

# MEMORANDUM OF UNDERSTANDING

BETWEEN

Study.com, LLC

AND

Columbia Southern University

## I. PURPOSE

The purpose of this Memorandum of Understanding (“MOU”) is to establish a collaboration between Study.com and Columbia Southern University in an effort to facilitate the transfer and degree completion of students earning American Council on Education (ACE) or National College Credit Recommendation Service (NCCRS) recommended credits at Study.com to their desired undergraduate program at Columbia Southern University.

Additionally, the purpose of this MOU between both institutions is to clarify roles and responsibilities in this partnership.

## II. GUIDING PRINCIPLES

In consideration of the mutual covenants and conditions expressed herein, the parties agree to the following:

### A. General Requirements

1. Columbia Southern University will accept for admission Study.com students who have earned a score of 70% or higher on the ACE or NCCRS-recommended course(s).
2. For acceptance, Study.com students must meet all specific admission and enrollment standards and requirements for the program.
3. A maximum of up to 90 credits for a bachelor's degree program will transfer from ACE or NCCRS-recommended courses earned from Study.com.
4. Upon matriculation to Columbia Southern University, Study.com students must satisfy all general education, graduation and major requirements as outlined in the Columbia Southern University Undergraduate Catalog for degree completion.

### B. Advising/Academic Planning

1. Study.com will advertise the course equivalency with Columbia Southern University to potential students on the Study.com website.
2. Individuals choosing to take Study.com courses are responsible for utilizing the Columbia Southern University catalog, website, and/or meeting with a Columbia Southern University academic advisor (if currently enrolled) to develop an academic

plan that ensures the transferability of credits and aligns with the students' overall academic goals.

3. Students are encouraged to utilize a variety of advising resources including the Columbia Southern University Undergraduate Catalog, departmental websites, etc... to ascertain the transferability of coursework.

### **C. Ongoing Collaboration**

1. In the spirit of articulation, representatives from both institutions will speak regularly to engage in ongoing discussion to enhance and strengthen this collaboration.
2. Columbia Southern University agrees to communicate program changes in a timely manner to avoid disruption to student progress toward degree completion. Study.com will provide an updated list of courses, including both current and new offerings, in Word format, biannually in November and May.

## **III. COURSE ARTICULATION**

Course equivalencies are detailed in Exhibit A, attached. Any changes or additional course equivalencies must be approved by both parties in writing. All courses listed in Exhibit A have been approved for credit contingent upon earning a minimum passing score of 70%.

## **IV. PARTNERSHIP MARKETING**

1. Provide a depiction of respective logos and approved text and authorize the other Party to use such logos and text to promote the programs, provided the respective materials are approved in writing by the Parties. Use of materials, approved or otherwise, outside of the agreement is expressly prohibited without prior authorization and written consent.

## **V. TERMINATION**

1. Either party can terminate this agreement with 30 days written notice.

Study.com and Columbia Southern University, recognizing the importance of providing a seamless coordination between the certificate and associate and/or bachelor's degree enrollment. We, the undersigned, as the representatives of Study.com and Columbia Southern University hereby demonstrate our commitment to full implementation of this agreement.

Signatures of principals for this agreement:

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Rich Hornstein,  
CFO and General Counsel  
Study.com, LLC

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Dr. Janell Gibson,  
Provost & Chief Academic Officer  
Columbia Southern University

