

ARTICULATION AGREEMENT No. 3

This Articulation Agreement No. 3 (“**ART**”) is entered into, as of July 1, 2020 (“**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 Applied Science degree in Business Management at Institution to the Bachelor degree in Business Administration 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 Applied Science degree in Business Management at Institution toward the Bachelor degree in Business Administration at APUS. In consideration of the promises and covenants herein, the parties agree as follows:

1. Students in and graduates of the Associate of Applied Science degree in Business 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 Course Crosswalk transfer 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 degree in Business Administration 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 degree in Business Administration program at APUS while they are completing their Associate of Applied Science degree in Business Management degree at Institution.
6. APUS will consider for financial assistance those students who complete the Associate of Applied Science degree in Business 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 Applied Science degree in Business Management program at Institution that is taking courses at APUS or has been accepted into the Bachelor degree in Business Administration 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 (Jun 9, 2020 16:23 EDT)

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


Eileen Abel (Jun 9, 2020 14:11 EDT)

Dr. Eileen Abel
Vice President of Academic Affairs
College of Southern Maryland

Jun 9, 2020

Appendix A

Course Crosswalk Transfer Table To Articulation Agreement No. 3

College of Southern Maryland A.A.S. Business Management 2020/2021		American Public University System (APUS) Bachelor of Business Administration April 2020	
Course # and Title	Credits	Course # and Title	Credits
		General Education Requirements Fulfilled	18 of 30
		Communication: Writing, Oral, and Multimedia (COMM)	9
		COMM120: Information and Digital Literacy (Required)	0 of 3
ENG 1010 Composition and Rhetoric (ENGL110)	3	ENGL110: Making Writing Relevant (Required)	3
BAD 1335 Applied Business Communications (ENGL225)	3	ENGL225: Business Writing (Required)	3
		Arts and Humanities (ARHU)	6
CSM Communication Option* (APUS recommends COMM1650) (COMM200)	3	APUS General Education ARHU Course Choice	3
		APUS General Education ARHU Course Choice	0 of 3
		Civics, Political & Social Sciences (SSPS)	6
ECN 2020 Principles of Microeconomics (ECON201)	3	ECON201: Microeconomics for Business or ECON202: Macroeconomics for Business (Required)	3
ECN 2025 Principles of Macroeconomics (ECON202)	3	APUS General Education SSPS Course Choice	3
		History (HIST)	3
		APUS General Education HIST Course Choice	0 of 3
		Mathematics and Applied Reasoning (MAAR)	3
		MATH110: College Algebra or MATH111: College Trigonometry (Required)	0 of 3
		Natural Sciences (NASC)	3
CSM Biological/Physical Sciences Option*	3	APUS General Education NASC Course Choice	3
		Elective Requirements Fulfilled	27 of 39
MTH 1010 Quantitative Literacy and Reasoning	3	Credit applies to APUS Elective Requirements**	27
ACC 2020 Principles of Accounting II (ACCT101)	3		
BAD 2710 Human Relations and Leadership (HRMT101)	3		
ENG 2050 Business and Technical Writing	3		
CSM Mathematics Option*	3		
BAD 1210 Principles of Management (MGMT310)	3		
BAD 2070 Business Law I	3		
CSM Elective Credit*	3		
BAD 2700 Human Resource Management (HRMT200)	3		
ECN 1015 Introduction to Business in a Market Economy (BUSN100)	3	MGMT101: Principles of Supervision	0 of 3
ACC 2010 Principles of Accounting I (ACCT105)	3	BUSN100: Basics of Business	3
		ACCT105: Accounting for Non Accounting Majors	3
		BUSN235: Personal Finance	0 of 3
BAD 2610 Principles of Marketing (MKTG201)	3	MKTG201: Fundamentals of Marketing	3
		ITCC200: Application Software Integration	0 of 3
		BUSN311: Law and Ethics in the Business Environment	0 of 3
		MATH302: Statistics <i>(Prerequisite: MATH110 - College Algebra or MATH111 - College Trigonometry or MATH225 - Calculus)</i>	0 of 3
		BUSN312: Operations Research <i>(Prerequisite: MATH110 - College Algebra, MATH111 - College Trigonometry, or MATH225 - Calculus)</i>	0 of 3
CSM Business Elective* (APUS recommends BAD 2140) (BUSN313)	3	BUSN313: Global and Competitive Strategy	3
ACC 2681 Business Finance (FINC300)	3	FINC300: Foundations of Financial Management	3
		BUSN410: Critical Thinking Strategies for Business Decisions	0 of 3

