

## ARTICULATION AGREEMENT No. 10

This Articulation Agreement No. 10 (“**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 of Arts degree in Management 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 of Arts degree in Management 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 of Arts degree in Management 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 of Arts degree in Management 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 of Arts degree in Management 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.

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**Dr. Wallace E. Boston**

President

American Public University System, Inc.

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**Dr. Peter G. Checkovich**

President

Blue Ridge Community & Technical College

## Appendix A

### Course Crosswalk Transfer Table To Articulation Agreement No. 10, general concentration

Blue Ridge Community and Technical College (BRCTC) AS Business Administration 2019/2020		American Public University System (APUS) B.A. Management, General Concentration April 2019	
Course # and Title	Credits	Course # and Title	Credits
		<b>General Education Requirements Fulfilled</b>	<b>30 of 30</b>
		<b>Communication: Writing, Oral, and Multimedia (COMM)</b>	<b>9</b>
ENGL 101 Written English (ENGL110)	3	COMM120: Information and Digital Literacy - Fulfilled by Gen Ed Block†	3
ENGL 102 Writing for the Arts & Hum (ENGL102/ENGL200)	3	ENGL110: Making Writing Relevant	3
		APUS General Education COMM Course Choice	3
		<b>Arts and Humanities (ARHU)</b>	<b>6</b>
BRCTC ART/ENGL/MUSC Option	3	APUS General Education ARHU Course Choice	3
COMM 202 Fundamentals of Speech (COMM200)	3	APUS General Education ARHU Course Choice	3
		<b>Civics, Political &amp; Social Sciences (SSPS)</b>	<b>6</b>
ECON 206 Principles of Microeconomics (ECON101)	3	ECON101: Microeconomics or ECON102: Macroeconomics (Required)	3
ECON 205 Principles of Macroeconomics (ECON102)	3	APUS General Education SSPS Course Choice	3
		<b>History (HIST)</b>	<b>3</b>
BRCTC HIST Option	3	APUS General Education HIST Course Choice	3
		<b>Mathematics and Applied Reasoning (MAAR)</b>	<b>3</b>
MATH 114 Elem Probability & Statistics (MATH120)	3	MATH120: Introduction to Statistics (Required)	3
		<b>Natural Sciences (NASC)</b>	<b>3</b>
BRCTC BIOL/PHYS Option	3	APUS General Education NASC Course Choice	3
		<b>Elective Requirements Fulfilled</b>	<b>26 of 48</b>
BRCTC ENGL/HIST Option*	3	Credit used to fulfill General Education requirements†	3
BRCTC BIOL/PHYS Option - split	5		
BRCTC MATH Option	3		
BUSN 231 Marketing (MKTG201)	3		
COMM 205 Professional Communications (ENGL220)	3		
BRCTC ACCT/BUSN/ECON Option*	3		
LGST 212 Business Law	3		
BRCTC PSYC/PSYC/SOCI Option*	3		
BRCTC BUSN Option*	3		
		Credit applies to APUS Elective Requirements**	26
		<b>Major Requirements Fulfilled</b>	<b>3 of 24</b>
BUSN 201 Principles of Management (MGMT310)	3	HRMT413: Employment and Labor Relations	0 of 3
		INFO331: Management Information Systems	0 of 3
		MGMT310: Principles and Theory of Management	3
		MGMT311: Organizational Behavior	0 of 3
		MGMT314: Management Ethics	0 of 3
		MGMT315: Management Communications	0 of 3
		MGMT410: Strategic Management	0 of 3
		TLMT313: Supply Chain Management	0 of 3
		<b>General Concentration Requirements Fulfilled</b>	<b>3 of 15</b>
ACCT 201 Principles of Accounting I (ACCT105)	3	<b>Select 5 courses: ACCT105: Accounting for Non Accounting Majors   BUSN250: Analytics I   HIMA100: Medical Terminology   HIMA110: Introduction to Health Information Management   PBHE111: Introduction to Health Care Administration   PBHE112: Health Services Organization   EDMG101: Introduction to Emergency Management   EDMG220: Emergency Planning   EDMG230: Emergency and Disaster Incident Command   RTMG221: Retail Photo Operations   BUSN313: Global and Competitive Strategy   BUSN316: Fundamentals of Entrepreneurship   BUSN350: Analytics II   EDMG320: Natural Disaster Management   EDMG340: Consequence Management   FINC300: Foundations of Financial Management   HRMT407: Human Resource Management   ITMG321: Information Technology Project Management   ITMG322: Project Management Using MS Project   ITMG421: Virtual Management   MGMT312: Leadership &amp; Motivation   MGMT313: Organizational Change   MGMT331: Leading Yourself Foundations   MGMT332: Leading Others Leadership Counseling   MGMT414: Strategic Planning   MKTG307: Consumer Behavior   SPHE379: Contemporary and Social Issues in Sport   SPHE400: Sports Management Foundations   SPHE430: Sports Communication   SPHE440: Sports Event Management and Planning   SPHE450: Sports Governance</b>	3 of 15
		<b>Final Program Requirement Fulfilled</b>	<b>0 of 3</b>
		MGMT496: Capstone Portfolio***	0 of 3
<b>Total Credit Applied Towards APUS Degree</b>	<b>62</b>	<b>Total Program Requirements Fulfilled</b>	<b>62 of 120</b>
*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.	
†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.		**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.	

