

## ARTICULATION AGREEMENT No. 5

This Articulation Agreement No. 5 (“**ART**”) is entered into, as of July 1, 2020 (“**Effective Date**”), between American Public University System, Inc. (“**APUS**”) and College of Southern Maryland (“**Institution**”) (individually a “**Party**” and collectively the “**Parties**”) to facilitate and define the terms of the transfer of Institution students who graduate with an Associate of Applied Science degree in Hospitality Management at Institution to the Bachelor of Arts degree in Hospitality Management at APUS. This ART is incorporated by reference into the Education Partnership Agreement entered into, as of November 1, 2019, between the Parties (“**EPA**”) (collectively with any other articulation agreements entered into between the Parties, the “**Agreement**”).

Institution and APUS agree to offer articulated programs through which students from Institution, pursuant to the terms of the Agreement, may transfer eligible credits earned for the Associate of Applied Science degree in Hospitality Management at Institution toward the Bachelor of Arts degree in Hospitality Management at APUS. In consideration of the promises and covenants herein, the parties agree as follows:

1. Students in and graduates of the Associate of Applied Science degree in Hospitality Management at Institution that apply to APUS and satisfy all APUS admission requirements may be admitted to APUS (“**APUS Students**”). APUS Students will receive transfer credit for those specific Institution courses (each a “**Course**”) as set forth in the Course Crosswalk transfer table, attached hereto as Appendix A.
2. The number of credits transferred may not exceed 90 credit hours, which contribute to the fulfillment of credit hours required for Bachelor of Arts degree in Hospitality Management completion at APUS.
3. An Institution student must earn a grade of “C” (2.0 on a 4.0 scale) or better in each Institution course for which the student desires transfer credits from APUS.
4. The maximum number of credits that will be accepted by APUS toward degree requirements from non-direct classroom instruction (including CLEP, AP, and other nationally recognized standardized examination scores) is based on annually published national scores with recommended credits. Credit awarded for prior learning assessments (“**PLA**”) is not recognized by APUS without verification through the APUS PLA process.
5. As the Parties may mutually agree, students at Institution may begin taking courses in the Bachelor of Arts degree in Hospitality Management program at APUS while they are completing their Associate of Applied Science degree in Hospitality Management degree at Institution.
6. APUS will consider for financial assistance those students who complete the Associate of Applied Science degree in Hospitality Management at Institution in accordance with then-applicable regulatory requirements and APUS policies.
7. The Parties will review Appendix A at least annually and either Party may notify the other Party at any time of necessary changes thereto. The Parties will work together to modify Appendix A accordingly, which modified table shall be incorporated herein and applied by the Parties.
8. This ART is effective as of the Effective Date identified above and will continue for three (3) years thereafter (the “**Term**”), and it shall renew automatically unless terminated earlier pursuant to this Section 8. Either Party may terminate this ART upon providing sixty (60) days written notice. Termination of this ART will not affect any APUS Student then currently enrolled in the Associate of Applied Science degree in Hospitality Management program at Institution that is taking courses at APUS or has been accepted into the Bachelor of Arts degree in Hospitality Management program at APUS. Notwithstanding anything herein to contrary, this ART shall terminate upon termination or expiration of the EPA.

**IN WITNESS WHEREOF**, the Parties have caused this ART to be signed by their authorized representatives on the date and year first written above.

  
Vernon Smith (Jun 16, 2020 08:59 EDT)

**Dr. Vernon C. Smith**  
Senior Vice President and Provost  
American Public University System, Inc.

  
Eileen Abel (Jun 16, 2020 15:00 EDT)

