

# EASTERN MICHIGAN UNIVERSITY

## ARTICULATION GUIDE

March 2006

**Washtenaw Community College– Associate Degree in an Approved Technical Program**  
**Eastern Michigan University – Bachelor of Science in Industrial Distribution**

**Purpose:** Bring a copy of this articulation agreement to all advising sessions.

This articulation agreement was developed to provide a smooth curriculum transition for students who want to complete a technical program at WCC and transfer to EMU to earn a Bachelor of Science in Industrial Distribution. The agreement is designed to minimize loss of credits and duplication of coursework in transferring.

### Requirements:

1. Complete an approved technical program or coursework in an approved discipline at WCC and the coordinated program of study for the Industrial Distribution program at EMU as indicated in this articulation guide. Any course substitutions should be made with the guidance of an advisor or counselor to assure that all requirements are met.
2. Students whose transcripts are endorsed as “MACRAO Satisfied” by the community college will only be required to meet EMU’s additional four general education requirements, indicated on the attached articulation guide with a “1”, and listed below:
  - a) a course in advanced written composition, speech, or a foreign language [ENG 226,at WCC]
  - b) a course in mathematical reasoning [MTH 160 or MTH 181 at WCC]
  - c) a cross-cultural course [ART 143, ART 150, ENG 181, or ENG 214 at WCC]
  - d) a course in computer literacy [CIS 100, 110, BOS 206 or CPS 120 at WCC] or [INDT 201 at EMU]*To use MACRAO, students should request a MACRAO evaluation of their transcript in the Community College Student Records or Registrar’s Office. Students who do not satisfy MACRAO will have to complete all of EMU’s general education requirements.*
3. Only courses with a grade of 2.0 or better (on a 4.0 scale) will be accepted for transfer to EMU. A course completed with a grade of less than 2.0, if counted toward graduation at the community college, may be used to satisfy MACRAO. However, the course will not transfer and will have to be repeated if it is a requirement of the Industrial Distribution program. If a WCC course has more credits than the EMU equivalent course, the additional credits will be included in the program total as general transfer credit.
4. Under this agreement, EMU will waive the 60-hour rule and require only that a minimum of 30 credit hours must be taken at EMU, 21 hours of which must be in the major/program with 15 hours at the 300/400 level. A minimum of 124 credit hours, completed in-residence or accepted in transfer, is required for graduation.
5. A minimum cumulative GPA of 2.0 is required for admission to EMU. Students meeting this requirement will be admitted to the Industrial distribution program.
6. Students should meet with the EMU Industrial Distribution program coordinator early, before completing an admission application to EMU. A copy of the articulation guide should be included in the application to EMU and brought to all advising sessions. Copies of this agreement are available at [www.emich.edu/ccr/artguide.htm](http://www.emich.edu/ccr/artguide.htm).

**Effective Dates: March 15, 2006 until March 15, 2009.** In the fall semester of 2007 this agreement will be updated to be consistent with the new general education requirements that go into effect at EMU. WCC students, who began this articulated program prior to fall 2007, may continue to follow the requirements in place at the time they started. Students who begin at WCC during or after the fall semester of 2007 will have to satisfy the new general education requirements. If this agreement is not renewed at the end of the effective period, students who already began the program will have an additional three years to be admitted to EMU under the terms of the agreement.

### Contacts:

#### Washtenaw Community College

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Copies of this guide are also available on-line at: <http://www.emich.edu/ccr/artguide.htm>

#### Eastern Michigan University

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**EASTERN MICHIGAN UNIVERSITY**  
**ARTICULATION GUIDE**  
**Industrial Distribution**

