

## ARTICULATION AGREEMENT

### THE UNIVERSITY OF THE INCARNATE WORD (UIW) AND BLUE HILL COLLEGE

#### THE PARTIES:

The Vice President of the International Affairs Office on behalf of the University of the Incarnate Word, San Antonio, Texas, United States of America, hereinafter referred to as UIW.

The Rector on behalf of Blue Hill College, Guayaquil, Ecuador, hereinafter referred to as Blue Hill College.

#### INTRODUCTION:

Both parties agree to formally establish an Articulation Agreement for the purpose of furthering cooperation and increasing access to high quality education.

#### PURPOSE:

The purpose of the Articulation Agreement is to establish an articulation agreement for Blue Hill College students wishing to earn a Bachelor of Business Administration (B.B.A.), with a concentration in International Business or Management.

The articulation agreement hereinafter shall be referred to as The Program.

#### ADMINISTRATION OF THE AGREEMENT:

Both parties agree to exchange course outlines and syllabi (electronic and hard copies) pertaining to The Program before fully implementing and promoting The Program for the purpose of the academic and administrative supervisors to analyze and obtain the official approval from corresponding institutional offices (i.e., Provost, Registrar's Office, etc.).

Both parties agree to update one another, in writing, regarding any changes in the curriculum that may affect participants enrolled in The Program. Furthermore, academic supervisors of The Program shall visit every year in order to apprise and discuss any proposed and/or implemented curriculum changes. All changes shall be communicated and approved by both parties before implementing any changes, updates, and/or modifications to The Program.

#### AGREEMENT:

1. Blue Hill College students enrolled in the Blue Hill College Business Administration Technology shall be selected by Blue Hill College to apply to The Program. UIW will review and admit candidates who have successfully satisfied the requirements set forth in this agreement.
2. Blue Hill College shall determine, at its own discretion, the application and admittance procedures, dates and requirements for its Blue Hill College Business Administration Technology candidate students enrolled at Blue Hill College Business Administration Technology in Guayaquil, Ecuador.





3. Blue Hill College Business Administration Technology students can start The Program at any time. In order to complete their coursework, they are required to study at UIW in San Antonio, Texas for an estimated two (2) years; however, additional semesters may be needed in order to satisfy the required hours to graduate with the UIW Bachelor of Business Administration (B.B.A), with concentration in International Business or Management. Students must transfer to UIW before their senior year in order to satisfy the required number of residency hours by the Southern Association of Colleges and Schools (SACS) and UIW senior-level residency requirements.
4. Any changes, updates, and/or adjustments to the Official Degree Plans found on pages 6-8 on this agreement must be written and mutually agreed upon by both parties, in writing and in an addendum, prior to taking effect.
5. Upon completion of The Program, Blue Hill College students will be awarded with the UIW Bachelor of Business Administration (B.B.A), with concentration in International Business or Management.
6. Accepted Blue Hill College Business Administration Technology students into The Program at UIW shall have:
  - 6.1. successfully completed the courses stated on the Official Degree Plans titled Bachelor of Business Administration (B.B.A.) with a concentration in International Business or Management found on pages 6-8 on this agreement;
  - 6.2. earned a minimum Grade Point Average (GPA) of a 2.50 out of a 4.0 grading scale and above;
  - 6.3. satisfied the requirements set forth in the University of the Incarnate Word's Catalogue for international students;
  - 6.4. satisfied and specifically adhered to the following language requirements:
    - TOEFL: 79 ibt
    - TOEIC: 650 and above
    - IELTS: 6.5
  - 6.5. satisfied immigration requirements established by the United States of America;
  - 6.6. adhere to the rules, regulations, procedures and the UIW student code of conduct while participating in The Program.

**INTERNATIONAL ADMISSION REQUIREMENTS:**

As there are a number of components to the international admissions application, the timing of the submission the application is critical. Students are strongly advised to visit with the Academic Supervisors of The Program and apply as early as possible to ensure a smooth application process. All International students, including candidates to The Program, must apply to UIW by the following dates:

**Application Deadlines:**

<u>Term</u>	<u>Date</u>
Fall	June 1
Spring	October 1
Summer	March 1





An application is considered ready for decision when it contains the following:

**Required Elements**

- Completed International Student Application for Admission
- Twenty (\$20.00) U.S. Dollar Application Fee
- Signature Document (only needed if completing online application)
- Immigration and Financial Declaration documents
- Copy of passport and any visa held for the U.S.
- 2 letters of recommendation
- Proof of Meningitis Vaccination, if under 22 years of age
- An official Transcript from the University Granting the Highest Degree  
*If the original transcript is not in English, a certified English translation must be submitted with the original document.*
- An official transcript (in English) from all universities attended, reflecting all undergraduate-level work completed.
- English requirements as stated on statement 3.4.