**Dr. Eileen Abel**  
Vice President of Academic Affairs  
College of Southern Maryland

Jun 16, 2020

## Appendix A

### Course Crosswalk Transfer Table To Articulation Agreement No. 5, Food Service Concentration

College of Southern Maryland (CSM) A.A.S. Hospitality Management 2020/2021		American Public University System (APUS) B.A. Hospitality Management-Food Service Concentration July 2020	
Course # and Title	Credits	Course # and Title	Credits
		<b>General Education Requirements Fulfilled</b>	<b>18 of 30</b>
		<b>Communication: Writing, Oral, and Multimedia (COMM)</b>	<b>9</b>
ENG 1010 Composition and Rhetoric (ENGL110)	3	COMM120: Information and Digital Literacy (Required)	0 of 3
ENG 2050 Business and Technical Writing (ENGL225)	3	ENGL110: Making Writing Relevant (Required)	3
		APUS General Education COMM Course Choice	3
		<b>Arts and Humanities (ARHU)</b>	<b>6</b>
		APUS General Education ARHU Course Choice	0 of 3
		APUS General Education ARHU Course Choice	0 of 3
		<b>Civics, Political &amp; Social Sciences (SSPS)</b>	<b>6</b>
COM 1350 Intercultural Communication (COMM240)	3	APUS General Education SSPS Course Choice	3
CSM Social Science Option*	3	APUS General Education SSPS Course Choice	3
		<b>History (HIST)</b>	<b>3</b>
		APUS General Education HIST Course Choice	0 of 3
		<b>Mathematics and Applied Reasoning (MAAR)</b>	<b>3</b>
MTH 1010 Quantitative Literacy and Reasoning	3	APUS General Education MAAR Course Choice	3
		<b>Natural Sciences (NASC)</b>	<b>3</b>
ENV 1300 Environmental Science (EVSP180)	3	APUS General Education NASC Course Choice	3
		<b>Elective Requirements Fulfilled</b>	<b>27 of 36</b>
ECN 1015 Introduction to Business in a Market Economy (BUSN100)	3	Credit applies to APUS Elective Requirements**	27
HPM 1310 Managing Service in Hospitality Operations	3		
HPM 1110 Managing Front Office Operations	3		
ACC 2010 Principles of Accounting I (ACCT100)	3		
COM 1250 Introduction to Interpersonal Communication (COMM285)	3		
HPM 2310 Management Information Systems for the Hospitality Industry (HOSP350)	3		
HPM 1120 Managing Housekeeping and Facilities	3		
ACC 2020 Principles of Accounting II (ACCT101)	3		
HPM 2910 Cooperative Education: Hospitality	3		
		<b>Major Requirements Fulfilled</b>	<b>12 of 30</b>
HPM 1015 Introduction to Hospitality Management (HOSP100)	3	HOSP100: Introduction to Hospitality Management	3
BAD 2700 Human Resource Management (HRMT200)	3	HOSP101: Foodservice Sanitation (Prereq: HOSP100)	0 of 3
		HRMT200: Human Resource Fundamentals	3
		MGMT201: Organizational Fundamentals	0 of 3
		HOSP300: Managerial Accounting for the Hospitality Industry (Prereq: HOSP100)	0 of 3
		HOSP302: Hospitality Law (Prereq: HOSP 100)	0 of 3
HPM 2210 Marketing in the Hospitality Industry (HOSP321)	3	HOSP321: Marketing and the Hospitality Industry (Prereq: HOSP100)	3
HPM 2110 Supervision in the Hospitality Industry (HOSP335)	3	HOSP335: Leadership and Management in Hospitality (Prereq: HOSP100)	3
		HOSP400: Quality Service Management (Prereq: HOSP100)	0 of 3
		MGMT314: Management Ethics	0 of 3
		<b>Concentration in Food Service Requirements Fulfilled</b>	<b>3 of 21</b>
HPM 1210 Managing Service in Food and Beverage Operations (HOSP200)	3	<b>Select 7 courses: HOSP200: Food and Beverage Management (Prereq: HOSP100)   HOSP201: Restaurant Operations Management   HOSP202: Quantity Food Preparation   HOSP203: Hotel and Restaurant Purchasing (Prereq: HOSP100)   HOSP207: Principles of Cost Control in Foodservice Operations   HOSP304: Nutrition in the Food Service Industry (Prereq: HOSP100)   HOSP316: History and Culture of Wine   HOSP319: Foodservice Facilities Design</b>	3 of 21
		<b>Final Program Requirements Fulfilled</b>	<b>0 of 3</b>
		HOSP495: Senior Seminar in Hospitality Management***	0 of 3
<b>Total Credit Applied Towards APUS Degree</b>	<b>60</b>	<b>Total Program Requirements Fulfilled</b>	<b>60 of 120</b>
*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements.		Note: In order to transfer courses to APUS, the student must earn a grade of "C" or better. **Any transferable course not counted toward General Education or Major requirements may be taken. Please note remedial/developmental and vocational credit is not transferrable. ***Prerequisite: Senior Standing and completion of all major courses prior to enrollment. Not eligible for transfer credit.	

