ARTICULATION AGREEMENT
Between
Cuyahoga Community College
And
Cleveland State University

Associate of Applied Business with concentration in Purchasing and Supply Management to
Bachelor of Business Administration in Operations and Supply Chain Management

THIS ARTICULATION AGREEMENT (the “Agreement”) is entered into on this 18th day of
February, 2011 (the “Effective Date”) by and between Cuyahoga Community College District (the “College”), with
an address at 700 Carnegie Avenue, Cleveland, Ohio 44115-2878; and Cleveland State University (“CSU”), with an
address at 2121 Euclid Avenue Cleveland, OH 44015. The College is an institution of higher education established
pursuant to Section 3354 of the Ohio Revised Code, and CSU is an Ohio university engaged in the business of
education. The College and CSU desire to enter into a contract pursuant to which students of the College would be
eligible for articulated course credits at CSU, according to the terms contained in this Agreement.

ACCORDINGLY, in consideration of the promises and mutual covenants contained in this Agreement,
and of other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the
parties agree as follows:

1. Description of Articulation Program.
   a. Definitions. Articulation Criteria and Articulation Benefits are defined on Attachment A.
   b. Articulation Benefits to Students. CSU will provide the Articulation Benefits at no charge to past
      and present students of the College who meet the Articulation Criteria.
   c. Accreditation of the College. The College warrants that it is accredited by the Higher Learning
      Commission of the North Central Association of Colleges and Schools. The College will notify
      CSU if such accreditation ceases to exist.
   d. Accreditation of CSU. CSU warrants that it is accredited by the Higher Learning Commission of
      the North Central Association of Colleges and Schools. CSU will notify the College if such
      accreditation ceases to exist.
   e. Admissions Processing. For those past or present students who meet Articulation Criteria 1, CSU
      will consider their applications for admission in accordance with standard CSU admission
      application evaluation criteria, while favorably recognizing students’ accomplishments at the
      College.
   f. Non-Exclusivity. This Agreement is not exclusive, and either party may enter into similar
      agreements with any other party.

2. Term and Termination.
   a. Term. This Agreement will run from the Effective Date until the end of the last day of the Fall,
      2015 academic term of the College, at which time this Agreement will automatically expire.
   b. Termination. Either party may terminate this Agreement in the event of a material breach by the
      other party, effective upon the later date to occur of (i) the end of the next admissions application
      and review period of CSU, or (ii) the date that is 90 days after the notice that includes a description
      of the breach; provided in either case that the breaching party shall be allowed until said effective
date to cure said breach, and if the breach is so cured the termination notice will be of no effect.
c. **Post-Termination.** Upon expiration or termination of this Agreement for any reason, College students previously accepted by or admitted to CSU shall continue to receive the benefits contemplated by this Agreement.

3. **Miscellaneous.**

a. **Severability.** If any Section or provision of this Agreement be held illegal, unenforceable or in conflict with any law by a court of competent jurisdiction, such Section or provision of this Agreement shall be deemed severed from this Agreement and the validity of the remainder of this Agreement shall not be affected thereby.

b. **Governing Law.** This Agreement shall be governed by and construed in accordance with the laws of Ohio applicable to contracts made and to be enforced wholly within Ohio.

c. **Jurisdiction; Venue.** The parties to this Agreement each specifically consent to jurisdiction in Ohio in connection with any dispute between the parties arising out of this Agreement or pertaining to the subject matter hereof. Venue for any dispute between the parties arising out of this Agreement or pertaining to the subject matter hereof will be in the U.S. District Court for the Northern District of Ohio or in the state courts of Ohio sitting in Cuyahoga County.

d. **Survival.** Sections 2(c) and this Section 3 will survive termination or expiration of this Agreement.

e. **Notices.** All notices or other written communications relating to termination, expiration, or any other legal matter relating to this Agreement will be effective when received in accordance with this Section 3(e) and must be given in writing by courier or reputable overnight delivery service, or by certified mail, return receipt requested, to either party at the following address (or to such other address as such party may substitute, by providing a written notice in the manner specified in this Section) with, in the case of the College, an additional copy addressed to “General Counsel”:

   For Cleveland State University:  
   Dr. Geoffrey Mearns  
   Interim Provost/Senior VP for Acad. Affairs  
   2121 Euclid Avenue  
   Cleveland, OH 44115

   For Cuyahoga Community College:  
   Mr. Peter Ross  
   Vice President of Enrollment Mgmt.  
   700 Carnegie Avenue  
   Cleveland, OH 44115

f. **Waivers and Amendments.** The waiver by either party of any provision of this Agreement on any occasion and upon any particular circumstance shall not operate as a waiver of such provision of this Agreement on any other occasion or upon any other circumstance. This Agreement may be modified or amended only via a writing signed by both parties.

