Win-Win Negotiations
How do you Build & Maintain Transfer Partnerships & Articulation Agreements?

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Agenda

• Context – National & State Data
• Defining Agreement Types
• UMKC – Ideal vs. Reality
• SCC – Ideal vs. Reality
• Roundtable Discussion
  • What is the reality on your campus?
  • Processes / Tips / Suggestions?
Just 16% of students who start at a Community College finish a 4-year degree.
Defining Agreement Types

• Memorandum of Understanding
• Memorandum of Articulation
• Dual Degree Agreement
• Joint Degree Agreement
• Visiting Scholar Agreement
At UMKC, Transfer students represent over half our total incoming undergraduate enrollment each year.

30% from Metropolitan Community College-Kansas City
14% from Johnson County Community College
• New Partnership **Proposal Form**

• Standardized Memoranda Templates (MOU/MOA)

• **New Partnership Process Checklist**
  • Who inside UMKC needs to know?
  • What current agreements may be impacted?
  • Who is responsible for maintaining the agreement?
  • Where will copies be maintained?
At SCC, 75-80% of each incoming freshman class intend to transfer.
Articulation Agreement Development

SCC

Faculty → Communication → TAO → Approval → Associate VP for Academics → Signatures → VP and President

Faculty → Draft Agreement Developed → Communication → TAO

TAO → Communication → Campus Constituencies → Approval → Provost or Chancellor

Changes as needed
Articulation Agreement Promotion & Continuation

Promotion

Collaborate with Faculty, Advisors, and Marketing to promote agreement.

Students

Continuation

Addendums, Revisions, or Termination

Communication

Communication

Communication

Communication

Communication

TAO

Faculty
Discussion

• What...
  • is your process?
  • challenges do you face?
  • successful strategies do you use?