## Appendix A

### Course Crosswalk Transfer Table To Articulation Agreement No. 5, Lodging Concentration

College of Southern Maryland (CSM) A.A.S. Hospitality Management 2020/2021		American Public University System (APUS) B.A. Hospitality Management-Lodging Concentration July 2020	
Course # and Title	Credits	Course # and Title	Credits
		<b>General Education Requirements Fulfilled</b>	<b>18 of 30</b>
		<b>Communication: Writing, Oral, and Multimedia (COMM)</b>	<b>9</b>
ENG 1010 Composition and Rhetoric (ENGL110)	3	COMM120: Information and Digital Literacy (Required)	0 of 3
ENG 2050 Business and Technical Writing (ENGL225)	3	ENGL110: Making Writing Relevant (Required)	3
		APUS General Education COMM Course Choice	3
		<b>Arts and Humanities (ARHU)</b>	<b>6</b>
		APUS General Education ARHU Course Choice	0 of 3
		APUS General Education ARHU Course Choice	0 of 3
		<b>Civics, Political &amp; Social Sciences (SSPS)</b>	<b>6</b>
COM 1350 Intercultural Communication (COMM240)	3	APUS General Education SSPS Course Choice	3
CSM Social Science Option*	3	APUS General Education SSPS Course Choice	3
		<b>History (HIST)</b>	<b>3</b>
		APUS General Education HIST Course Choice	0 of 3
		<b>Mathematics and Applied Reasoning (MAAR)</b>	<b>3</b>
MTH 1010 Quantitative Literacy and Reasoning	3	APUS General Education MAAR Course Choice	3
		<b>Natural Sciences (NASC)</b>	<b>3</b>
ENV 1300 Environmental Science (EVSP180)	3	APUS General Education NASC Course Choice	3
		<b>Elective Requirements Fulfilled</b>	<b>27 of 36</b>
ECN 1015 Introduction to Business in a Market Economy (BUSN100)	3	Credit applies to APUS Elective Requirements**	27
HPM 1310 Managing Service in Hospitality Operations	3		
HPM 1110 Managing Front Office Operations	3		
HPM 1210 Managing Service in Food and Beverage Operations (HOSP200)	3		
ACC 2010 Principles of Accounting I (ACCT100)	3		
COM 1250 Introduction to Interpersonal Communication (COMM285)	3		
HPM 1120 Managing Housekeeping and Facilities	3		
ACC 2020 Principles of Accounting II (ACCT101)	3		
HPM 2910 Cooperative Education: Hospitality	3		
		<b>Major Requirements Fulfilled</b>	<b>12 of 30</b>
HPM1015 Introduction to Hospitality Management (HOSP100)	3	HOSP100: Introduction to Hospitality Management	3
BAD 2700 Human Resource Management (HRMT200)	3	HOSP101: Foodservice Sanitation (Prereq: HOSP100)	0 of 3
		HRMT200: Human Resource Fundamentals	3
		MGMT201: Organizational Fundamentals	0 of 3
		HOSP300: Managerial Accounting for the Hospitality Industry (Prereq: HOSP100)	0 of 3
HPM 2210 Marketing in the Hospitality Industry (HOSP321)	3	HOSP302: Hospitality Law (Prereq: HOSP 100)	0 of 3
		HOSP321: Marketing and the Hospitality Industry (Prereq: HOSP100)	3
HPM2110 Supervision in the Hospitality Industry (HOSP335)	3	HOSP335: Leadership and Management in Hospitality (Prereq: HOSP100)	3
		HOSP400: Quality Service Management (Prereq: HOSP100)	0 of 3
		MGMT314: Management Ethics	0 of 3
		<b>Concentration in Lodging Requirements Fulfilled</b>	<b>3 of 21</b>
HPM2310 Management Information Systems for the Hospitality Industry (HOSP350)	3	<b>Select 7 Courses:</b> HOSP203: Hotel and Restaurant Purchasing   HOSP207: Principles of Cost Control in Foodservice Operations   HOSP309: Convention Sales and Services (Prereq: HOSP100)   HOSP310: Management of Lodging Operations (Prereq: HOSP100)   HOSP320: Business and Conference Hospitality Mgmt   HOSP325: Revenue Management for the Hospitality Industry   <b>HOSP350: Managing Technology in the Hospitality Industry</b>	3 of 21
		<b>Final Program Requirements Fulfilled</b>	<b>0 of 3</b>
		HOSP495: Senior Seminar in Hospitality Management***	0 of 3
<b>Total Credit Applied Towards APUS Degree</b>	<b>60</b>	<b>Total Program Requirements Fulfilled</b>	<b>60 of 120</b>
*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements.		Note: In order to transfer courses to APUS, the student must earn a grade of "C" or better. **Any transferable course not counted toward General Education or Major requirements may be taken. Please note remedial/developmental and vocational credit is not transferrable. ***Prerequisite: Senior Standing and completion of all major courses prior to enrollment. Not eligible for transfer credit.	

