



## **Act 76 Transfer Information for COSM Students Interested in IUP's Business Programs**

This document is provided in fulfillment of the requirements of Pennsylvania Act 76 to fully disclose the terms of the articulation agreement between the Community College of Southern Maryland and Indiana University of Pennsylvania for a degree in business. In addition to the articulation agreement itself, the following links and course mapping guidelines may be helpful for students who want to apply to this program.

- **Detailed program information on the IUP website**

- Accounting: <https://www.iup.edu/accounting/index.html>
- Finance: <https://www.iup.edu/financelegal/index.html>
- Management: <https://www.iup.edu/management/index.html>
- Marketing: <https://www.iup.edu/marketing/index.html>

- **Specific course map for COSM transfer students**

[Click here for coursework guide](#)

- **How to apply to IUP as a transfer student**

<https://www.iup.edu/admissions/undergraduate/apply-next-steps/transfer/index.html>

- **Articulation agreement between COSM and IUP**

**College of Southern Maryland (CSM)  
Articulation with IUP  
AS Business Administration**

CSM Course Options for AA Degree	IUP Requirements for BS Degrees in ECOBIT
<b>LIBERAL STUDIES CURRICULUM</b>	
<b>ENGLISH COMPOSITION – 6 credits</b>	
ENG 1010 Composition and Rhetoric	ENGL 101 Composition I
	ENGL 202 Composition II
<b>MATHEMATICS – 3 credits</b>	
MATH 1560 Elementary Calculus <b>OR</b> MATH 1200 Calculus and Analytic Geometry	MATH 115 Applied Math for Business - <i>Substitution for MATH 107/108</i>
<b>HUMANITIES – 9 credits</b>	
<b>HISTORY - 3 credits – (choose one)</b>	
HST 1031 The United States to 1877 <b>OR</b> HST 1032 The United States since 1877	HIST 196 Explorations in American History
HST 1011 Western Civilization to 1500	HIST 197 Explorations in European History
HST 1013 Global History to 1500 <b>OR</b> HST 1015 Global History 1500 – present	HIST 198 Explorations in World History
<b>LITERATURE – 3 credits</b>	
ENG 1020 Composition and Literature	ENGL 121 Humanities Literature
<b>PHILOSOPHY/RELIGIOUS STUDIES – 3 credits – (choose one)</b>	
PHL 1150 Cyber Ethics <b>OR</b> PHL 1430 Business Ethics	PHIL 122 Contemporary Moral Issues
<b>FINE ARTS – 3 credits – (choose one)</b>	
ART 130 Intro to Art Appreciation	ARHI 101 Introduction to Art
MUS 1020 Music Appreciation	MUHI 101 Introduction to Music
THE 1010 Introduction to Theatre	THTR 101 Introduction to Theater

<b>SOCIAL SCIENCE – 9 credits</b>	
<b>3 credits must be from Global Multicultural Awareness offerings (GMA)</b>	
ECN 2025 Principles of Macroeconomics	ECON 121 Principles of Macroeconomics
PSY 1010 General Psychology <b>OR</b> GRY 1050 World Regional Geography	PSYC 101 General Psychology <b>OR</b> GEOG 104 World Geography: Global Context <i>(meets GMA requirement)</i>
<b>Natural Science Lab options (choose one) – 4 credits</b>	
BIO 1060 and 1060L Principles of Biology I	BIOL 104 How the Human Body Works
CHE 1200 and 1200L General Chemistry	CHEM 111 General Chemistry 1
GEO 1010 and 1010L Physical Geology	GEOS 201 Foundation of Geology
PHY 1010 and 1010L Fundamentals of Physics I	PHYS 111/121 Physics I with Lab
<b>Non-Lab options – 3 credits</b>	
SCE 1010 Scientific Method and the Modern World	SCI 1XX – Non-Lab Science Elective – <i>requires Liberal Studies Exemption</i>
<b>DIMENSIONS OF WELLNESS* – 3 credits (choose one)</b>	
	FIN 143 Financial Wellness
	HPED 143 Physical Well Being
<b>LIBERAL STUDIES ELECTIVES – 6 credits</b>	
MTH 1015 Introduction to Statistics	MATH 214 Prob and Statistics for Business
ECN 2020 Principles of Microeconomics	ECON 122 Principles of Microeconomics
<b>BUSINESS ADMINISTRATION CORE – 36 credits</b>	
ACC 2010 Principles of Accounting I	ACCT 201 Accounting Principles I
ACC 2020 Principles of Accounting II	ACCT 202 Accounting Principles II
	BCOM 321 Business and Interpersonal Communications
BAD 2070 Business Law I	BLAW 235 Legal Environment of Business
ITS 1050 Computing Essentials	COSC/IFMG 101 Computer Literacy <b>OR</b> IFMG 110 Business Spreadsheet Computing
	FIN 310 Fundamentals of Finance

