

**ARTICULATION AGREEMENT
BETWEEN
UNIVERSITY OF WISCONSIN-STOUT
AND
WAUKESHA COUNTY TECHNICAL COLLEGE**

This Agreement is entered into between **Waukesha County Technical College** (hereinafter sending institution), and the **University of Wisconsin-Stout, Menomonie, WI** (hereinafter receiving institution). This Agreement and any amendments and supplements, shall be interpreted pursuant to the guidelines set forth in the University of Wisconsin System Academic Information Series (ACIS) policy 6.2 Guidelines for Articulation Agreements between UW System Institutions and WTCS Districts as well as policy 6.0 Undergraduate Transfer Policy. Both institutions agree to maintain accreditation by the Higher Learning Commission and any other accreditation currently in existence pertaining to degree programs articulated via the transfer agreement.

The sending institution has established an **A.A.S. Real Estate** (hereinafter sending program), and the receiving institution has established a **B.S. Real Estate Property Management** (hereinafter receiving program) and will facilitate credit transfer and provide a smooth transition from one related program to another. It is mutually agreed:

I. Admission and Graduation Requirements

- A. The receiving institution's admission and program admission requirements apply to both direct entry students and to students who transfer under this agreement.
- B. Students must fulfill the graduation requirements at both institutions to include:
 - 1. General Education, Racial & Ethnic Studies, and Global Perspective requirements.
 - 2. A minimum of 32 credits must be earned from UW-Stout to receive a degree from UW-Stout.
- C. Students must complete the entire sending program and meet the receiving institution's admission requirements for the agreement to apply.

II. Transfer of Credits

- A. The receiving institution will apply 58 of the 62 credits from the sending program. A total of 62 credits remain to complete the receiving program.
- B. Courses will transfer as described in the attached Program Articulation Table.
- C. Elective courses taken or substituted at the sending institution and sending program not listed in this agreement will be reviewed on a case-by-case basis and determined how they may apply to the degree at the receiving institution.

III. Implementation and Review

- A. The Provost, Dean, Program Director, or designees of the parties to this agreement will implement the terms of this agreement, including identifying and incorporating any changes into subsequent agreements, assuring compliance with system policy, procedure, and guidelines, and conducting a periodic review of this agreement.
- B. The University of Wisconsin-Stout and **Waukesha County Technical College** will provide academic advising to **Waukesha County Technical College** learners inquiring about UW-Stout's programs. Learners will be connected with a UW-Stout adviser prior to transfer. UW-Stout and **Waukesha County Technical College** will share materials, catalogs, and other

information to facilitate their understanding of requirements and programs. **Waukesha County Technical College** will assist UW-Stout in arranging recruitment events on its campuses.

- C. Any marketing of this agreement will be subject to the prior approval of both parties and will adhere to each institution's standards for the use of its name and logo. Each institution will assume responsibility for appropriate marketing to reach its student population. Each institution may provide a link to this agreement and/or the other institution on its website, with notice to the other party.
- D. Both parties agree that failure to maintain regional accreditation will be grounds for termination of the agreement. Failure to maintain accreditation required by the specific academic program(s) referenced in this agreement will be grounds for exclusion of that program from the agreement.
- E. This Articulation Agreement is effective on 11/01/2023 and shall remain in effect until the end date of 11/01/2028 or for five years, whichever occurs first, unless terminated or amended by either party with 90 days prior written notice.
- F. The college and university shall work with students to resolve the transfer of courses should changes to either program occur while the agreement is in effect.
- G. This Articulation Agreement will be reviewed by both parties beginning 05/01/2028 (within six months of the end date).
- H. When a student enrolls at the receiving institution following this agreement, the receiving institution will encode any course waivers and substitutions.
- I. This articulation agreement applies only to the receiving program in effect Spring 2024 until revised.

PROGRAM ARTICULATION TABLE										
Waukesha County Technical College			University of Wisconsin Stout							
Program name	Real Estate		Real Estate Property Management							
Award Type (e.g., AAS)	A.A.S.		B.S.							
Credit Length	62 credits		120 credits							
Program admission requirements (if any)			Minimum Cumulative 2.0 GPA required							
SECTION A - General Education										
Waukesha County Technical College			University of Wisconsin Stout							
Course Prefix & Number	Course Name	Credits	Course Prefix & Number	Course Name	GE	RES GLP	Credits Applied	Credits NOT Applied	Equiv Sub Wav	
General Education										
801-136	English Composition 1	3	*ENGL 101	Composition 1	COMSK		3		Equiv	
801-198	Speech	3	COMST-100	Fundamentals of Speech	COMSK		3		Equiv	
804-123	Math with Business Apps	3	MATH-123	Finite and Financial Math	ARNs		3		Sub	
809-166	Intro to Ethics: Theory and Apps	3	PHIL-235	General Ethics	SRER		3		Equiv	
809-195	Economics	3	ECON-201	General Economics	SBSC	GLP	3		Equiv	
809-196	Intro to Sociology	3	SOC-110	Introductory Sociology	SBSC	GLP	3		Equiv	
809-199	Psychology of Human Relations	3	PSYC-GXX	Psychology Electives	GE SEL		3		Equiv	
General Education Total		21	Section A Subtotal				21	0		
Special Notes, if any:										
*A grade of C- or better is required to move on to ENGL 102 Composition 2.										