## Appendix A

### Course Crosswalk Transfer Table To Articulation Agreement No. 5, Meeting & Event Planning Concentration

College of Southern Maryland (CSM) A.A.S. Hospitality Management 2020/2021		American Public University System (APUS) B.A. Hospitality Management-Meeting & Event Planning Concentration July 2020	
Course # and Title	Credits	Course # and Title	Credits
		<b>General Education Requirements Fulfilled</b>	<b>18 of 30</b>
		<b>Communication: Writing, Oral, and Multimedia (COMM)</b>	<b>9</b>
ENG 1010 Composition and Rhetoric (ENGL110)	3	COMM120: Information and Digital Literacy (Required)	0 of 3
ENG 2050 Business and Technical Writing (ENGL225)	3	ENGL110: Making Writing Relevant (Required)	3
		APUS General Education COMM Course Choice	3
		<b>Arts and Humanities (ARHU)</b>	<b>6</b>
		APUS General Education ARHU Course Choice	0 of 3
		APUS General Education ARHU Course Choice	0 of 3
		<b>Civics, Political &amp; Social Sciences (SSPS)</b>	<b>6</b>
COM 1350 Intercultural Communication (COMM240)	3	APUS General Education SSPS Course Choice	3
CSM Social Science Option*	3	APUS General Education SSPS Course Choice	3
		<b>History (HIST)</b>	<b>3</b>
		APUS General Education HIST Course Choice	0 of 3
		<b>Mathematics and Applied Reasoning (MAAR)</b>	<b>3</b>
MTH 1010 Quantitative Literacy and Reasoning	3	APUS General Education MAAR Course Choice	3
		<b>Natural Sciences (NASC)</b>	<b>3</b>
ENV 1300 Environmental Science (EVSP180)	3	APUS General Education NASC Course Choice	3
		<b>Elective Requirements Fulfilled</b>	<b>27 of 36</b>
ECN 1015 Introduction to Business in a Market Economy (BUSN100)	3	Credit applies to APUS Elective Requirements**	27
HPM 1310 Managing Service in Hospitality Operations	3		
HPM 1110 Managing Front Office Operations	3		
HPM 1210 Managing Service in Food and Beverage Operations (HOSP200)	3		
ACC 2010 Principles of Accounting I (ACCT100)	3		
COM 1250 Introduction to Interpersonal Communication (COMM285)	3		
HPM 1120 Managing Housekeeping and Facilities	3		
ACC 2020 Principles of Accounting II (ACCT101)	3		
HPM 2910 Cooperative Education: Hospitality	3		
HPM 1015 Introduction to Hospitality Management (HOSP100)	3	HOSP100: Introduction to Hospitality Management	3
BAD 2700 Human Resource Management (HRMT200)	3	HOSP101: Foodservice Sanitation (Prereq: HOSP100)	0 of 3
		HRMT200: Human Resource Fundamentals	3
		MGMT201: Organizational Fundamentals	0 of 3
		HOSP300: Managerial Accounting for the Hospitality Industry (Prereq: HOSP100)	0 of 3
		HOSP302: Hospitality Law (Prereq: HOSP 100)	0 of 3
HPM 2210 Marketing in the Hospitality Industry (HOSP321)	3	HOSP321: Marketing and the Hospitality Industry (Prereq: HOSP100)	3
HPM 2110 Supervision in the Hospitality Industry (HOSP335)	3	HOSP335: Leadership and Management in Hospitality (Prereq: HOSP100)	3
		HOSP400: Quality Service Management (Prereq: HOSP100)	0 of 3
		MGMT314: Management Ethics	0 of 3
		<b>Concentration in Meeting and Event Planning Requirements Fulfilled</b>	<b>3 of 21</b>
		HOSP308: Meeting and Convention Planning (Prereq: HOSP100)	0 of 3
		HOSP309: Convention Sales and Service (Prereq: HOSP100)	0 of 3
		HOSP320: Business and Conference Hospitality Mgmt (Prereq: HOSP100)	0 of 3
HPM 2310 Management Information Systems for the Hospitality Industry (HOSP350)	3	HOSP350: Managing Technology in the Hospitality Industry	3
		HOSP410: Advanced Tourism and Hospitality Management (Prereq: HOSP100)	0 of 3
		HOSP413: Meeting and Event Risk Management (Prereq: HOSP100)	0 of 3
		HOSP415: Destinations and Cultures (Prereq: HOSP100)	0 of 3
		<b>Final Program Requirements Fulfilled</b>	<b>0 of 3</b>
		HOSP495: Senior Seminar in Hospitality Management***	0 of 3
<b>Total Credit Applied Towards APUS Degree</b>	<b>60</b>	<b>Total Program Requirements Fulfilled</b>	<b>60 of 120</b>
*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements.		Note: In order to transfer courses to APUS, the student must earn a grade of "C" or better. **Any transferable course not counted toward General Education or Major requirements may be taken. Please note remedial/developmental and vocational credit is not transferrable. ***Prerequisite: Senior Standing and completion of all major courses prior to enrollment. Not eligible for transfer credit.	