g. **Assignment.** Neither party may assign its rights or delegate its duties under this Agreement. Any attempted assignment or delegation in violation of this Section would be null and void.

h. **Complete Agreement; Integration.** This Agreement contains the complete understanding of the parties with respect to the subject matter hereof and supersedes all other agreements, understandings, communications and promises of any kind, whether oral or written, between the parties with respect to such subject matter.

i. **Counterparts; Facsimile Signatures.** This Agreement may be executed in multiple counterparts, all of which shall be originals and which together shall constitute a single agreement. For the purpose of interpreting this Agreement, facsimile signatures shall be considered equivalent to original signatures.

j. **Independent Contractors.** The parties are independent contractors, and no agency, partnership, franchise, joint venture, or employment relationship is intended or created by this Agreement.
Neither party shall make any commitment, or give the impression that it has authority to make any commitment, on behalf of the other party.

k. **Compliance with Laws.** The parties will comply with all applicable laws and regulations in performing their obligations hereunder. When taking actions (or failing to act) in any way relating to this Agreement, each party agrees that it will not unlawfully discriminate against any person on the basis of race, sex, religion, disability, age, national origin, or color.

**INTENDING TO BE LEGALLY BOUND,** by signing below, each party acknowledges its agreement with the terms and conditions of this Agreement and each signatory represents and warrants that he/she is authorized to sign on behalf of and to bind his/her party to all of the terms and conditions of this Agreement as of the Effective Date.

**CUYAHOGA COMMUNITY COLLEGE DISTRICT:**

By: ________________________________
Mr. Peter Ross
Vice President of Enrollment Management

**CLEVELAND STATE UNIVERSITY:**

By: ________________________________
Dr. Geoffrey Mearns
Interim Provost and Senior VP for Academic Affairs

By: ________________________________
Dr. Robert Scherer
Dean, Nance College of Business Administration
Attachment A
To The
Articulation Agreement Dated February 18, 2011
By and Between
Cuyahoga Community College District and Cleveland State University

Articulation Criteria and Articulation Benefits

1. The articulation criteria (“Articulation Criteria”) are:
   a. Completion of the Associate of Applied Business with a concentration in Purchasing and Supply Management.
   b. Completion of ENG 1010, with a minimum grade of “C”, as part of the Associate of Applied Business degree.
   c. Achievement of a minimum overall cumulative grade point average of 2.0 on a 4.0 system.
   d. Achievement of a minimum grade of “B” is required in BADM 2110, BADM 2120, BADM 2160 and BADM 2180 in order for these courses to be considered for major field (OSM) credit.
   e. Graduates of the College pursuing the Bachelor of Business Administration degree must complete the courses listed in Attachment B in order to fulfill CSU’s General Education requirements. These courses may be taken at the College or CSU.
   f. Graduates of the College pursuing the Bachelor of Business Administration in Operations and Supply Chain Management, and who have completed all work listed in Appendix A and B must complete 38 credit hours as specified in Appendix C, at CSU in order to fulfill the remaining requirements for the Bachelor of Business Administration. An individual program of study will be developed by the chair of CSU’s Department of Operations and Supply Chain Management at the time of the student’s transfer.

2. The articulation benefits (“Articulation Benefits”) are:
   a. Cuyahoga Community College course credits will transfer as equivalent to CSU courses, as set forth in Appendix A.
   b. Courses listed in Appendix A will apply and fill college and degree requirements for graduation at CSU.
Appendix A

Application of coursework taken within CCC’s Associate of Applied Business in Purchasing Management, with a concentration in Purchasing & Supply Management, toward General Education, College and Major Field requirements for the Bachelor of Business Administration in Operations and Supply Chain Management.

