ARTICULATION AGREEMENT BETWEEN
LANCASTER HIGH SCHOOL MARKETING PROGRAM
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 Lancaster High School Marketing Program 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.

Lancaster City Schools

Steve Westm
Superintendent
8-1-12
Date

Central Ohio Technical College

Bonnie L. Coe, Ph.D.
President
8-14-12
Date

Jack Greatorex
Principal
7-31-12
Date

Vicka J. DeLaskie
Vice President, Academic Affairs
8-1-12
Date

Kim N. Daily
Senior Instructor/Supervisor
8-1-12
Date

Academic Dean

Faculty Representative
8-7-12
Date
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Instructions to Apply for College Credit

The articulation agreement between the Lancaster High School Marketing Program 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: ___________________ Month __________ Year

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>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>BUS-105 Introduction to Business</strong> (3 credits)</td>
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</table>

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.

|              |                    | **BUS-110 Introduction to Management** (3 credits) |

The basic functions of management are planning, organizing, leading and controlling. The course examines these four functions in considerable detail, and attempts to give the student insight and perspective on management in action. There is an emphasis on current case material so the student can relate principles to real-world management problems.

|              |                    | **BUS-130 Team Building** (3 credits) |

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.
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>BUS-170 Business Portfolio I</strong> (1 credit)</td>
</tr>
</tbody>
</table>

This course was designed to help the student prepare for entry or advancement in the workplace by utilizing the latest in career tools and resources. The student will gain a thorough understanding of the value of a career portfolio as well as how to utilize the latest tools for compiling key information relevant to their learning and future career exploration opportunities, including electronic portfolios (webfolios). The projects and activities started in this course were designed to be used as a foundation for future artifact additions during the student’s tenure in the business program. Field assignments, such as informational interviews and simulations will further enhance and reinforce job preparedness skills.

|             |                   | **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.