**FOREIGN LANGUAGE REQUIREMENTS:**

Students enrolled at Blue Hill College are native Spanish speakers; therefore, UIW will not require a written letter attesting their Spanish language proficiency. As such, UIW will waive this academic requirement after they have successfully completed ENGL 1311, ENGL 1312, and ENGL 2310, or their equivalents, if these courses were offered in English.

**ACADEMIC REQUIREMENT:**

The language of instruction at Blue Hill College is English. As such, the required course for all international students titled Academic Acculturation course shall be waived.

**PARTICIPANTS:**

Subject to the availability of suitable candidates, UIW and Blue Hill College will agree to accept a specified number of qualified candidates each year. The number of students accepted shall be determined by factors such as classroom and on campus housing availability (if applicable).

**FINANCIAL AGREEMENT:**

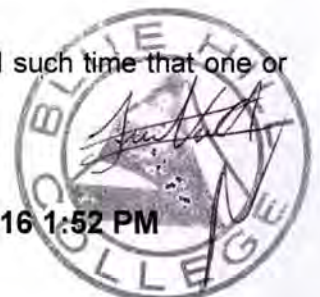
International Affairs students of Blue Hill College shall pay UIW regular tuition. Students will be responsible for all other fees (i.e., room & board, student fees, international health insurance, student visa, etc.). As UIW tuition increases in the future, so shall the tuition paid by Blue Hill College students.

**ACCOMODATION:**

Participants of The Program shall be categorized as international students; therefore, may have the option to reside on campus or live outside of campus, at their own expense. Other fees, such as, but not limited to, course and student fees will be applicable.

**DURATION OF THIS AGREEMENT:**

This agreement becomes effective from the date of signature by both parties, and until such time that one or both parties wish to terminate the agreement.



*Handwritten initials*



**TERMINATION OF THIS AGREEMENT:**

Either party upon six months written notification may terminate this Agreement. The termination of Addendum I shall not, under any circumstances, affect the completion of any students who are currently enrolled and/or have officially been accepted in The Program.

**ACCREDITATIONS:**

UIW is accredited by the Southern Association of Colleges and Schools (SACS) to award undergraduate and graduate degrees. Blue Hill College is registered with the National Secretariat of Higher Education, Science, Technology and Innovation of Ecuador (Senescyt) and the Board of Assessment, Accreditation and Quality Assurance of Higher Education in Ecuador (CEAACES), Institutional Register 09-088, Authorization 3559.

**VALIDATION OF U.S. DEGREE(S) IN NON-U.S. COUNTRIES:**

The University of the Incarnate Word is accredited by the Southern Association of Colleges and Schools (SACS) to award associates, baccalaureate, masters, doctorate, and professional degrees. It is Blue Hill College and/or the student's responsibility to research their home country's validation process and requirements before starting any academic program outside their home country. UIW, its Board of Trustees, officers, employees, and representatives are not liable for any degree validation issues.

**SUPERVISION**

The supervisors of this Agreement shall be two fold, academic and administrative. The administrative supervisor at Blue Hill College Ing. Fersen León, MBA, Rector, and Director of Study Abroad and at UIW Dr. Javier Lozano, Director of Sister School Partnerships and Dr. Jeannie Scott, Associate Dean, WEB School of Business.