## Appendix A

### Course Crosswalk Transfer Table To Articulation Agreement No. 10, all other concentrations

Blue Ridge Community and Technical College (BRCTC) AS Business Administration 2019/2020		American Public University System (APUS) B.A. Management, All Other Concentrations April 2019	
Course # and Title	Credits	Course # and Title	Credits
		<b>General Education Requirements Fulfilled</b>	<b>30 of 30</b>
		<b>Communication: Writing, Oral, and Multimedia (COMM)</b>	<b>9</b>
		COMM120: Information and Digital Literacy - Fulfilled by Gen Ed Block†	3
ENGL 101 Written English (ENGL110)	3	ENGL110: Making Writing Relevant	3
ENGL 102 Writing for the Arts & Hum (ENGL102/ENGL200)	3	APUS General Education COMM Course Choice	3
		<b>Arts and Humanities (ARHU)</b>	<b>6</b>
BRCTC ART/ENGL/MUSC Option	3	APUS General Education ARHU Course Choice	3
COMM 202 Fundamentals of Speech (COMM200)	3	APUS General Education ARHU Course Choice	3
		<b>Civics, Political &amp; Social Sciences (SSPS)</b>	<b>6</b>
ECON 206 Principles of Microeconomics (ECON101)	3	ECON101: Microeconomics or ECON102: Macroeconomics (Required)	3
ECON 205 Principles of Macroeconomics (ECON102)	3	APUS General Education SSPS Course Choice	3
		<b>History (HIST)</b>	<b>3</b>
BRCTC HIST Option	3	APUS General Education HIST Course Choice	3
		<b>Mathematics and Applied Reasoning (MAAR)</b>	<b>3</b>
MATH 114 Elem Probability & Statistics (MATH120)	3	MATH120: Introduction to Statistics (Required)	3
		<b>Natural Sciences (NASC)</b>	<b>3</b>
BRCTC BIOL/PHYS Option	3	APUS General Education NASC Course Choice	3
		<b>Elective Requirements Fulfilled</b>	<b>29 of 48/51</b>
BRCTC ENGL/HIST Option*	3	Credit used to fulfill General Education requirements†	3
BRCTC BIOL/PHYS Option - split	5	Credit applies to APUS Elective Requirements**	29
BRCTC MATH Option	3		
BUSN 231 Marketing (MKTG201)	3		
COMM 205 Professional Communications (ENGL220)	3		
BRCTC ACCT/BUSN/ECON Option*	3		
LGST 212 Business Law	3		
BRCTC PSYC/PSYC/SOCI Option*	3		
BRCTC BUSN Option*	3		
ACCT 201 Principles of Accounting I (ACCT105)	3		
		<b>Major Requirements Fulfilled</b>	<b>3 of 24</b>
BUSN 201 Principles of Management (MGMT310)	3	HRMT413: Employment and Labor Relations	0 of 3
		INFO331: Management Information Systems	0 of 3
		MGMT310: Principles and Theory of Management	3
		MGMT311: Organizational Behavior	0 of 3
		MGMT314: Management Ethics	0 of 3
		MGMT315: Management Communications	0 of 3
		MGMT410: Strategic Management	0 of 3
		TLMT313: Supply Chain Management	0 of 3
		<b>Concentration in Entrepreneurship Requirements Fulfilled</b>	<b>0 of 12</b>
		<b>Select 4 Courses:</b> ENTR150: Idea Generation   ENTR200: Leadership in Small Business Ventures   ENTR210: Entrepreneurs as Leaders   ENTR300: Foundations of Entrepreneurship   ENTR310: The Family Owned Business   ENTR311: Business Plan Foundations (Prerequisites: ENTR150 - Idea Generation, ENTR215 - Innovation Design and Prototyping, and ENTR300 - Foundations of Entrepreneurship)   ENTR340: Small Business Customer Service   ENTR425: Operating a Small Business (Prerequisite: ENTR311 - Business Plan Foundations)	0 of 12
		<b>Concentration in Human Resource Management Requirements Fulfilled</b>	<b>0 of 15</b>
		HRMT407: Human Resource Management	0 of 3
		HRMT412: Compensation and Benefits	0 of 3
		HRMT415: Human Resource Management Information Systems	0 of 3
		HRMT416: Human Resource Development	0 of 3
		HRMT419: Recruitment and Staffing	0 of 3
		<b>Concentration in Leadership Requirements Fulfilled</b>	<b>0 of 15</b>
		HRMT411: Dispute Resolution	0 of 3
		MGMT312: Leadership & Motivation	0 of 3
		MGMT313: Organizational Change	0 of 3
		MGMT331: Leading Yourself Foundations	0 of 3
		MGMT414: Strategic Planning	0 of 3
		<b>Concentration in Retail Management Requirements Fulfilled</b>	<b>0 of 15</b>
		RTMG300: Retail Strategy	0 of 3
		RTMG301: Retail Innovation	0 of 3
		<b>Select 3 courses:</b> MKTG307: Consumer Behavior   RTMG150: Retail Organization Fundamentals   RTMG220: Retail Asset Protection   RTMG221: Retail Photo Operations   RTMG302: Retail Operations   RTMG303: Retail Merchandising Operations   TLMT311: Introduction to Transportation Management	0 of 9
		<b>Final Program Requirement Fulfilled</b>	<b>0 of 3</b>
		MGMT496: Capstone: Portfolio***	0 of 3
<b>Total Credit Applied Towards APUS Degree</b>	<b>62</b>	<b>Total Program Requirements Fulfilled</b>	<b>62 of 120</b>
*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.	
†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.		***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.	