<table>
<thead>
<tr>
<th>Associate of Applied Business degree requirement</th>
<th>Hours (Sem)</th>
<th>CSU BBA Equivalent</th>
<th>Hours (Sem)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 1010: College Composition I</td>
<td>3</td>
<td>ENG 101: English Composition I</td>
<td>3</td>
</tr>
<tr>
<td>ECON 2610: Principles of Macroeconomics</td>
<td>4</td>
<td>ECN 201: Principles of Macroeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 2620: Principles of Microeconomics</td>
<td>4</td>
<td>ECN 202: Principles of Microeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 1011: Business Math Applications</td>
<td>3</td>
<td>General Elective Credit</td>
<td>3</td>
</tr>
<tr>
<td>BADM 2240: Negotiations</td>
<td>3</td>
<td>General Elective Credit</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 1310: Financial Accounting</td>
<td>4</td>
<td>ACT 221: Introductory Accounting I</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 1340: Managerial Accounting</td>
<td>4</td>
<td>ACT 222: Introductory Accounting II</td>
<td>3</td>
</tr>
<tr>
<td>IT 1010: Intro to Microcomputer Applications</td>
<td>3</td>
<td>IST 203: Software Tools</td>
<td>3</td>
</tr>
<tr>
<td>MARK 2010: Principles of Marketing</td>
<td>3</td>
<td>MKT 301: Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>BADM 2150: Business Law</td>
<td>4</td>
<td>BLW 411: Business Law I</td>
<td>3</td>
</tr>
<tr>
<td>BADM 2010: Business Communications</td>
<td>3</td>
<td>GAD 250: Business Communication</td>
<td>3</td>
</tr>
<tr>
<td>BADM 1020: Introduction to Business</td>
<td>3</td>
<td>BUS 151: The World of Business</td>
<td>3</td>
</tr>
<tr>
<td>BADM 2110: Production/Operations Mgmt. +</td>
<td>12</td>
<td>OSM Elective Credit</td>
<td>8</td>
</tr>
<tr>
<td>BADM 2160: Introduction to Purchasing +</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BADM 2120: Logistics Management +</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BADM 2180: Purchasing Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BADM 1120: Principles of Management</td>
<td>3</td>
<td>Business Elective</td>
<td>3</td>
</tr>
<tr>
<td>MARK 2020: Principles of Salesmanship</td>
<td>3</td>
<td>Business Elective</td>
<td>3</td>
</tr>
<tr>
<td>MATH XXXX: requirement for AAB*</td>
<td>4</td>
<td>See below*</td>
<td>4</td>
</tr>
<tr>
<td>Communications Requirement for AAB^</td>
<td>3</td>
<td>See below^</td>
<td>3</td>
</tr>
</tbody>
</table>

* Mathematics courses required by CSU for the Bachelor of Business Administration are specified in Appendix B.
^ ENG 1020 is preferred, as this course is required for the Bachelor of Business Administration at CSU.
Appendix B

ADDITIONAL COURSES REQUIRED

The following courses, which lie beyond the curriculum for the CCC Associate of Applied Business, are required for completion of the General Education and Lower Division BBA Core requirements within the Bachelor of Business Administration degree at CSU. Students may take these courses at CCC or CSU. Students should consult the current transfer guide for a list of approved courses in these areas.

<table>
<thead>
<tr>
<th>Description of CSU General Education or Lower Division BBA Core Requirement</th>
<th>Credit Hours (Semester)</th>
<th>CCC Equivalent(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Composition (ENG 102)</td>
<td>3</td>
<td>ENG 1020</td>
</tr>
<tr>
<td>Math Concepts (MTH 148 and 149)</td>
<td>8</td>
<td>MATH 1470 and 1480</td>
</tr>
<tr>
<td>Arts and Humanities courses from approved CSU General Education list, including one course focused on a non-U.S. society</td>
<td>6</td>
<td>Approved CCC Arts and Humanities courses</td>
</tr>
<tr>
<td>Social Sciences course focused on a non-U.S. society, from approved CSU General Education list (not ECON)</td>
<td>3</td>
<td>Approved CCC Social and Behavioral Sciences course (not ECON)</td>
</tr>
<tr>
<td>Natural Science courses from approved CSU General Education list (including at least one laboratory course)</td>
<td>7</td>
<td>Approved CCC Natural Science courses (including at least one laboratory course)</td>
</tr>
<tr>
<td>One U.S. Diversity or African American Experience course from approved CSU General Education list</td>
<td>3</td>
<td>Approved CCC U.S. Diversity or African American Experience course</td>
</tr>
<tr>
<td>Business Statistics (OMS 201 and 202)</td>
<td>6</td>
<td>MATH 1410 and 1420</td>
</tr>
</tbody>
</table>
Appendix C

The following additional courses are required for the Bachelor of Business Administration in Operations and Supply Chain Management. These courses must be taken at CSU.

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 351 Business, Society, and Government</td>
<td>3</td>
</tr>
<tr>
<td>IST 305 Information Technology for Competitive Advantage</td>
<td>3</td>
</tr>
<tr>
<td>FIN 351 Intro to Financial Management</td>
<td>4</td>
</tr>
<tr>
<td>ECN 302 Intermediate Microeconomics</td>
<td>3</td>
</tr>
<tr>
<td>MLR 321 Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>OSM 311 Intro to Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>OSM Electives</td>
<td>16</td>
</tr>
<tr>
<td>MLR 465 Management Strategy &amp; Policy</td>
<td>3</td>
</tr>
</tbody>
</table>

Total credits: 38