

ARTICULATION AGREEMENT No. 8

This Articulation Agreement No. 8 (“**ART**”) is entered into, as of January 1, 2020 (“**Effective Date**”), between American Public University System, Inc. (“**APUS**”) and Blue Ridge Community & Technical College (“**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 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 Science degree in Business Administration 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 Science degree in Business Administration 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 Science degree in Business Administration degree at Institution.
6. APUS will consider for financial assistance those students who complete the Associate of Science degree in Business Administration 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 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.

Dr. Wallace E. Boston

President

American Public University System, Inc.

Dr. Peter G. Checkovich

President

Blue Ridge Community & Technical College

Appendix A

Course Crosswalk Transfer Table To Articulation Agreement No. 8

Blue Ridge Community and Technical College (BRCTC) A.S. Business 2019/2020 Catalog		American Public University System (APUS) Bachelor of Business Administration April 2019	
Course # and Title	Credits	Course # and Title	Credits
		General Education Requirements Fulfilled	27 of 30
ENGL 101 Written English (ENGL110)	†	Communication: Writing, Oral, and Multimedia (COMM)	9
	3	COMM120: Information and Digital Literacy - Fulfilled by Gen Ed Block:	3
		ENGL110: Making Writing Relevant	3
		ENGL225: Business Writing (Required)	0 of 3
BRCTC ART/ENGL/MUSC Option COMM 202 Fundamentals of Speech (COMM200)	3	Arts and Humanities (ARHU)	6
	3	APUS General Education ARHU Course Choice	3
	3	APUS General Education ARHU Course Choice	3
ECON 206 Principles of Microeconomics (ECON201) ECON 205 Principles of Macroeconomics (ECON202)	3	Civics, Political & Social Sciences (SSPS)	6
	3	ECON201: Microeconomics for Business or ECON202: Macroeconomics for Business (Required)	3
	3	APUS General Education SSPS Course Choice	3
BRCTC HIST Option	3	History (HIST)	3
	3	APUS General Education HIST Course Choice	3
BRCTC MATH Option* (APUS recommends MATH 105 or MATH 108) (MATH110)	3	Mathematics and Applied Reasoning (MAAR)	3
	3	MATH110: College Algebra or MATH111: College Trigonometry (Required)	3
BRCTC BIOL/PHYS Option	3	Natural Sciences (NASC)	3
	3	APUS General Education NASC Course Choice	3
		Elective Requirements Fulfilled	26 of 39
BRCTC BUSN Option*	3	Credit used to fulfill General Education requirements†	3
BRCTC BIOL/PHYS Option - split	5	Credit applies to APUS Elective Requirements**	26
BUSN 201 Principles of Management (MGMT310)	3		
COMM 205 Professional Communications (ENGL220)	3		
LGST 212 Business Law	3		
BRCTC PSYC/PSYC/SOCI Option*	3		
ENGL 102 Writing for the Arts & Hum (ENGL102/ENGL200)	3		
MATH 114 Elem Probability & Statistics (MATH120)	3		
BRCTC ENGL/HIST Option*	3		
		Major Requirements Fulfilled	9 of 36
BRCTC ACCT/BUSN/ECON Option* (APUS recommends BUSN 101) (BUSN100) ACCT 201 Principles of Accounting I (ACCT105)	3	MGMT101: Principles of Supervision	0 of 3
	3	BUSN100: Basics of Business	3
BUSN 231 Marketing (MKTG201)	3	ACCT105: Accounting for Non Accounting Majors	3
		BUSN235: Personal Finance	0 of 3
	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 (Prerequisite: MATH110 - College Algebra or MATH111 - College Trigonometry or MATH225 - Calculus)	0 of 3
		BUSN312: Operations Research (Prerequisite: MATH110 - College Algebra, MATH111 - College Trigonometry, or MATH225 - Calculus)	0 of 3
		BUSN313: Global and Competitive Strategy	0 of 3
		FINC300: Foundations of Financial Management	0 of 3
		BUSN410: Critical Thinking Strategies for Business Decisions	0 of 3

Appendix A

Course Crosswalk Transfer Table To Articulation Agreement No. 8, 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
		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
Total Credit Applied Towards APUS Degree	62	Total Program Requirements Fulfilled	62 of 120
*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements. †Per APUS' General Education Block policy, the student's APUS General Education requirements (excluding Required) will be fulfilled on the merit of a conferred Associate of Arts or Associate of Science degree. 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.		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, courses such as developmental, practicum, internships, clinical, and vocational courses are not transferable. ***Prerequisite: Senior Standing and completion of all major courses prior to enrollment. Not eligible for transfer credit.	