<b>UIW Administrative Supervisor of The Program</b>	<b>Blue Hill College Administrative Supervisor of The Program</b>
Dr. Javier Lozano Director of Sister School Partnerships 847 East Hildebrand San Antonio, TX. 78212 Phone: 210.805.3015 E-mail: <a href="mailto:lozano@uiwtx.edu">lozano@uiwtx.edu</a>	Ing. Fersen León, MBA Rector Juan Tanca Marengo Ave. & Gómez Gould Ave. Guayaquil, Ecuador Phone: 593 3729810 ext. 111 E-Mail: <a href="mailto:fleon@bluehill.edu.ec">fleon@bluehill.edu.ec</a>
<b>UIW Academic Supervisor of The Program</b>	<b>Blue Hill College Academic Supervisor of The Program</b>
Jeannie J. Scott, Ph.D. Associate Dean Associate Professor H-E-B School of Business and Administration University of the Incarnate Word 210-283-5002 E-mail: <a href="mailto:scott@uiwtx.edu">scott@uiwtx.edu</a>	Ing. Ma. del Rocio Vallejo Fiallos, MSc Vicerrectora Av. Juan Tanca Marengo Km. 6.5 y Av. Gómez Gould, P.O. BOX 09-04-100 Guayaquil - Ecuador PBX: 593 3729810 ext. 111 Fax: +593 (04) 6002148 E-Mail: <a href="mailto:rvallejo@bluehill.edu.ec">rvallejo@bluehill.edu.ec</a>



Handwritten initials.

**SIGNATURES:**

This document, in addition to the Official Degree Plans found on pages 6-8 on this agreement, constitutes the entire Articulation Agreement between the parties. No amendments, consent or waiver of terms of this agreement shall bind either party unless in writing and signed by both parties.

Representatives of UIW	Representatives of Blue Hill College
 Date: <u>04/05/2016</u> Mr. Marcos Fragoso Vice President, International Affairs	 Date: <u>04/05/2016</u> Ing. Fersen León, MBA Rector
 Date: <u>4/18/16</u> Dr. Forrest Aven Dean, HEB School of Business	 Date: <u>04/05/2016</u> Ing. Ma. del Rocio Vallejo Fiallos, MSc Vicerrectora
 Date: <u>4-18-16</u> Dr. Bobby Fry Registrar	
 Date: <u>4/12/16</u> Dr. Kathleen Light Provost	





**University of the Incarnate Word  
Degree Checklist – International Business**

Degree: **Bachelor of Business Administration**    Concentration: **International Business**

Name: \_\_\_\_\_ Student ID: \_\_\_\_\_ Catalog: 2013-2015  
 Advisor: \_\_\_\_\_ Evaluator: \_\_\_\_\_ Date: \_\_\_\_\_

**Bachelors Degree Institutional Requirements: A minimum of 120 hours required for graduation to include: 45 hours of residency, 36 advanced hours (junior/community college courses will not satisfy), 36 of the last 45 hours from UIW, and 45 clock hours community service.**

University Core Curriculum	Earned	Req	Comments
<b>Academic Literacy (If Required)</b>			
MATH 0319			not required
<b>Rhetoric (6)</b>			
ENGL 1311 or 1311L Composition I			
ENGL 1312 Composition II			
<b>Wellness Development (3)</b>			
DWHP 1200 (3200 Transfer)			
PE Activity Course			
<b>Philosophy and Religion (9)</b>			
3 Hrs from: RELS 1305, 1315, 1325, 1335 or 1327H			
PHIL 1381 Introduction to Philosophy	BH		PHI2010
3 Hrs RELS/PHIL			
<b>Literature and the Arts (6)</b>			
ENGL 2310 World Literature Studies			
Fine Arts: 3 Hrs	BH		ARH2000
<b>Mathematics and the Natural Sciences (7)</b>			
MATH 1304	BH		MAC1105
Science			
<b>History and the Behavioral Sciences (6)</b>			
3 Hours from: HIST 1311, 1312, 1321, 1322			
Social Science	BH		SYG1000
<b>Second Language (6)</b>			
Waived only after completing ENGL 1311, 1312, and 2310			WAIVED
			WAIVED
<b>Community Service (45 Non-Credit Clock Hours)</b>			
Community Service Requirement	BH	45	BH

\*Courses completed at junior/community colleges will not satisfy the advanced hour requirement for the degree.

**Grade of C or better required in MATH 1304 and all courses for Major/Minor/Concentration/Specialization.**

International business students, other than international students who attend UIW on a student visa, must engage in a meaningful academic international experience outside the U.S as a condition of graduation. Study Abroad, study at a UIW international campus, short course-based/faculty-led programs integrated into a course for which the student is registered, and approved international internships may qualify. Other options for meeting the requirement may be proposed by the student in the semester preceding the experience, and will be considered prior to the experience on a case-by-case basis by the student's advisor.