Exhibit A

<b>Study.com Course Title</b>	<b># ACE Credit</b>	<b>Type ACE Credit</b>	<b># NCCRS Credit</b>	<b>Type NCCRS Credit</b>	<b>CSU Equivalency</b>
Accounting 101: Financial Accounting	3	LOWER	3	LOWER	ACC 2301 Principles of Accounting I
Accounting 102: Intro to Managerial Accounting	3	LOWER	3	LOWER	ACC 2302 Principles of Accounting II
Accounting 201: Intermediate Financial Accounting I	3	LOWER			ACC 2301 Principles of Accounting I
Accounting 202: Intermediate Accounting II	3	LOWER	3	LOWER/UPPER	ACC 2302 Principles of Accounting II
Accounting 301: Applied Managerial Accounting	3	UPPER	3	LOWER/UPPER	ACC 3301 Managerial Accounting
Accounting 302: Advanced Financial Accounting II	3	UPPER	3	LOWER/UPPER	ACC 3304 Financial Accounting
Accounting 303: Cost Accounting	3	UPPER			Open Elective
Analytics 103: Intro to Relational Databases & SQL	3	LOWER			Open Elective
Art 103: History of Western Art I	3	LOWER	3	LOWER	Humanities A or B
Art 104: History of Western Art II	3	LOWER			Humanities A or B
Astronomy 101: Intro to Astronomy	3	LOWER			Natural Science*
Biology 101: Intro to Biology	3	LOWER			BIO 1301 Non-Majors Biology
Biology 101L: Intro to Biology with Lab	4	LOWER			BIO 1301 Non-Majors Biology
Biology 102: Basic Genetics	3	LOWER			Natural Science*
Biology 103: Microbiology	3	LOWER			Natural Science*
Biology 105: Anatomy & Physiology	3	LOWER			EMS 2301 Anatomy and Physiology for EMS I
Biology 106: Pathophysiology	3	LOWER			HTH 2303 Pathophysiology
Biology 107L: Clinical Microbiology w/ Lab	4	LOWER			Natural Science*
Biology 201L: Anatomy & Physiology I with Lab	4	LOWER			EMS 2301 Anatomy and Physiology for EMS I**
Biology 202L: Anatomy & Physiology II with Lab	4	LOWER			EMS 2302 Anatomy and Physiology for EMS II**

Exhibit A

Business 100: Intro to Business	3	LOWER			BUS 2301 Introduction to Business
Business 101: Principles of Management	3	LOWER	3	LOWER	MGT 3301 Principles of Management
Business 102: Principles of Marketing	3	LOWER	3	LOWER	MKT 3301 Principles of Marketing
Business 103: Introductory Business Law	3	LOWER			Open Elective
Business 104: Information Systems and Computer Applications	3	LOWER			ITC 1301 Computer Essentials
Business 106: Human Resource Management	3	LOWER			Open Elective
Business 107: Organizational Behavior	3	LOWER			Open Elective
Business 108: Business Ethics	3	LOWER			Open Elective
Business 109: Intro to Computing	3	LOWER			ITC 1301 Computer Essentials
Business 110: Business Math	3	LOWER			Open Elective
Business 111: Principles of Supervision	3	LOWER			Open Elective
Business 113: Business Communication	3	LOWER			COM 2301 Professional Communications
Business 120: International Business	3	LOWER			Open Elective
Business 121: Introduction to Entrepreneurship	3	LOWER	3	LOWER	Open Elective
Business 202: Introduction to E-Commerce	3	LOWER	3	LOWER	ITC 3304
Business 203: Introduction to Retail Merchandising	3	LOWER			Open Elective
Business 209: Mentoring & Leadership Development in the Workplace			3	LOWER/UPPER	Open Elective
Business 212: Business Statistics	3	LOWER			MAT 2301 Elementary Statistics
Business 302: Foundations of Leadership	3	UPPER			LDR 3301 Leadership
Business 303: Management Information Systems	3	UPPER			ITC 3303 Information Systems Management
Business 304: Leading Organizational Change	3	UPPER	3	UPPER	Open Elective