## Appendix A

### Course Crosswalk Transfer Table To Articulation Agreement No. 5, Other Concentrations

College of Southern Maryland (CSM) A.A.S. Hospitality Management 2020/2021		American Public University System (APUS) B.A. Hospitality Management-Other Concentrations July 2020	
Course # and Title	Credits	Course # and Title	Credits
		<b>General Education Requirements Fulfilled</b>	<b>18 of 30</b>
		<b>Communication: Writing, Oral, and Multimedia (COMM)</b>	<b>9</b>
ENG 1010 Composition and Rhetoric (ENGL110)	3	COMM120: Information and Digital Literacy (Required)	0 of 3
ENG 2050 Business and Technical Writing (ENGL225)	3	ENGL110: Making Writing Relevant (Required)	3
		APUS General Education COMM Course Choice	3
		<b>Arts and Humanities (ARHU)</b>	<b>6</b>
		APUS General Education ARHU Course Choice	0 of 3
		APUS General Education ARHU Course Choice	0 of 3
		<b>Civics, Political &amp; Social Sciences (SSPS)</b>	<b>6</b>
COM 1350 Intercultural Communication (COMM240)	3	APUS General Education SSPS Course Choice	3
CSM Social Science Option*	3	APUS General Education SSPS Course Choice	3
		<b>History (HIST)</b>	<b>3</b>
		APUS General Education HIST Course Choice	0 of 3
		<b>Mathematics and Applied Reasoning (MAAR)</b>	<b>3</b>
MTH 1010 Quantitative Literacy and Reasoning	3	APUS General Education MAAR Course Choice	3
		<b>Natural Sciences (NASC)</b>	<b>3</b>
ENV 1300 Environmental Science (EVSP180)	3	APUS General Education NASC Course Choice	3
		<b>Elective Requirements Fulfilled</b>	<b>30 of 36</b>
ECN 1015 Introduction to Business in a Market Economy (BUSN100)	3	Credit applies to APUS Elective Requirements**	30
HPM 1310 Managing Service in Hospitality Operations	3		
HPM 1110 Managing Front Office Operations	3		
HPM 1210 Managing Service in Food and Beverage Operations (HOSP200)	3		
ACC 2010 Principles of Accounting I (ACCT100)	3		
COM 1250 Introduction to Interpersonal Communication (COMM285)	3		
HPM 2310 Management Information Systems for the Hospitality Industry (HOSP350)	3		
HPM 1120 Managing Housekeeping and Facilities	3		
ACC 2020 Principles of Accounting II (ACCT101)	3		
HPM 2910 Cooperative Education: Hospitality	3		
		<b>Major Requirements Fulfilled</b>	<b>12 of 30</b>
HPM 1015 Introduction to Hospitality Management (HOSP100)	3	HOSP100: Introduction to Hospitality Management	3
BAD 2700 Human Resource Management (HRMT200)	3	HOSP101: Foodservice Sanitation (Prereq: HOSP100)	0 of 3
		HRMT200: Human Resource Fundamentals	3
		MGMT201: Organizational Fundamentals	0 of 3
		HOSP300: Managerial Accounting for the Hospitality Industry (Prereq: HOSP100)	0 of 3