45 Hours BBA Core	Earned	Req	Comments
ACCT 2311: Principles of Accounting I	BH		ACG2021
ACCT 2312: Principles of Accounting II	BH		ACG2027
MIS 2321: Intro to Information Systems			
MIS 2325: Personal Productivity Applications	BH		ISM3011
ECON 2301: Principles of Macroeconomics			
ECON 2302: Principles of Microeconomics			
BMGT 3370: Business Statistics	BH		STA3163
BMGT 3371: Management Science	BH		QMB3600
BINT 3331: International Business Mgmt.	BH		MAN4600
BLAW 3317: Business Law I			
BMKT 3331: Principles of Marketing			
BMGT 3340: Mgmt Theory & Practice			
BFIN 3321: Principles of Financial Mgmt.	BH		FIN3403
BMGT 4380: Integrative Business Analysis/Decision Making I			
BMGT 4381: Integrative Business Analysis/Decision Making II			

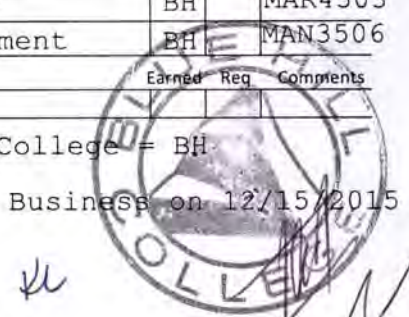
**International Business Concentration**

12 hrs. of the following required courses:			
BINT 3355: International Banking & Finance			
BINT 3361: International Marketing			
BINT 4310: International Economics			
BINT 4320: International Business Law			
6 hrs. selected from the following:			
BINT 3345: International Accounting			
BINT 4340: International Entrepreneurship			
BINT 4360: Cross Border Small Business Forum			
BINT 4380: Importing & Exporting			
BINT 4390: International Policies & Relations (Study Abroad)			
BINT 4399: Special Topics			

General Electives	Earned	Req	Comments
Public Speaking	BH		SPC2601
General Psychology	BH		PSY2010
Consumer Behavior	BH		MAR4503
Operations Management	BH		MAN3506
TOTAL:			
TOTAL CORE & BADM HRS:			

Legend: Blue Hill College = BH

Approved by Dr. Jeannie Scott, Associate Dean, HEB School of Business on 12/15/2015





**University of the Incarnate Word  
Degree Checklist – Management**

Degree: **Bachelor of Business Administration** Concentration: **Management**

Name: \_\_\_\_\_ Student ID: \_\_\_\_\_ Catalog: 2013-2015

Advisor: \_\_\_\_\_ Evaluator: \_\_\_\_\_ Date: \_\_\_\_\_

**Bachelors Degree Institutional Requirements: A minimum of 120 hours required for graduation to include: 45 hours of residency, 36 advanced hours (junior/community college courses will not satisfy), 36 of the last 45 hours from UIW, and 45 clock hours community service.**

University Core Curriculum	Earned	Req	Comments
<b>Academic Literacy (If Required)</b>			
MATH 0319			not required
<b>Rhetoric (6)</b>			
ENGL 1311 or 1311L Composition I			
ENGL 1312 Composition II			
<b>Wellness Development (3)</b>			
DWHP 1200 (3200 Transfer)			
PE Activity Course _____			
<b>Philosophy and Religion (9)</b>			
3 Hrs from: RELS 1305, 1315, 1325, 1335 or 1327H			
PHIL 1381 Introduction to Philosophy	BH		PHI2010
3 Hrs RELS/PHIL			
<b>Literature and the Arts (6)</b>			
ENGL 2310 World Literature Studies			
Fine Arts: 3 Hrs	BH		ARH2000
<b>Mathematics and the Natural Sciences (7)</b>			
MATH 1304	BH		MAC1105
Science			
<b>History and the Behavioral Sciences (6)</b>			
3 Hours from:			
HIST 1311, 1312, 1321, 1322			
Social Science	BH		SYG1000
<b>Second Language (6)</b>			
Waived only after completing ENGL 1311, 1312, and 2310	BH		WAIVED
	BH		WAIVED
<b>Community Service (45 Non-Credit Clock Hours)</b>			
Community Service Requirement	BH	45	BH

\*Courses completed at junior/community colleges will not satisfy the advanced hour requirement for the degree.