	IFMG 300 Management Information Systems: Theory and Practice
BAD 1210 Principles of Management <b>OR</b> BAD 2610 Principles of Marketing (Elective)	MGMT 310 Principles of Management <b>OR</b> MKTG 320 Principles of Marketing
	MGMT 330 Production and Operations Management
	MGMT 495 Business Policy
	QBUS 215 Business Statistics
<b>MAJOR SPECIFIC COURSES – 24 credits</b>	
This degree can transfer into the following majors:	
<i>Accounting</i> <i>Finance</i> <i>Management</i> <i>Small Business and Entrepreneurship</i> <i>Human Resource Management</i> <i>International Business</i> <i>Supply Chain Management</i> <i>Energy Management</i> <i>Management Information Systems</i> <i>MIS - IT track</i> <i>Marketing</i>	
Major specific courses will be determined by the major selected at point of admission	
<b>FREE ELECTIVES – 13 credits</b>	
FYS 1010 First Year Seminar	DVST 1xx – Elective
ECN 1015 Introduction to Business/Market Economy	MGMT 105 Intro to Business
BAD 1335 Applied Business Communications	BCOM 231 Speech Communication for Professionals
COM 1010 Basic Principles of Speech Communication <b>OR</b> COM 1650 Introduction to Public Speaking	ENGL 310 Public Speaking

\* Credit also available for Military Service

*Articulation  
Agreement*

*between*

Indiana University of Pennsylvania

*and*

College of Southern Maryland

*September 2020*

GENERAL GUARANTEED ARTICULATION AGREEMENT BETWEEN  
INDIANA UNIVERSITY OF PENNSYLVANIA AND  
COLLEGE OF SOUTHERN MARYLAND, LAPLATA CAMPUS

THIS ARTICULATION AGREEMENT hereafter "Agreement", dated the \_\_\_\_ day of \_\_\_\_\_ 2020, is made by and between, College of Southern Maryland, La Plata Campus located at 8730 Mitchell Road, LaPlata, MD 20646, and Indiana University of Pennsylvania, part of the Pennsylvania State System of Higher Education, an agency of the Commonwealth of Pennsylvania located at 1011 South Drive, Indiana, PA 15705, hereinafter called "IUP".

WHEREAS, College of Southern Maryland offers associate's degrees in several academic programs; and

WHEREAS, Indiana University of Pennsylvania ( hereafter "IUP") offers bachelor's degree programs in related academic programs; and

WHEREAS, both institutions desire to facilitate the transfer of graduates from associate's degrees in disciplines at College of Southern Maryland to subsequent bachelor's degrees at IUP; and

WHEREAS, subject to the terms of this Agreement, College of Southern Maryland student who has earned an associate degree in program designated in this Agreement shall be guaranteed admission with advanced standing at the junior level to IUP.

NOW THEREFORE, in consideration of the foregoing and the mutual promises hereinafter expressed and intending to be legally bound, the Parties agree as follows:

- 1. Admission.** In order to qualify for the Guaranteed Articulation Program, students must be admitted to College of Southern Maryland in a program that has been articulated with IUP as further detailed in Paragraph 8 and Exhibit A of this Agreement.
  
- 2. Tuition and Fees.** College of Southern Maryland tuition and fees will be charged to students for College of Southern Maryland courses. IUP tuition and fees will be charged to students for IUP courses. Each institution will be responsible for collection of tuition and fees for courses transcribed by their institution. Financial Aid will be issued by College of Southern Maryland until the student transfers to IUP as a junior year transfer student. Once the student transfers to IUP, he/she will receive financial aid through IUP. Until that time, it is the student's responsibility to inform the College of Southern Maryland financial aid office when he/she is enrolled in an IUP course.
  
- 3. Admission of Transfer Student.** One semester prior to articulation at IUP, the College of Southern Maryland student must submit the transfer admissions application with appropriate

fee. Admission to most IUP programs is assured with the completion of an associate's degree and compliance with standards specified in the articulated program. However, some competitive programs require a higher cumulative average as well as compliance with other special admissions requirements.

**4. Acceptance into Bachelor's Degree Program.** Upon formal acceptance into a specific major, IUP will acknowledge the student's intent to enroll and the student must submit appropriate advanced deposits that will be credited toward first semester fees.

**5. Student Transcript.** The student must forward to the IUP Office of Admissions an official final College of Southern Maryland transcript verifying receipt of the associate degree prior to registering at IUP. Costs associated with the transcript will be paid by the student.

