

January 2016

Distribution Operations & Technical Sales Articulation Agreement Discontinuation

**Washtenaw Community College –Approved Technical Programs
Eastern Michigan University –BS in Distribution Operations & Technical Sales (formerly
Industrial Distribution)**

The BS in Distribution Operations & Technical Sales (formerly called Industrial Distribution) is being phased out effective winter semester 2016.

No new students will be accepted into this major as of January 1, 2016. Washtenaw Community College students who were interested in this articulation agreement should contact the Director of the School of Technology and Professional Services Management to discuss other possible articulation agreements including the Technology Management articulation agreement.

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For information on using articulation agreements contact:

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ALERT!

Students who begin college in September 2014 must follow the Michigan Transfer Agreement (MTA) requirements rather than the MACRAO requirements listed here. New MTA articulation guides will be posted to the EMU Community College Relations website soon. In the meantime, please see a community college counselor for more information about the MTA or look for more information at <http://www.macrao.org/mem.asp?floor=4>.

January 2013

**Washtenaw Community College–Approved Certificate or Associate Degree Technical Programs
Eastern Michigan University – Bachelor of Science in Industrial Distribution**

Washtenaw Community College Courses:	Transfer to Eastern Michigan University as:
MACRAO Requirements (32-33 credits)	(32-33 credits)
1. English Writing Requirement (7 credits)	(7 credits)
ENG 111 Composition I.....4	ENGL 121 Composition II: Research Pub Exp (3)+1.....4
ENG 226 Composition II.....3	ENGL 225 Writing in a Changing World3
2. Math/Science Requirement (8 credits)	(8 credits)
¹ Complete one course: (complete at WCC).....4	An approved math reasoning course:.....4
MTH 125 Everyday College Math (4)	MATH 110 Mathematical Reasoning (3) +1
MTH 160 Basic Statistics (4)	MATH 170 Elementary Statistics (4)
MTH 176 College Algebra (4)	MATH 105 College Algebra (3)+1
MTH 181 Mathematical Analysis I (4)	MATH 118 Linear Models and Probability (3) +1
Complete one lab science course:4	One course:4
Choose from courses approved by WCC to satisfy the MACRAO lab science requirement	Courses may transfer as equivalent courses, general education transfer credit, or general transfer credit.
3. Humanities Requirement (8-9 credits from at least two disciplines)	(8-9 credits)
Complete one speech course:.....3	One course3
COM 101, 102, 142, 183, 200, 210 or ² 225	Courses may transfer as equivalent courses, general education transfer credit, or general transfer credit.
Complete two courses: See note below5-6	Two courses:5-6
Choose from courses approved by WCC to satisfy the MACRAO humanities requirement	Courses may transfer as equivalent courses, General Education transfer credit, or general transfer credit.
4. Social Science Requirement (9 credits)	(9 credits)
Complete three courses: See note below9	Three courses:.....9
Choose from courses approved by WCC to satisfy The MACRAO social science requirement	Courses may transfer as equivalent courses, General Education transfer credit, or general transfer credit
² NOTE: In completing <u>one</u> MACRAO requirement above, choose a course from the following to satisfy EMU's Perspectives on a Diverse World requirement: <u>Humanities:</u> ART 143, 150; COM 225; DAN 180; ENG 181, 187, 213, 214, 224, 242, 281; ECO 280; HUM 145, 150, 170, 175; MUS 180. <u>Social Science:</u> ANT 201; GEO 101; HST 123, 210, 230, 235, 240, 270; PLS 211; PSY 107; SOC 205	
MACRAO courses at WCC can be found at http://www4.wccnet.edu/student-services/otherservices/transferresources/macrao.php	
WCC Technical Concentration (27 credits)	(27 credits)
* Twenty-seven (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 courses may be taken at either institution to make up the difference.....27	Students will complete one additional concentration at EMU and the third concentration will be waived.
Technical Concentration.....27	Technical Concentration.....27
WCC Graduation Requirement (3 credits)	(3 credits)
* CIS 110 Intro to Computer Information Systems3	IS 215 End-User Computing.....3
EMU requirements that may be Taken at WCC or EMU (25-26 credits)	(25-26 credits)
* MTT 111 Machine Shop Theory & Practice4	MFG 124 (Sub for PDD 123 Man Proc & Meth I)4
Open Electives (may include additional tech courses)21-22	University Electives21-22
<i>(Consult with the EMU Industrial Distribution Advisor to determine how best to use elective credits to enhance your career opportunities. Electives may be used to complete additional concentrations on page 2)</i>	
Credits at WCC: 88	Credits that transfer to EMU88

* Required for EMU's Industrial Distribution Program.

