ARTICULATION AGREEMENT BETWEEN
PICKAWAY-ROSS CAREER TECHNICAL PLANNING DISTRICT SATELLITE
MARKETING EDUCATION PROGRAM AT CHILlicothe HIGH SCHOOL
AND
CENTRAL OHIO TECHNICAL COLLEGE BUSINESS MANAGEMENT
TECHNOLOGY PROGRAM
2012-2014

Articulation credit to postsecondary programs for relevant high school courses (1) eliminates unnecessary
duplication of learning and (2) saves students time and tuition in the pursuit of higher education.
Recognizing the need for such agreements, Central Ohio Technical College (COTC) agrees to grant
articulation credit to students completing PRCPTP Satellite Marketing Education Program at Chillicothe
High School courses, as follows:

1. The student must be graduated from high school and must have completed the specified course(s)
   with a grade of A or B or C.

2. The course instructor(s) must review and complete the articulation form (see attached copy) and
   send it to COTC.

3. The articulated courses will be transcripted at COTC once the student registers for COTC
   coursework.

There will be no charge for college credit awarded through this agreement, although COTC may charge a
small fee for the administration of the student's record. For the purposes of compliance with state and
regional accreditation standards, COTC reserves the right to review the credentials—including, but not
limited to, college transcripts and resumes—of the instructors of articulated courses.

The administrators and faculty of the program at both levels pledge their commitment and support to
continuing this relationship and to promoting these articulation opportunities to the students.

Pickaway-Ross CTPD

[Signature]
Superintendent
[Date]

Central Ohio Technical College

[Signature]
President
[Date]

[Signature]
Supervisor
[Date]

Vice President, Academic Affairs
[Date]

Academic Dean
[Date]

Faculty Representative
[Date]

10/25/2012
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Instructions to Apply for College Credit

The articulation agreement between the PRCTPD Satellite Marketing Education Program at Chillicothe High School and Central Ohio Technical College enables high school graduates to receive college credit at COTC for selected courses upon evidence of competency in technology courses that are deemed equivalent to those in the attached list.

Instructions to the Student:

You must have an A, B, or C in the course to earn the college credit.

If you think that the courses in question might qualify for articulation credit, fill out the first part of the attached form. Take the form to your technology teacher(s), who will review the courses and, if applicable, estimate that the courses meet the criteria for the corresponding college courses listed in this agreement. The teacher(s) will make a recommendation for your receiving articulation credit by completing the form, attaching an official transcript, and sending these materials to COTC. Staff persons at COTC will review the materials and, if appropriate, grant recommended credit.

Instructions to the High School Teacher:

Please read the attached form carefully before filling it out. Students must (1) have covered competencies listed for the COTC course(s) in question and (2) have mastered these competencies in their technology courses at an A, B, or C level. Verify that each goal has been met at the appropriate level by initialing, signing, and dating the form. Please attach the student’s official transcript.

Your signature certifies that, in your estimation, the high school courses meet all articulation criteria for the indicated COTC courses and that the student has, to your knowledge, completed successfully those courses eligible for articulation. Mail the competed form to: Records and Registration, Central Ohio Technical College, 1179 University Drive, Newark, OH 43055. If you have any questions about articulation with COTC, contact the Administrative Dean for Academic Affairs at 740-364-9614.

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RECOMMENDATION FORM FOR COLLEGE CREDIT

To be completed by the student:

Student Name: ________________________________

Address: ____________________________________________

Street          City          State          Zip

Home Phone (___) _______________ Work Phone: (___) _______________

Expected High School Graduation Date: ____________________________

I agree to permit my high school teacher(s) to provide COTC with the information on this form
and understand that articulated credit might apply only to a degree or certificate at COTC and
might not be transferrable to another college or university.

Student Signature: __________________________________________

Date: ________________

To be completed by the high school teacher(s):

Teacher Name(s): __________________________________________

High School Name: __________________________________________

School Address: ____________________________________________

Street          City          State          Zip

School Phone Number: (___) _______________

As indicated by my initials next to the attached course description(s), I consider that my former
student has achieved the indicated knowledge and skills at a level of “A”, “B”, or “C”.

Teacher Signature(s): ________________________________________

Date: ________________

Supervisor Signature: ________________________________________

Date: ________________

Recommendation for credit for: ________________________________

(student name)

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<table>
<thead>
<tr>
<th>Letter Grade</th>
<th>Teacher's Initials</th>
<th>COTC Course Available for credit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>BUS-105 Introduction to Business</strong> (3 credits)</td>
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<tr>
<td></td>
<td></td>
<td>This introductory course explains the principles, terminology, and concepts necessary for interpreting business. Activities and presentations are provided to the student that will allow him or her to identify business environments, business ownership, ethical issues, global business awareness, organizational structures, management and marketing principles, technology information and financial implications in society. Upon completion of the course, the student will have a better understanding of the various elements of the business process, with this assisting in both the student's personal and professional life.</td>
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<tr>
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<td><strong>BUS-130 Team Building</strong> (3 credits)</td>
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<tr>
<td></td>
<td></td>
<td>This introductory course explains the principles, terminology, and concepts necessary for developing team building skills in business relationships and environments. Activities and presentations are provided to the student that will allow him or her to learn group-processing skills vital to effective team work; including communication, decision making, and problem solving with conflict resolution. Upon completion of the course, the student will have a better understanding of the effects of individual behavior on group productivity, this awareness assisting in both the student's personal and professional life.</td>
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<tr>
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<td><strong>BUS-150 Document Applications</strong> (3 credits)</td>
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<tr>
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<td>This course develops the student's knowledge of basic document production techniques used in business correspondence and other business documents. Course instruction in proper formatting, including but not limited to, using margins and tab settings and various printing and editing techniques is included. Some emphasis is placed on production timelines.</td>
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BUS-155 Spreadsheet Applications (3 credits)

This course provides the student the opportunity to develop the skills necessary to create and use spreadsheets efficiently in a business environment. It is designed to take the student step-by-step through the features of Microsoft Excel, from basic through advanced. Numerous practical in-depth spreadsheets will be completed throughout the course including creating, editing and formatting spreadsheets and workbooks as well as the creation and application of basic and advanced formulas and functions. The course will also explore advanced spreadsheet development techniques, chart and graph development and enhancement, working with templates and workbooks and team collaboration and file sharing.

BUS-165 Presentation Applications (2 credits)

This course provides the student the opportunity to develop the comprehensive skills necessary to create and use electronic presentation software (PowerPoint) efficiently. It is designed to take the student step-by-step through the features of Microsoft Power Point, from basic to advanced. Numerous, practical and in-depth presentations will be completed by the student, both individually and in teams.

BUS-175 The Business Environment (2 credits)

The design of this course is to introduce the student to the business environment and provide a minimal background in all the areas that comprise business. This is an introductory course that reviews the basic terminology of the business world by examining culture, communication, ethics, economics, and law. The course will introduce many fundamental concepts and theories that are central to understanding today’s business environment. The student will apply these concepts and theories to a real-world setting.
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BUS-210 Entrepreneurship (3 credits)

The student will be introduced to the concepts, theories and skill set requirements of entrepreneurship. The student will participate in the steps of creating and implementing a small business venture. During the process, the student will develop entrepreneur skills by recognizing business opportunities, identifying sources of financial support, and labeling constraints of implementing and marketing the new venture.

BUS-240 Retail Management (3 credits)

This course will categorize the important developments in retailing and service marketing concerning concepts and strategies. There will be an emphasis on retail operations, decision making tools for the supply chain, how merchandise is purchased, how customer databases are established, decision support systems, service quality and customer service in the retailing industry.