

**Northern Michigan University**  
**Postsecondary Credit Agreement**

This Postsecondary Credit Agreement (also known as an Articulation Agreement) is made and entered into as of January 1, 2023, by the Michigan Department of Education (MDE) and Northern Michigan University. The agreement is for state approved secondary Career Technical Education (CTE) programs.

**Purpose of this Agreement:**

- 1) Expand educational opportunities for high school students allowing them to earn postsecondary credits.
- 2) Eliminate unnecessary duplication of course materials and instruction.
- 3) Maximize the use of resources for students to complete programs as efficiently as possible.
- 4) Support postsecondary enrollment, retention, and completion.

**Aligned Postsecondary/Articulated Programs and Courses:**

<b>Category</b>	<b>Name/CIP Code</b>
State Approved CTE Secondary Program Name	Specialized Merchandising, Sales, and Marketing
State Approved CTE Secondary CIP Code Number	<u>52.1999</u>
Perkins Approved at Postsecondary Level (if applicable)	Yes <input type="checkbox"/> No <input type="checkbox"/>
Postsecondary CIP Code Number (if applicable)	
Postsecondary CIP Code Name (if applicable)	
Web Link for Postsecondary Program of Study	<a href="https://nmu.edu/business/academics">https://nmu.edu/business/academics</a>

**General Conditions & Requirements:**

1. Application for postsecondary credit must be received within two years of the student's high school graduation. Exceptions to this condition must be approved by (person at post-secondary level who can authorize this.)
2. The postsecondary credit application will be completed and submitted by the secondary CTE program representative and student, as relevant. All supporting documentation will be submitted to Office of Admissions at Northern Michigan University.
3. The high school student must earn a B or higher in the applicable CTE program to be eligible for postsecondary/articulated credit.
4. No tuition will be charged for any courses for which the student receives postsecondary/articulated credit.

**Aligned Postsecondary/Articulated Courses:**

Credit for students is approved for the following course(s) based upon the passage of the relevant CTE course/program or corresponding credentialing exams. All conditions and requirements must be fulfilled.

High School Course or Industry Credential	Postsecondary Course Name	Postsecondary Course Number	Credits
<u>Course(s):</u> Specialized Merchandising, Sales, and Marketing	Introduction to Marketing	MKT 230	4
<u>Certification:</u>			

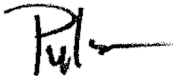
**Participating Partners:**

Northern Michigan University is pleased to be able to provide statewide postsecondary/articulated credit agreements to benefit Michigan high school students by partnering with the Michigan Department of Education, Office of Career and Technical Education, and state approved secondary CTE programs.

**Approval Signatures:**

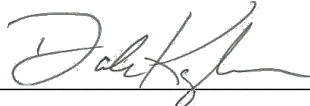
Michigan Department of Education  
608 West W. Allegan Street  
P.O. Box 30008  
Lansing, MI 48909

Northern Michigan University  
1401 Presque Isle Avenue  
Marquette, MI 49855

Signature  \_\_\_\_\_

Date 6/2/23 \_\_\_\_\_

Dr. Brian Pyles  
State Director  
Office of Career and Technical Education

Signature  \_\_\_\_\_

Date 4/26/23 \_\_\_\_\_

Dr. Dale Kapla  
Interim Provost and Vice President  
Academic Affairs

Implementation Date: January 1, 2023

Expiration Date: January 1, 2028

For questions regarding this agreement, please send email [trnseval@nmu.edu](mailto:trnseval@nmu.edu)