**6. Academic Policies and Requirements.** The student while enrolled either at College of Southern Maryland or IUP shall comply with each school's academic policies and requirements. However, the specific academic policies in effect for the bachelor's degree as awarded by IUP will be as such during the time of the student's enrollment into the program.

**7. Discipline Policies.** The student while enrolled either at College of Southern Maryland or IUP shall comply with each school's discipline policies and requirements. However, the specific discipline policies/requirements in effect for the bachelor's degree as awarded by IUP will be as such during the time of the student's enrollment into the program.

**8. Transfer Credit.** Attached hereto and, incorporated herein as part of this Agreement is an articulated program designed by representatives of College of Southern Maryland and IUP. This Agreement confirms that IUP accepts credits toward Liberal Studies requirements as well as the major and free electives as designated by the articulated programs in Exhibit A. In addition, the Agreement is in alignment with Pennsylvania's Title 24 P.S Education, Chapter 1, Public School Code of 1949, Article XX-C Transfer of Credits between Institutions of Higher Education. These courses must be completed to be awarded the bachelor's degree from IUP.

**9. University Representatives/Monitors.** Representatives from both institutions will be appointed to evaluate the Agreement in operation.

**10. Term of Agreement.** The term of this Agreement shall be five years from the date of execution. This Agreement may not exceed a period of five years at which time it will be reviewed.

**11. Termination of Agreement.** Either party may terminate this Agreement for any reason with ninety (90) days' notice. In the event of a substantial breach, either party may terminate this agreement upon the occurrence of the breach by written notice that may be less than 90 days. In no event shall the termination of this Agreement by either Party take effect before the end of a



then current academic term or adversely impact any student who may be participating in the reverse transfer program by way of continuous enrollment already begun at IUP.

**12. Nondiscrimination.** The parties agree to continue their respective policies of nondiscrimination and related procedures to insure such based-on Title VI of the Civil Rights Act of 1964 in regard to sex, age, race, color, creed, national origin, Title IX of the Education Amendments of 1972 and other applicable laws, as well as the provisions of Section 504 of the Rehabilitation Act of 1973 (as amended) and the Americans with Disabilities Act (ADA) of 1990.

**13. Compliance with Laws and Policies.** The Parties shall at all times under this Agreement comply with all Federal, State, and local laws and respective institutional policies. To earn an IUP degree, at least 30 of the last 45 credits must be taken from IUP. This is in accordance with the State System's academic residency policy and related Board of Governors' policies.

**14. Interpretation of the Agreement.** The laws of the Commonwealth of Pennsylvania shall govern this Agreement.

**15. Modification of Agreement.** This Agreement shall only be modified in writing with the same formality as the original Agreement.

**16. Relationship of Parties.** The relationship between the parties to this Agreement to each other is that of independent contractors. The relationship of the parties to this contract to each other shall not be construed to constitute a partnership, joint venture or any other relationship, other than that of independent contractors.

**17. Liability.** Neither of the parties shall assume any liabilities to each other. As to liability to each other or death to persons, or damages to property, the parties do not waive any defense as a result of entering into this Agreement. This provision shall not be construed to limit the Commonwealth's rights, claims or defenses which arise as a matter of law pursuant or pursuant to any provisions of this Agreement. This provision shall not be construed to limit the sovereign immunity of the Commonwealth or of the State System of Higher Education.

**18. Entire Agreement.** This Agreement represents the entire understanding between the parties. No other prior or contemporaneous oral or written understandings or promises exist in regard to this relationship.

**19. Confidentiality.** The parties shall protect the confidentiality of student records as dictated by the Family Educational Records and Privacy Act (FERPA) and shall release no information absent written consent of the student unless required to do so by law or dictated by the terms of this agreement.



**IN WITNESS WHEREOF, the authorized representatives of the parties have executed this Agreement as of the final date indicated below.**

College of Southern Maryland

Indiana University of Pennsylvania:

*Maureen Murphy*

*Michael A. Driscoll*

Digitally signed by Michael A. Driscoll  
Date: 2020.10.26 15:24:50 -04'00'

Dr. Maureen Murphy  
President

Dr. Michael A. Driscoll  
President

*Eileen D. Abel*

Dr. Eileen D. Abel  
Vice President of Academic Affairs

*Timothy S. Moerland*

Dr. Timothy S. Moerland  
Provost and Vice President for Academic Affairs

Reviewed and approved as to form and legality:

*Craig Patenaude*

Legal Counsel

*Catherine A. McLean*

University Legal Counsel

\_\_\_\_\_  
Effective Date