Appendix A

**Course Crosswalk Transfer Table
To
Articulation Agreement No. 3, continued**

		General Concentration Requirements Fulfilled	0 of 12
		Select 4 courses: BUSN316: Fundamentals of Entrepreneurship BUSN318: Small Business Management BUSN320: Principles of E Business BUSN330: Fundamentals of Business Analysis I BUSN331: Fundamentals of Business Analysis II BUSN333: Project Management for Business Analysts BUSN334: Strategic Alignment in Business Analysis BUSN412: Quality Management Systems BUSN415: Small Business Growth and Development BUSN419: International Business Management BUSN490: Business Administration Independent Study ECON301: Comparative Economics ECON302: Environmental Economics ECON303: International Economics ECON304: Monetary Economics ENTR311: Business Plan Foundations FINC410: International Finance ITMG321: Information Technology Project Management ITMG371: Contemporary Internet Topics ITMG421: Virtual Management MGMT311: Organizational Behavior MGMT312: Leadership & Motivation MGMT315: Management Communications MKTG307: Consumer Behavior MKTG400: Marketing Research MKTG401: Marketing Strategy MKTG407: International Marketing WEBD311: Internet Concepts	0 of 12
		Concentration in Business Analysis Requirements Fulfilled	0 of 12
		BUSN330: Fundamentals of Business Analysis I	0 of 3
		BUSN331: Fundamentals of Business Analysis II	0 of 3
		BUSN333: Project Management for Business Analysts	0 of 3
		BUSN334: Strategic Alignment in Business Analysis	0 of 3
		Concentration in Data Analytics Requirements Fulfilled	0 of 12
		BUSN250: Analytics I	0 of 3
		BUSN350: Analytics II	0 of 3
		BUSN450: Advanced Analytics	0 of 3
		BUSN334: Strategic Alignment in Business Analysis	0 of 3
		Concentration in Economics Requirements Fulfilled	0 of 12
		ECON301: Comparative Economics	0 of 3
		ECON302: Environmental Economics	0 of 3
		ECON303: International Economics	0 of 3
		ECON304: Monetary Economics	0 of 3
		Concentration in Entrepreneurial/Small Business Management Requirements Fulfilled	0 of 12
		BUSN316: Fundamentals of Entrepreneurship	0 of 3
		BUSN318: Small Business Management	0 of 3
		BUSN415: Small Business Growth and Development	0 of 3
		ENTR311: Business Plan Foundations	0 of 3
		Concentration in Information Technology Management Requirements Fulfilled	0 of 12
		ITMG321: Information Technology Project Management	0 of 3
		ITMG371: Contemporary Internet Topics	0 of 3
		ITMG421: Virtual Management	0 of 3
		WEBD311: Internet Concepts	0 of 3
		Concentration in International Business Management Requirements Fulfilled	0 of 12
		BUSN419: International Business Management	0 of 3
		FINC410: International Finance	0 of 3
		IRLS392: Globalization and the Market Economy	0 of 3
		MKTG407: International Marketing	0 of 3
		Concentration in Marketing Requirements Fulfilled	0 of 12
		BUSN320: Principles of E Business	0 of 3
		MKTG307: Consumer Behavior	0 of 3
		MKTG400: Marketing Research	0 of 3
		MKTG401: Marketing Strategy	0 of 3
		Concentration in Real Estate Construction and Portfolio Development Requirements Fulfilled	0 of 12
		BUSN201: Introduction to Construction Management	0 of 3
		BUSN301: Residential Real Estate Portfolio Development	0 of 3
		BUSN302: Commercial Real Estate Portfolio Development	0 of 3
		BUSN425: Real Estate Management	0 of 3
		Final Program Requirement Fulfilled	0 of 3
		BUSN499: Senior Seminar in Business Administration (to be taken as the last course before graduation)	0 of 3
		***	0 of 3
Total Credit Applied Towards APUS Degree	60	Total Program Requirements Fulfilled	60 of 120
*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements.		Note: In order to transfer courses to APUS, the student must earn a grade of "C" or better. **Any transferable course not counted toward General Education or Major requirements may be taken. Please note remedial/developmental and vocational credit is not transferrable. ***Prerequisite: Senior Standing and completion of all major courses prior to enrollment. Not eligible for transfer credit.	

APU Business Management

Final Audit Report

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Final Audit Report

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