RANCHO SANTIAGO COMMUNITY COLLEGE DISTRICT

Santiago Canyon College
8045 E. Chapman Ave.
Orange, CA 92869

Santa Ana College
1530 W. 17th Street
Santa Ana, CA 92706

ARTICULATION AGREEMENT

College: Santa Ana College	Secondary Partner: Canyon HS
Contact: Madeline Grant	Address:
Phone #: (714) 564-6789	Contact: Susan Damon Phone #: (714) 564-6789 CCROP: (714) 966-3528 Jean Gaudreau
Fax #:	

RSCCD Course	High School / ROP Course
Bus 125 Intro to International Business	International Business

Articulation Agreement Effective Dates

2012 - 2013	2013 - 2014	2014 - 2015
Signature, RSCCD Instructor Madeline Grant Print Name 5/16/13 Date	Signature, RSCCD Instructor Madeline Grant Print Name 5/16/13 Date	Signature, RSCCD Instructor Print Name Date
Signature, RSCCD Division Dean Simon B. Hoffman Print Name 5/17/13 Date	Signature, RSCCD Division Dean Simon B. Hoffman Print Name 5/17/13 Date	Signature, RSCCD Division Dean Print Name Date
Signature, HS/ROP Instructor Susan Damon Print Name ~~5/17/13~~ 8/14 Date	Signature, HS/ROP Instructor Susan Damon Print Name ~~5/17/13~~ 8/14 Date	Signature, HS/ROP Instructor Print Name Date
Signature, HS/ROP Administrator Jean Gaudreau Print Name 4/25/13 Date	Signature, HS/ROP Administrator Jean Gaudreau Print Name 4/25/13 Date	Signature, HS/ROP Administrator Print Name Date

NAME OF STATEWIDE ACADEMIC SENATE TEMPLATE FOLLOWS:	
#	TITLE:

RANCHO SANTIAGO COMMUNITY COLLEGE DISTRICT

Santiago Canyon College
8045 E. Chapman Ave.
Orange, CA 92869

Santa Ana College
1530 W. 17th Street
Santa Ana, CA 92706

ARTICULATION AGREEMENT

College: ~~SAC~~	Secondary Partner: ~~Canyon H.S.~~
Contact: ~~Madeline Grant~~	Address:
Phone & Fax #: ~~(714) 564-6789~~	Contact: ~~Susan Damon~~
	Phone & Fax #: ~~(714) 564-6789~~

RSCCD Course	High School / ROP Course
~~BUS-125 Introduction to International Business~~	~~International Business~~

Articulation Agreement Effective Dates

2009 - 2010	2010 - 2011	2011 - 2012
Signature, RSCCD Instructor	Signature, RSCCD Instructor	Grant Signature, RSCCD Instructor
Print Name	Print Name	Madeline Grant Print Name
Date	Date	7-11-12 Date
Signature, RSCCD Division Dean	Signature, RSCCD Division Dean	Dept Chair Signature, RSCCD Division Dean
Print Name	Print Name	SIMON B HOFFMAN Print Name
Date	Date	5/22/12 Date
Signature, HS/ROP Instructor	Signature, HS/ROP Instructor	Signature, HS/ROP Instructor
Print Name	Print Name	Susan Damon Print Name
Date	Date	3/27/12 Date
Signature, HS/ROP Administrator	Signature, HS/ROP Administrator	Jean Gaudreau Signature, HS/ROP Administrator
Print Name	Print Name	Jean Gaudreau Print Name
Date	Date	4-3-12 Date

NAME OF STATEWIDE ACADEMIC SENATE TEMPLATE FOLLOWS:	
#	TITLE:

College Course Title Introduction to International Business Course #: Business 125	HS/ROP Course Title Course #:
General Course Description: A survey course previewing international marketing, finance, law and logistics. Includes how a company decides to go global and how products are made, transported and sold around the world.	**General Course Description:**
College Units: 3 units, 48 Lecture Hours	**HS/ROP Hours:**
College Prerequisite(s): **None**	**HS/ROP Prerequisite(s):**
College Advisories/Recommendations:	**HS/ROP Advisories/Recommendations:**