¹ If completed at WCC, MTH 160, 176, or MTH 181 satisfy EMU's quantitative reasoning requirement. MATH 110 is required if completed at EMU, unless Intermediate Algebra or its equivalent has been completed with a "C" or better, in which case any approved QR course may be completed at EMU. Math courses may be taken at WCC before or after admission to EMU.

² Satisfies EMU's Perspectives on a Diverse World requirement.

Sign up with us: If you let us know you are using this articulation agreement we can stay in touch with you and provide information and advising to you while you are still at your community college. Sign up at: www.emich.edu/ccr/trackingsystem/Enter.php

**EASTERN MICHIGAN UNIVERSITY
ARTICULATION GUIDE**

January 2013

**Washtenaw Community College – Approved Technical Programs
Eastern Michigan University – Bachelor of Science in Industrial Distribution**

<u>Completion of EMU's Industrial Distribution Program</u>	Approved WCC Technical Programs																																				
<p>Industrial Distribution Required Courses (36 credits)</p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 10%;">ID 140</td><td style="width: 80%;">Intro to Wholesale Distribution.....</td><td style="width: 10%; text-align: right;">3</td></tr> <tr><td>ID 240</td><td>Profit Strategies in Distribution</td><td style="text-align: right;">3</td></tr> <tr><td>ID 340</td><td>Relationships in Wholesaling.....</td><td style="text-align: right;">3</td></tr> <tr><td>ID 345</td><td>Marketing in Wholesale Distribution</td><td style="text-align: right;">3</td></tr> <tr><td>ID 346</td><td>Industrial Climate.....</td><td style="text-align: right;">3</td></tr> <tr><td>¹ID 387L</td><td>Cooperative Education</td><td style="text-align: right;">3</td></tr> <tr><td>ID 391</td><td>Wholesale Account Development.....</td><td style="text-align: right;">3</td></tr> <tr><td>ID 440</td><td>Inventory Strategies in Distribution.....</td><td style="text-align: right;">3</td></tr> <tr><td>ID 444</td><td>Quality Planning in Distribution.....</td><td style="text-align: right;">3</td></tr> <tr><td>ID 448</td><td>Best Practices in Wholesale Distribution.....</td><td style="text-align: right;">3</td></tr> <tr><td>IS 350</td><td>Enterprise Resource Planning.....</td><td style="text-align: right;">3</td></tr> <tr><td>² STS 300W</td><td>Research & Writing: The Tech Career Perspective.....</td><td style="text-align: right;">3</td></tr> </table> <p>University Electives Students may use university electives to complete additional concentrations below. Consult with your advisor to determine elective courses that will enhance your career opportunities.</p> <p>General Concentrations</p> <ul style="list-style-type: none"> • Communication (9 hours) • International Business (9 hours) • Management (12 hours) • Purchasing/Materials Management (12 hours) • Sales (12 hours) • Supply Chain Management (12 hours) <p>Technical Concentrations</p> <ul style="list-style-type: none"> • Apparel, Textiles & Merchandising (9 hours) • Electronics (9 hours) • Information Systems (9 hours) • Manufacturing (9 hours) <p>Credits at EMU: 36 Minimum Credits to Graduate: 124</p> <p>¹ Satisfies EMU's Learning beyond the Classroom (LBC) requirement. ² Satisfies EMU's Writing in the major requirement.</p>	ID 140	Intro to Wholesale Distribution.....	3	ID 240	Profit Strategies in Distribution	3	ID 340	Relationships in Wholesaling.....	3	ID 345	Marketing in Wholesale Distribution	3	ID 346	Industrial Climate.....	3	¹ ID 387L	Cooperative Education	3	ID 391	Wholesale Account Development.....	3	ID 440	Inventory Strategies in Distribution.....	3	ID 444	Quality Planning in Distribution.....	3	ID 448	Best Practices in Wholesale Distribution.....	3	IS 350	Enterprise Resource Planning.....	3	² STS 300W	Research & Writing: The Tech Career Perspective.....	3	<p>3D Animation Automation Technology AAS degree Automotive Services, Various Auto Body Repair Baking and Pastry Cabinetmaking/Millwork Technology Collision Repair, Various Computer Networking (all tracks) Computer Programming (C++ and Java) Computer Software Applications Computer Systems Security (all tracks) Computer Systems Technology Construction Management Construction Supervision Construction Technology Culinary Arts Culinary and Hospitality Management Digital Video Production Exercise Science Fluid Power Graphic Design Heating, Ventilation, AC, & Refrigeration (all options) Hospitality Management Industrial Electronics Technology Industrial Training Information Systems (C++) (all tracks) Internet Professional Machine Tool Technology Motorcycle Service Technology Network Security Numerical Control Programming Occupational Studies Pharmacy Technology Photographic Technology Physical Therapist Assistant Radiography Retail Management Supply Chain Management Sustainable Building Practices Sustainable Technologies in HVACR Web Application Development Web Database Programming Web Graphic Design Web Technology Welding Other technical programs may be used with the approval of the Industrial Distribution program coordinator.</p>
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Additional Information:

1. In completing the coordinated program of study for this articulation agreement, course substitutions should be made with the guidance of the advisors (indicated below) at both institutions to assure that all requirements are satisfied. Each institution will determine the satisfaction of their individual program and degree requirements. WCC courses with an * are required for EMU's Industrial Distribution Program.
2. Students whose transcripts are endorsed as "MACRAO Satisfied" will only be required to meet EMU's three general education requirements, noted on the articulation guide and listed below. These requirements may be completed at the most appropriate time for the student, whether before or after enrollment at EMU:
 - a) an approved course in Quantitative Reasoning: [MTH 125, 160, 176, 180, 181, 182 or 191 at WCC] or [MATH 110 at EMU or if intermediate algebra is completed with a "C" or better students may choose MATH 105, 118, 119, 120, 170, COSC 106, PHIL 181, PLSC 210, SOCL 250, or STS 224]
 - b) an approved Perspectives on a Diverse World course: Humanities: ART 143,150; COM 225; DAN 180; ENG 181, 187,213, 214, 224, 242, 281; HUM 145, 150, 175; MUS 180. Science & Math: ENV 101 Social Science: ANT 201; ECO 280; GEO 101; HST 123, 150, 210, 230, 235, 240, 270; PLS 211; PSY 107; SOC 205 at WCC] or [at EMU: refer to the online catalog:
<http://www.emich.edu/gened/students/approved.php>]
 - c) an approved Learning Beyond the Classroom course or experience offered by EMU: [ID 387 at EMU]
To use MACRAO, students must request that an official community college transcript, with the "MACRAO Satisfied" stamp, be sent to EMU's Admissions Office. Students, who do not have "MACRAO Satisfied" on their community college transcript, will be required to satisfy EMU's general education requirements as listed in the Undergraduate Catalog. The MACRAO stamp may be completed after admission to EMU, however, students should inform advisors at EMU that they intend to complete MACRAO, or they may be advised to complete additional courses for the general education program.
3. Only courses with a grade of "C" or better (2.0 on a 4.0 scale) will be accepted for transfer to EMU.
4. Under this agreement, EMU will waive the 60-hour rule and require that a minimum of 30 credit hours must be completed at EMU, 15 hours of which must be in program requirements at the 300-level or above. Of the last 30 hours completed before graduating, a minimum of 10 credit hours must be in EMU courses. Although 48 hours in EMU courses are listed on the articulation guide, it may be possible to transfer additional courses from WCC or another college, as long as the minimum of 30 credit hours is completed at EMU. A minimum of 124 credit hours, completed in-residence or accepted in transfer, is required for graduation. Courses listed on this guide may be completed at the most opportune time for students, whether before or after admission to EMU, as long as appropriate pre-requisites are satisfied.
5. Students must meet all admission requirements at the time of application for admission to EMU, including submitting transcripts from all previously attended colleges. WCC students will receive equal consideration with other students for course registration and financial aid.
6. Students are encouraged to contact the Industrial Distribution Program Coordinator early, before applying to EMU. To facilitate the evaluation of transcripts, students should indicate they are using this articulation guide on their application to EMU and bring a copy to all advising sessions. Copies of the articulation guide are available on EMU's webpage at www.emich.edu/ccr/artguide.php.

Effective Dates: January 1, 2013 until January 1, 2016.

This is a renewal of an agreement made March 2006 and renewed in 2009. Students who began this program prior to the new effective date have the option of changing to this guide. If this agreement is not renewed at the end of the effective period, students who already started the program will be given an additional three years to be admitted to EMU under the terms of this agreement.

Contacts:

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