SECTION B – Major, Concentration, Emphasis, Electives, or Other								
School Core Requirements								
104-102	Marketing Principles	3	HT-254	Services Marketing		3	Sub	
Foundation Core								
194-180	Real Estate Fundamentals	3	PM-365	Principles of Real Estate		3	Equiv	
Business and Finance Core								
101-105	Accounting Fundamentals	3	BUACT-206	Introduction to Financial Accounting		3	Equiv	
194-182	Real Estate Law	3	PM-430	Real Estate Law		3	Equiv	
Property Management Core								
194-160 and 194-161	Basic Appraisal Principles And Basic Appraisal Procedures	2 2	PM-391 And PM-XXX	Real Estate Appraisal And Property Management Electives		3 1	Equiv	
194-190	Property Management I	3	PM-370	Principles of Property Management		3	Equiv	
Program Selectives								
102-160	Business Law	3	BULGL-318	Business Law 1		3	Sub	
194-110	Intro to Property Assessment	2	PM-XXX	Property Management Electives		2	Equiv	
194-173	Building Design & Structure	3	AEC-XXX	Construction Electives		3	Equiv	
194-108	Real Estate Sales	3	PM-XXX	Property Management Electives		3	Equiv	
194-184	Real Estate Finance	3	PM-XXX	Property Management Electives		3	Equiv	
194-194	Real Estate Investments	3	PM-XXX	Property Management Electives		3	Equiv	
104-114	Social Media Promotion	2	DMT-XXX	Digital Marketing Electives		2	Sub	
Not applicable to UW-Stout's program requirements. See Section E for credit awarded (if applicable).								
106-162	Intro to Microsoft Word	1						
106-163	Intro to Microsoft Excel	1						
106-166	Business Presentation Software	1						
Major, Emphasis, Unrestricted Electives		41	Section B Subtotal			37	4	
Total College Credits Applied (sum of sections A and B)						58	4	
Special Notes, if any:								

SECTION C - Remaining University of Wisconsin-Stout Requirements			
General Education			
ENGL-102	Composition 2		3
	Natural Science with Lab (ARNS)		4
	ARNS Stout Core Elective		3
	*STAT-130: Elementary Statistics recommended		
	Arts and Humanities Stout Core Electives		6
	Stout Core Elective		3
Total Remaining General Education			19
School Core			
HT-457	Hospitality Management Strategies		3
PM-280	Hospitality Facilities Management		3
PM-362	Real Estate Market and Investment Analysis		3
GEM-211	Customer Experience Management		3
HT-348	Customer Analytics		3
HT-261	Hospitality Employee Relations		3
HT-311	Pricing Strategies and Revenue Tactics		3
Foundation Requirements			
PM-100	Introduction to Property Management		3
ENGL-320	Professional and Technical Communication		3
Property Management Core			
PM-371	Commercial/Residential Property Development and Management		3
PM-381	Marketing and Leasing Commercial and Residential Property		3
PM-470	Seminar in Property Management		3
Business and Finance Core			
BUACT-207	Intro to Corporate and Managerial Accounting		3
PM-358	Ethical Decision Making in Property Management		3
PM-449	Cooperative Education Experience		1
Total Remaining Professional Studies			43

	Total Remaining UW-Stout Credits	62
Special Notes, if any:		

SECTION D - Summary of Total Program Credits			
Waukesha County Technical College Credits		University of Wisconsin-Stout Requirements	
General Education	21		
Major, Concentration Emphasis, Electives or Other	41		
Total College Credits	62	Total College Credits Applied	58
		Remaining credit to be taken at University (receiving) Institution	62
		Total Program Credits	120
Special Notes, if any:			

SIGNATURE BLOCKS

Two-Year College	Name	DocuSigned by: Signature	Date
Vice President of Learning	Brad Piazza		10/12/2023
University of Wisconsin-Stout	Name	Signature	Date
Program Director	Frederick Prassas	Frederick Prassas	10/17/2023
Dean	Dan Freedman	Dan Freedman	10/25/2023
Provost	Glendali Rodriguez	Glendali Rodriguez	10/28/2023

Agreement contact Persons:
 UW-Stout: Darren Ward, warddar@uwstout.edu, 715-232-1787
 Frederick Prassas, prassasf@uwstout.edu, 715-232-2528
 Waukesha County Technical College:
 Kristi Cellitti, kecellitti@wctc.edu, 262-691-5274
 Cara Bowman, cbowman@wctc.edu, 262-695-6526
 Margo Leone, mleone@wctc.edu, 262-691-5168