REQUIRED CONTENT FOR ARTICULATION

- Why Go Global
- International Management
- Business Plan
- Market Research
- Global Distribution
- Cultural
- International Marketing
- International Finance
- International Legal Environment
- International Logistics
- International Business On-Line
- How to Import
- Regional Country Studies
- Jobs, Careers, and Higher Education

INITIALS

INITIALS

COMPETENCIES AND SKILL REQUIREMENTS REQUIRED FOR ARTICULATION

(Use additional pages as necessary) Where appropriate, please incorporate standards being used (e.g. CTE standards). At the conclusion of this course, the student should be able to:

Participate in class and group discussions. They will synthesize information from lectures in order to clearly and concisely participate in discussions.

Topic content and vocabulary associated with the course by completing the text, handout and case study reading assignments.

Content and vocabulary associated with the course by completing the text, handout and case study reading assignments.

Make sound international business decisions utilizing different scenarios and global structures as they relate to specific information provided within the course.

International business as it relates to international law, logistics, finance and marketing. Students will learn how culture affects business.

Utilize global business perspectives for problem solving and learning exercises impact of global social, economic and political structures as they relate to the legal environment of international business.

Distribute products in international markets, how to establish relationships with distributors, agents and the brokers.

Communicate with individuals in a business situation from different countries and the need for clear, concise and effective communication.

Personal and Cultural background provides valuable experience in international business growth.

MEASUREMENT METHODS

(Includes any industry certification or licensure):

Technical merit according to professor's and department rubrics

- Mastery of course content
- Written communication skills reflecting college standards
- Verbal communication skills reflecting college standards
- Class participation based on frequency and content

TEXTBOOKS OR OTHER SUPPORT MATERIALS (Including Software):

College	High School / ROP
Required texts and/or materials.(Include price and date of publication.) **Required:**Foley, James. *The Global Entrepreneur*, 2nd ed. Dearborn: Jamric Press International, 2004, ISBN: 9780975315309. 29.95	

COMMENTS:

College	High School / ROP
The Global Entrepreneur by James Foley, 2nd edition.	

INITIALS

INITIALS

Rancho Santiago Community College District

(Santa Ana College & Santiago Canyon College)

Articulation Agreement for High School/ROP Course(s)

Mgmt, Mkt, Int'l Bus. Department of Rancho Santiago Community College District agrees to accept the high school/ROP course(s) identified below in lieu of the college course(s) listed, and agrees to award the number of college units indicated (or to award advanced placement) upon successful completion of the high school/ROP course and any attendant terms/conditions agreed to by the two institutions.

Agreement with: Central County ROP - Canyon High School
High School/ROP

RSCCD Course(s)	High School/ROP Course(s)	Units
Bus 125 - Intro to Int'l Business	International Business	3

Specific Terms/Conditions: (advanced placement, grade requirements - *cannot stipulate a grade less than a C*, testing requirements etc.)

Course grade of A or B, final exam grade of A or B*, satisfactory completion of course notebook. Use of textbook and materials prepared by SAC IB department. (*final exam must be approved by SAC IB faculty)

Articulation Agreement Effective Dates (Academic Years):

[X] 2008-2009 [X] 2009-2010 [X] 2010-2011

Approved:

Madeline A. Grant
Signature, RSCCD Instructor Madeline A. Grant *Date* 5/14/08

Hilda Roberts
Signature, RSCCD Division Dean Hilda Roberts *Date* 5/14/08

Signature, High School/ROP Instructor Marsha Brown *Date* 5.22.08
Marsha Brown

Signature, High School/ROP Administrator Susan B. Damon *Date* 5-22-08
Susan Damon