**Grade of C or better required in MATH 1304 and all courses for Major/Minor/Concentration/Specialization.**

Legend: Blue Hill College = BH

Approved by Dr. Jeannie Scott,  
Associate Dean, HEB School of  
Business on 12/15/2015

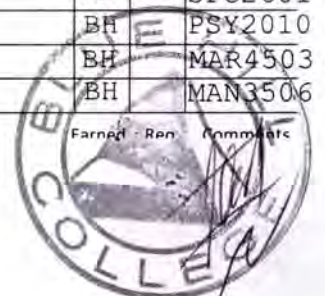
45 Hours BBA Core	Earned	Req	Comments
ACCT 2311: Principles of Accounting I	BH		ACG2021
ACCT 2312: Principles of Accounting II	BH		ACG2027
MIS 2321: Intro to Information Systems			
MIS 2325: Personal Productivity Applications	BH		ISM3011
ECON 2301: Principles of Macroeconomics			
ECON 2302: Principles of Microeconomics			
BMGT 3370: Business Statistics	BH		STA3163
BMGT 3371: Management Science	BH		QMB3600
BINT 3331: International Business Mgmt.	BH		MAN4600
BLAW 3317: Business Law I			
BMKT 3331: Principles of Marketing			
BMGT 3340: Mgmt. Theory & Practice			
BFIN 3321: Principles of Financial Mgmt.	BH		FIN3403
BMGT 4380: Integrative Business Analysis/Decision Making I			
BMGT 4381: Integrative Business Analysis/Decision Making II			

**Management Concentration**

12 hrs. of the following required courses:			
BMGT 3354: Human Resource Management			
BMGT 4340: Management Skills			
BMGT 4355: Organizational Behavior & Leadership			
BMGT 4390: Business Ethics			
9 hrs. selected from the following:			
BMGT 3319: Management Internship			
BMGT 3380: Business Communication			
BMGT 4315: Retirement Planning & Benefits			
BMGT 4345: Entrepreneurship/Small Business Management			
BMGT 4346: Systems & Quality Management			
BMGT 4351: Seminar in Business & Society			
BMGT 4356: Fundamentals of Organizational Change & Development			
BMGT 4363: Electronic Business Strategy, Architecture & Design			
BMGT 4370: Project Management			
BMGT 4373: Operations Management			
BMGT 4399: Special Topics			

General Electives	Earned	Req	Comments
Public Speaking	BH		SPC2601
General Psychology	BH		PSY2010
Consumer Behavior	BH		MAR4503
Operations Management	BH		MAN3506

TOTAL:





**UIW- Blue Hill College  
Articulation Course Equivalencies  
Waived Courses & Requirements**

**Degree: Bachelor of Business Administration, International Business or Management**

<b>Core Courses</b>	
<b>Course Equivalencies</b>	
<b>Blue Hill College</b>	<b>UIW</b>
1. MAC: 1105 College Algebra	1. MATH 1304: College Algebra
2. Public Speaking	2. COMM 1311: Public Speaking
3. ARH 2000: Art Appreciation	3. ARTH 2000: No Specific Course Equivalency; however (ARH 2000), Satisfies Core Requirement.
4. PSY 1012: General Psychology	4. PSYC 1301: Intro. To Psychology
5. PHI 2010: Intro. To Philosophy	5. PHIL 1381: Intro. To Philosophy
6. SYG 1000: Intro. To Sociology	6. SOCI 1311: Intro. To Sociology

<b>Bachelor of Business Administration, International Business or Management</b>	
<b>Course Equivalencies</b>	
<b>Blue Hill College</b>	<b>UIW</b>
1. FIN 3403: Financial Management	1. BFIN 3321: Principles of Financial Management
2. ISM 3011: Management of Information Systems	2. MIS 2325: Information Management Application
3. MAN 3506: Operations Management	3. BMGT 4347: Operations Management
4. MAR 4503: Consumer Behavior	4. BMKT 3377: Consumer Behavior
5. MAR 3023: Marketing Management	5. BMKT 4390: Marketing Management
6. MAN 4600: International Business	6. BINT 3331: Int'l Business Management
7. QMB 3600: Quantitative Methods	7. BMGT 3371: Management Science
8. STA 3163: Intermediate Statistics	8. BMGT 3370: Business Statistics
9. ACG 2021: Principles of Accounting I	9. ACCT 2311: Principles of Accounting I
10. ACG 2027: Principles of Accounting II	10. ACCT 2312: Principles of Accounting II

<b>Waived Courses &amp; Requirements</b>
1. Second Language
2. Second Language
3.
4.