March 2006

**Washtenaw Community College**

**Eastern Michigan University**

<b>MACRAO Requirements</b>	<b>(32 credits)</b>	<b>(32 credits)</b>
<b>1. English Writing Requirement (6credits) (6 credits)</b>		
ENG 111 English I .....	4	ENGL 121 English Comp I .....
<sup>1</sup> ENG 226 English II .....	3	ENGL 326 Research Writing.....
		3
<b>2. Math/Science Requirement (8credits) (8 credits)</b>		
<sup>1</sup> Complete one course:.....	4	An approved math reasoning course:.....
MTH 160 Basic Statistics (4)		MATH 170 Elementary Statistics (4)
MTH 181 Mathematical Analysis I(4)		MATH 118 Linear Models and Probability (3) +1
Complete one course:.....	4	One course: .....
BIO 101, 102, 103, CHM 105, 111,		Courses transfer as equivalent courses, or
GLG 100; PHY 105, or other		general education transfer courses, or general
transferable course approved by WCC for the		transfer credit.
math/science MACRAO requirement		
<b>3. Social Science Requirement (9credits) (9 credits)</b>		
PLS 112 Intro to American Government .....	3	PLS 112 American Government .....
PSY 100 Introductory Psychology .....	3	PSY 101 General Psychology .....
Complete one course:.....	3	One course: .....
Choose a course approved by WCC for the		Courses will transfer as equivalent courses, or
MACRAO Social Science requirement. ( <i>a course</i>		gen ed transfer courses, or general transfer credit
<i>in economics is recommended.</i> )		
<b>4. Humanities Requirement (9credits from at least two disciplines) (9 credits)</b>		
<sup>1</sup> Complete one course:.....	3	An approved cross-cultural course: .....
ART 143 Art and Culture of Afro-America (3)		LITR BASX Cross Cultural Credit
ENG 181 African American Literature (3)		LITR 260 African American Literature
ENG 214 Literature of the Non-Western World(3)		LITR BASX Cross Cultural Credit
ART 150 Monuments Around the World (3)		LITR BASX Cross Cultural Credit
Complete two courses: (at least one course must be		Two courses .....
from a discipline other than literature).....	6	Courses will transfer as equivalent courses, or
ART 130,143,150; DAN 180; DRA 152; ENG 160,170,		general education transfer courses, or
181,200, 21 ,212,213,214,222,223,224,240; HUM 101,		general transfer credit
102,145,160; MUS 180; PHIL 101, 102, 205; FRN/		
GRM /SPN 111, 122,213 or 224 or other course approved		
by WCC for the MACRAO humanities requirement.		
<b>Technical Concentration (27 credits) (27 credits)</b>		
A maximum of 27 credits in technical courses from an approved WCC program or discipline may be transferred as a block for the technical concentration. If the program has less than 27 technical credits, related technical courses may be taken at either institution to make up the difference. .... 27		
Technical Concentration ..... 27		
<b>Courses that May be Taken at WCC or EMU (17-26 credits)</b>		
<sup>1,2</sup> CIS 100, 110, or CPS 120, or BOS 102.....	3	Computer Literacy Req. (Subst for INDT 201).....
PEA 102 plus (PEA 103, 104, 105, 109, or YOG 101) ..	2	PEGN 210 Health & Wellness .....
Industrial Distribution Concentration Electives:.....	3	Industrial Distribution Concentration Electives: .....
<i>Students who choose a concentration in Sales or International Business may take one of the following courses:</i>		MKTG 261 Contemporary Selling (3)
Sales: BMG 160 Principles of Sales (3)		MGMT 202 Business Communication (3)
International Business: BMG 207 Bus. Comm. (3)		
(See page 3 for other concentrations)		
<sup>3</sup> Open Electives (to bring program total to 124) .....	9-18	University Electives (to bring program total to 124) .9-18
<b>Credits at WCC:..... 76-85 Credits that transfer to EMU .....76-85</b>		

<sup>1</sup> Meets one of EMU's four requirements in addition to MACRAO. See page 1, #2 for more information.

<sup>2</sup> Students should choose CIS 110 if completing the Information Systems concentration. (See Concentrations on page 3.)

<sup>3</sup> The number of elective credits taken will vary depending on the elective concentration chosen at EMU.

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**Bachelor of Science in Industrial Distribution  
Washtenaw Community College**

**Completion of the Industrial Distribution Program at EMU**

**Required Courses (30-33 credits)**

INDT 179 Intro to Wholesale Distribution.....	3
INDT 240 Industrial Dist Fund/Profit Strategies.....	3
INDT 340 Relationships within Distribution.....	3
INDT 345 Industrial Direct Response .....	3
INDT 346 Industrial Climate and Its Affect on Distribution.....	3
INDT 387 Cooperative Education in Industrial Distribution....	3
INDT 391 Wholesale Account Development.....	3
INDT 440 Inventory Strategies in Distribution.....	3
INDT 444 Quality Planning in Distribution.....	3
INDT 448 Wholesale Policies .....	3
Optional additional course:	
INDT 487 Coop Education in Industrial Distribution.....	0-3

**Industrial Distribution Electives (12-15 credits)**  
**(may be 9 credits if a course is transferred from WCC)**  
 Choose One Concentration from A, B, C, or D. (Additional concentrations are available with advisor approval.)

**Concentrations:**

**(A). SALES (12 credits)**

MKT 261 Contemporary Selling (may be taken at WCC) .....	3
MKT 360 Principles of Marketing .....	3
MKT 374 Business to Business Marketing .....	3
MKT 461 Sales Management .....	3

**(B). PURCHASING/MATERIALS MANAGEMENT (12 credits)**

MKT 360 Principles of Marketing .....	3
MKT 364 Logistics and Materials Management.....	3
MKT 374 Business to Business Marketing .....	3
MKT 464 Supply Chain Management .....	3

**(C) INFORMATION SYSTEMS (12 credits)**

IS 215 End User Computing (may be taken at WCC).....	3
IS 280 Introduction to Expert Systems in Business .....	3
IS 350 Enterprise Resource Planning.....	3
IS 420 Business Data Commun & Computer Networks.....	3

**(D). INTERNATIONAL BUSINESS (15 credits)**

MGMT 202 Business Comm. (may be taken at WCC) .....	3
MKT 364 Logistics and Materials Management.....	3
MGT 386 Organizational Behavior and Theory .....	3
MGT 492 Managing World Business Communications .....	3
MGT 495 International Management .....	3

**Credits at EMU: ..... 39-48**

**Minimum Credits to Graduate: ..... 124**

**Washtenaw Community College  
Approved Technical Programs**

- Automation Technology
- Automotive Mechanics
- Computer Information Systems
- Computer Systems Security
- Construction Management
- Heating, Ventilation, AC, & Refrigeration (all options)
- Industrial Training
- Machine Tool Technology
- Pharmacy Technology
- Radiography
- Manufacturing and Industrial Computing
- Numerical Control Programming
- Welding

\*Other technical programs may be used upon review by the Industrial Distribution program coordinator.