**Idaho Tech Prep Program Proposal**  
And Articulation Agreement

<table>
<thead>
<tr>
<th>Postsecondary Institution</th>
<th>Lewis-Clark State College</th>
<th>Starting Date</th>
<th>Spring 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Secondary District</td>
<td>Coeur d'Alene School District # 271</td>
<td>Secondary School</td>
<td>Coeur d'Alene High School</td>
</tr>
<tr>
<td>Tech Prep Program Title</td>
<td>Business Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anticipated Program Award (degree, certificate, license)</td>
<td>Business Management - B.A.S., A.A.S., A.T.C. Retailing - T.C.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Update?</td>
<td>YES NO X</td>
<td>Assigned Tech Prep Program ID (PTE Use Only)</td>
<td></td>
</tr>
<tr>
<td>Non PTE Program?</td>
<td>YES</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Occupation or Occupational Cluster**  
Occupation or occupational cluster this Tech Prep Program will target:  
Business, Management, & Administration

<table>
<thead>
<tr>
<th>Secondary Professional-Technical Program(s) Involved</th>
<th>Program Name</th>
<th>Program ID</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing Education</td>
<td></td>
<td>32015</td>
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</table>

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<tr>
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<th>Program Name</th>
<th>Program ID</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Management</td>
<td></td>
<td>42010</td>
</tr>
</tbody>
</table>

**STATEMENT OF ASSURANCES**

Lewis-Clark State College  
(Postsecondary Institution)  

and  

Coeur d'Alene 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 to include the Individual Student Tech Prep Application and 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>ME0300/0200</td>
<td>Princ. Of Mrkt./Marketing Econ</td>
<td>MKTPT 130</td>
<td>Intro to Marketing</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>ME0500/0600</td>
<td>Principles of Mgmt./Business Ownership/Entrepreneurship</td>
<td>MKTPT 207</td>
<td>Retail Merchandising</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>ME9900</td>
<td>Cooperative Education</td>
<td>GNBPT 296</td>
<td>Work-based Learning</td>
<td>1</td>
<td>1</td>
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<tr>
<td>ME9900</td>
<td>Cooperative Education</td>
<td>GNBPT 296</td>
<td>Work-based Learning</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>COMPASS -- Writing of 95 &amp; up</td>
<td>ENGL 101</td>
<td>English Composition</td>
<td>3</td>
<td>Test Score</td>
</tr>
<tr>
<td></td>
<td>ACT -- English of 25 &amp; up</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>SAT -- Verbal of 570 &amp; up</td>
<td></td>
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</table>

Students will register for MKTPT 130 during the fall semester. Students will register for MKTPT 207 during 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 two credits of Work-based Learning (GNBPT 296) total. NOTE: The prerequisite for all capstones are ME0200/0300/0400.
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.

Dean/Director of Postsecondary Institution

Secondary Principal

Postsecondary Instructor

Regional Tech Prep Coordinator

Postsecondary Division Chair

Secondary Lead Program Instructor

Postsecondary Instructor

Regional Tech Prep Coordinator

State Tech Prep Coordinator

SDPTE State Administrator

Annual review Signatures

Secondary Lead Program Instructor

Regional Tech Prep Coordinator

Secondary Lead Program Instructor

Regional Tech Prep Coordinator

Secondary Lead Program Instructor

Regional Tech Prep Coordinator

Secondary Lead Program Instructor

Regional Tech Prep Coordinator

Secondary Lead Program Instructor

State Tech Prep Coordinator

Postsecondary Lead Program Instructor

Postsecondary Lead Program Instructor

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State Tech Prep Coordinator

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Revised April 2007