Idaho Tech Prep Program Proposal
And Articulation Agreement

Postsecondary Institution: Lewis-Clark State College
Secondary District: Lewiston School District #340
Tech Prep Program Title: Business Management
Start Date: Fall 2013
Secondary School: Lewiston High School

Anticipated Program Award: Business Management - B.A.S., A.A.S., A.T.C.
Retailing - T.C.

Program Update?: YES
Non PTE Program?: YES

Assigned Tech Prep Program ID (PTE Use Only):
Business, Management, & Administration
Marketing Education 32033
Business Management 42010

STATEMENT OF ASSURANCES

Lewis-Clark State College
(Secondary Institution)

and

Lewiston High School
(Secondary Institution)

agree to implement the following Tech Prep Program components in Business Management. We hereby certify that we will provide the following Tech Prep services in our schools. We also agree to provide end-of-year measures, numbers of students participating, and fiscal impact as part of the evaluation process:

- Preparatory Services: Career Counseling, Professional-Technical assessments and assistance with 4 or 6 year educational plan.
- Equal access for members of special populations to Tech Prep programs.
- In-service training for teachers and counselors on the implementation of Tech Prep programs.
- Involvement of representatives of business and industry in planning and evaluating the Tech Prep program.
- Integration of professional-technical and academic course competencies.
- Alignment of course competencies to enhance articulation opportunities.
- Assessment of business/industry availability for work-based learning opportunities.
- Accountability system that may include measuring the participation and success of students to include follow-up studies.

Revised April 07
List the secondary unduplicated sequence(s) of professional-technical courses in this Tech Prep program and the college courses they articulate to.

SEQUENCE  BUSINESS MANAGEMENT

<table>
<thead>
<tr>
<th>HS COURSE # (from Titles and Codes)</th>
<th>HS COURSE TITLE</th>
<th>COLLEGE COURSE #</th>
<th>COLLEGE COURSE TITLE</th>
<th>CREDITS</th>
<th>COURSE LENGTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>ME0200/ME0400</td>
<td>Marketing Econ/Principles of Promotion</td>
<td>MKTPT 130</td>
<td>Intro to Marketing</td>
<td>3</td>
<td>2</td>
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<tr>
<td>ME0350</td>
<td>Retail Merchandising</td>
<td>MKTPT 207</td>
<td>Retail Merchandising</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>MKTPT 225</td>
<td>Personal Selling</td>
<td>3</td>
<td></td>
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<tr>
<td>ME0600</td>
<td>Bus Owner/Entrepreneurship</td>
<td>MGTPT 205</td>
<td>Small Business Mgt.</td>
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<td>2</td>
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<tr>
<td>ME9800/9900</td>
<td>Cooperative Education (Mrkt. X)</td>
<td>GNBPT 296</td>
<td>Work-based Learning</td>
<td>1-3</td>
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</tr>
</tbody>
</table>

Students will register for MKTPT 130 at spring semester. Students will register for MKTPT 207 at fall semester and MKTPT 225 at spring semester. Students will register for MGTPT 205 at the fall semester. Students are allowed to register for Work-based Learning credit during either fall or spring semester but are only allowed up to three credits of Work-based Learning (GNBPT 296) total. NOTE: The prerequisite for all capstones are ME0200/0300/0400. Students must have completed prerequisite with an 80% or better before registering for the next sequential course.

Revised April 2007
**Rules Governing Articulation**

1. High School students who desire to articulate into the postsecondary program must meet the following:
   - complete a Division of Professional-Technical Education approved secondary sequence of courses
   - meet 80% of competencies in each articulated course
   - earn a grade of B or better in each course he/she articulates credit

2. Students must meet all regular program admission requirements.

3. Instructors from both the secondary and postsecondary program will review this articulation agreement annually. Changes in the agreement will be made only with the consent of both the secondary school and postsecondary institution.

4. Credits earned in this program may transfer to other Idaho institutions. There may be a transcription fee for articulated credit.

5. This TECH PREP articulation agreement will remain in effect until canceled by either party subject to the following: Notice of intent to discontinue must be presented by either party to the other and to the regional Tech Prep Coordinator before February 1. The Regional Tech Prep Coordinator will notify the State Division of Professional-Technical Education of the notice. If after renegotiation, an amended articulation cannot be reached, this agreement will terminate on July 1, one year after notice of termination is presented.

<table>
<thead>
<tr>
<th>Role</th>
<th>Signature</th>
<th>Date</th>
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<tbody>
<tr>
<td>Dean/Director of Postsecondary Institution</td>
<td>[signature]</td>
<td>2/5/14</td>
</tr>
<tr>
<td>Postsecondary Division Chair</td>
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<td>2/5/14</td>
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<tr>
<td>Secondary Principal</td>
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<tr>
<td>Postsecondary Instructor</td>
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<td>2/5/14</td>
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<tr>
<td>SDPTE Program Manager</td>
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<tr>
<td>Regional Tech Prep Coordinator</td>
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<td>2/5/14</td>
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<tr>
<td>SDPTE State Administrator</td>
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</table>

**Annual review Signatures**

1. Secondary Lead Program Instructor
   - Date
   - Postsecondary Lead Program Instructor
   - Date

2. Secondary Lead Program Instructor
   - Date
   - Postsecondary Lead Program Instructor
   - Date

3. Secondary Lead Program Instructor
   - Date
   - Postsecondary Lead Program Instructor
   - Date

4. Secondary Lead Program Instructor
   - Date
   - Postsecondary Lead Program Instructor
   - Date

**Revised April 2007**