		HOSP302: Hospitality Law (Prereq: HOSP 100)	0 of 3
HPM 2210 Marketing in the Hospitality Industry (HOSP321)	3	HOSP321: Marketing and the Hospitality Industry (Prereq: HOSP100)	3
HPM 2110 Supervision in the Hospitality Industry (HOSP335)	3	HOSP335: Leadership and Management in Hospitality (Prereq: HOSP100)	3
		HOSP400: Quality Service Management (Prereq: HOSP100)	0 of 3
		MGMT314: Management Ethics	0 of 3
		<b>Concentration in Business &amp; Hospitality Financial Analytics Requirements Fulfilled</b>	<b>0 of 21</b>
		HOSP203: Hotel and Restaurant Purchasing	0 of 3
		HOSP207: Principles of Cost Control in Foodservice Operations	0 of 3
		BUSN250: Analytics I	0 of 3
		MATH302: Statistics	0 of 3
		HOSP325: Revenue Management for the Hospitality Industry	0 of 3
		BUSN350: Analytics II	0 of 3
		BUSN450: Advanced Analytics	0 of 3
		<b>Concentration in Tourism Requirements Fulfilled</b>	<b>0 of 21</b>
		<b>Select 7 Courses:</b> HOSP205: Tourism and Travel Industry (Prereq: HOSP100)   HOSP212: Fundamentals of Tourism Management   HOSP311: Club Management   HOSP313: Theory and Concepts of Leisure (Prereq: HOSP100)   HOSP410: Advanced Tourism and Hospitality Management (Prereq: HOSP100)   HOSP412: Destinations Management and Marketing (Prereq: HOSP100)   HOSP415: Destinations and Cultures	0 of 21
		<b>Final Program Requirements Fulfilled</b>	<b>0 of 3</b>
		HOSP495: Senior Seminar in Hospitality Management***	0 of 3
<b>Total Credit Applied Towards APUS Degree</b>	<b>60</b>	<b>Total Program Requirements Fulfilled</b>	<b>60 of 120</b>
*Credit variances in academic placement and credit award can occur based on student course selections and APUS' program requirements.		Note: In order to transfer courses to APUS, the student must earn a grade of "C" or better. **Any transferable course not counted toward General Education or Major requirements may be taken. Please note remedial/developmental and vocational credit is not transferrable. ***Prerequisite: Senior Standing and completion of all major courses prior to enrollment. Not eligible for transfer credit.	






# American Public University Hospitality Management

Final Audit Report

2020-06-16

Created:	2020-06-15
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# 7.1.2020 ART CSM-signed\_APUS\_BA Hosp Mgmt\_5

Final Audit Report

2020-06-17

Created:	2020-06-17
By:	Shontae Patsaricas (spatsaricas@apus.edu)
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## "7.1.2020 ART CSM-signed\_APUS\_BA Hosp Mgmt\_5" History

-  Document created by Shontae Patsaricas (spatsaricas@apus.edu)  
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