 30, 2020 16:07 EST)

**Dr. Mitchell Levy**  
Interim Vice President of Academic Affairs  
College of Southern Maryland

Dec 30, 2020

**Appendix A**  
**Transfer Guide Table**  
**Articulation Agreement No. 10**

COLLEGE OF SOUTHERN MARYLAND (CSM) A.S. BUSINESS ADMINISTRATION: TECHNICAL MANAGEMENT TO AMERICAN PUBLIC UNIVERSITY SYSTEM (APUS) B.A. MANAGEMENT TRANSFER GUIDE			
APUS DEGREE REQUIREMENTS	CSM COURSES	CREDITS APPLIED	CREDITS NEEDED AT APUS
<b>General Education Requirements (30 Credits Required)</b>		<b>30</b>	<b>0</b>
<b>Communication: Writing, Oral, &amp; Multimedia (COMM)</b> (9 Credits Required)		<b>9</b>	<b>0</b>
COMM120: Information and Digital Literacy <i>(Required)</i>	<i>Fulfilled by Gen Ed Block†</i>	3	
ENGL110: Making Writing Relevant <i>(Required)</i>	ENG 1010 Composition and Rhetoric	3	
APUS General Education COMM Course Choice	BAD 1335 Applied Business Communications (APUS ENGL225)	3	
<b>Arts &amp; Humanities (ARHU)</b> (6 Credits Required)		<b>6</b>	<b>0</b>
APUS General Education ARHU Course Choice	CSM Arts Option*	3	
APUS General Education ARHU Course Choice	CSM PHL 1150/1430 Option	3	
<b>History (HIST)</b> (3 Credits Required)		<b>3</b>	<b>0</b>
APUS General Education HIST Course Choice	<i>Fulfilled by Gen Ed Block†</i>	3	
<b>Civics, Political &amp; Social Sciences (SSPS)</b> (6 Credits Required)		<b>6</b>	<b>0</b>
ECON101: Microeconomics <b>OR</b> ECON102: Macroeconomics <i>(Required)</i>	ECN 2020 Principles of Microeconomics (APUS ECON101)	3	
APUS General Education SSPS Course Choice	ECN 2025 Principles of Macroeconomics (APUS ECON102)	3	
<b>Mathematics and Applied Reasoning (MAAR)</b> (3 Credits Required)		<b>3</b>	<b>0</b>
MATH120: Introduction to Statistics <i>(Required)</i>	MTH 1015 Introduction to Statistics	3	
<b>Natural Sciences with Lab (NASC)</b> (3 Credits Required)		<b>3</b>	<b>0</b>
APUS General Education NASC Course Choice	SCE 1010 Scientific Method and the Modern World	3	
<b>Credit used to fulfill General Education requirements†</b>			
	<i>CSM COM 1010/1650 Option</i>	3	
	<i>CSM Social/Behavioral Science Option</i>	3	

Electives (48 Credits Required)		22	26
Choose any additional courses to meet degree requirements**	FYS 1010 First Year Seminar	3	
	ECN 1015 Introduction to Business in a Market Economy (APUS BUSN100)	3	
	CSM MTH 1560/1200 Option (APUS MATH225)	3	
	ENG 2050 Business and Technical Writing (APUS ENGL220)	3	
	ACC 2020 Principles of Accounting II (APUS ACCT101)	3	
	ITS 1010 Computing and Information Technology	3	
	CSM Biological/Physical Sciences Option	4	
Major Requirements (24 Credits Required)		3	21
HRMT413: Employment and Labor Relations			3
INFO331: Management Information Systems			3
MGMT310: Principles and Theory of Management	BAD 1210 Principles of Management	3	
MGMT311: Organizational Behavior			3
MGMT314: Management Ethics			3
MGMT315: Management Communications			3
MGMT410: Strategic Management			3
TLMT313: Supply Chain Management			3
General Concentration Requirements^ (15 Credits Required)		6	9
See catalog for course options	ACC 2010 Principles of Accounting I (APUS ACCT105)	3	
	CSM BAD 2070/2130/2140/2200 Option* (APUS recommends BAD 2140) (APUS BUSN313)	3	
Final Program Requirement (3 Credits Required)		0	3
MGMT496: Capstone: Portfolio	<b>MUST BE TAKEN AS FINAL COURSE</b>		3
120 Credits Needed for Graduation		61	59
<p>†Per APUS' General Education Block policy, students with a conferred Associate of Arts or Associate of Science degree from a regionally-accredited higher education institution will be awarded transfer credit for APUS' General Education requirements (excluding <b>Required</b>). As the amount of transfer credit may not exceed the sum of transferrable credit the student earned, the amount of transfer credit applicable to the Electives will be reduced by the sum of General Education Block credit awarded.</p> <p>^Credit mapped toward the General Concentration. Other available concentrations for this program: 1) Entrepreneurship, 2) Human Resource Management, 3) Leadership, 4) Retail Management, 5) Sports Entertainment Management, and 6) Talent Acquisition &amp; Retention</p> <p>*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements.</p> <p>**Any transferable course not used to fulfill General Education or Major/Concentration requirements may be taken. Please note remedial/developmental and vocational credit is not transferrable.</p> <p><b>Note:</b> In order to transfer courses to APUS, the student must earn a grade of "C" or better.</p>			






# American Public University System Business Administration Technical Management to Management Articulation Agreement for Signature

Final Audit Report

2020-12-30

Created:	2020-12-30
By:	Jacquelyn Rogers (jgrogers@csmd.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAALV_QUnR2sU2g_Lcr1ZTkWxglx0-5t1_X

## "American Public University System Business Administration Technical Management to Management Articulation Agreement for Signature" History

-  Document created by Jacquelyn Rogers (jgrogers@csmd.edu)  
2020-12-30 - 8:36:30 PM GMT- IP address: 24.233.210.107
-  Document emailed to Mitchell Levy (malevy1@csmd.edu) for signature  
2020-12-30 - 8:36:48 PM GMT
-  Email viewed by Mitchell Levy (malevy1@csmd.edu)  
2020-12-30 - 9:07:14 PM GMT- IP address: 69.139.65.77
-  Document e-signed by Mitchell Levy (malevy1@csmd.edu)  
Signature Date: 2020-12-30 - 9:07:25 PM GMT - Time Source: server- IP address: 69.139.65.77
-  Agreement completed.  
2020-12-30 - 9:07:25 PM GMT






# 1.1.2021 ART CSM AS Bus Admin\_Tech Mgmt - signed to APUS BA Mgmt 10

Final Audit Report

2021-01-04

Created:	2021-01-04
By:	Shontae Patsaricas (spatsaricas@apus.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAAQfQ8jtAcQg79VX9FUjPmiBCKVy2sezkT

## "1.1.2021 ART CSM AS Bus Admin\_Tech Mgmt - signed to APUS BA Mgmt 10" History

-  Document created by Shontae Patsaricas (spatsaricas@apus.edu)  
2021-01-04 - 10:10:07 PM GMT- IP address: 73.135.84.249
-  Document emailed to Vernon Smith (vsmith@apus.edu) for signature  
2021-01-04 - 10:10:24 PM GMT
-  Email viewed by Vernon Smith (vsmith@apus.edu)  
2021-01-04 - 11:23:12 PM GMT- IP address: 172.58.190.219
-  Document e-signed by Vernon Smith (vsmith@apus.edu)  
Signature Date: 2021-01-04 - 11:23:35 PM GMT - Time Source: server- IP address: 172.58.190.219
-  Agreement completed.  
2021-01-04 - 11:23:35 PM GMT