Exhibit A

Business 305: Leadership Communication	3	UPPER			LDR 4302 Communication Skills for Leaders
Business 306: Strategic Human Resources Management	3	UPPER			HRM 3302 Human Resource Management
Business 307: Leadership & Organizational Behavior	3	UPPER			LDR 3302 Organizational Theory & Behavior
Business 308: Globalization & International Management	3	UPPER			MGT 4302 International Management
Business 309: Digital Marketing & Advertising	3	LOWER			Open Elective
Business 310: Advanced Business Ethics	3	UPPER			PHI 4301 Business Ethics
Business 311: Project Management	3	UPPER			MGT 3302 Introduction to Project Management
Business 312: Advanced Operations Management	3	UPPER			Open Elective
Business 313: Organizational Communication	3	UPPER			COM 2302 Organizational Communication
Business 314: Employment Law	3	UPPER			HRM 3304 Employment Law
Business 315: Logistics & Supply Chain Management	3	UPPER			MGT 3305 Prin of Supply Chain Management
Business 318: Management Ethics	3	LOWER			PHI 4301 Business Ethics
Business 319: Negotiations & Conflict Management	3	UPPER	3	UPPER	LDR 4304 Negotiation/Conflict Resolution
Business 321: Small Business Management	3	UPPER	3	UPPER	Open Elective
Business 323: Organizational Theory	3	UPPER			LDR 3302 Organizational Theory & Behavior
Business 324: Managerial Communication	3	UPPER	3	LOWER/UPPER	LDR 4302 Communication Skills for Leaders
Business 325: Union & Labor Relations	3	UPPER			Open Elective
Business 327: Retail Strategy	3	UPPER	3	UPPER	Open Elective
Chemistry 101: General Chemistry	3	LOWER			Natural Science***
Chemistry 111L: Chemistry I with Lab	4	LOWER			CHM 1301 General Chemistry I
Chemistry 112L: Chemistry II with Lab	4	LOWER			CHM 1302 General Chemistry II
Communications 101: Public Speaking	3	LOWER	3	LOWER	COM 1302 Fundamentals of Speech Communication

Exhibit A

Communications 102: Interpersonal Communication	3	LOWER	3	LOWER	Humanities B
Communications 120: Presentation Skills in the Workplace			3	LOWER	COM 2301 Professional Communications
Communications 301: Diversity and Intercultural Communication	3	LOWER			Humanities B
Computer Science 102: Fundamentals of Information Technology	3	LOWER	3	LOWER	ITC 1301 Computer Essentials
Computer Science 103: Computer Concepts & Applications	3	LOWER			ITC 2301 Personal Comuter Fundamentals
Computer Science 105: Introduction to Operating Systems	3	LOWER			Open Elective
Computer Science 107: Database Fundamentals	3	LOWER			Open Elective
Computer Science 108: Introduction to Networking	3	LOWER			ITC 2302 Introduction to Data Communications
Computer Science 109: Introduction to Programming	3	LOWER			Open Elective
Computer Science 110: Introduction to Cybersecurity	3	LOWER			Open Elective
Computer Science 111: Programming in C	3	LOWER			Open Elective
Computer Science 112: Programming in C++	3	LOWER			Open Elective
Computer Science 113: Programming in Python	3	LOWER			Open Elective
Computer Science 114: Programming in R	3	LOWER			Open Elective
Computer Science 115: Programming in Java	3	LOWER			Open Elective
Computer Science 201: Data Structures & Algorithms	3	LOWER			Open Elective
Computer Science 202: Network and System Security	3	LOWER			Open Elective
Computer Science 204: Database Programming	3	LOWER			Open Elective
Computer Science 302: Systems Analysis & Design	3	UPPER			ITC 4301
Computer Science 303: Database Management	3	UPPER			Open Elective

Exhibit A

Computer Science 304: Network System Design	3	LOWER			ITC 3301 Maintaining Microcomputer Systems I
Computer Science 305: Operating Systems	3	LOWER			ITC 3306 Operating Systems
Computer Science 306: Computer Architecture	3	UPPER			Open Elective
Computer Science 307: Software Engineering	3	UPPER			Open Elective
Computer Science 311: Artificial Intelligence	3	UPPER			Open Elective
Computer Science 331: Cybersecurity Risk Analysis Management	3	LOWER			Open Elective
Computer Science 336: Network Forensics	3	UPPER			Open Elective
Criminal Justice 101: Intro to Criminal Justice	3	LOWER			CMJ 2301 Introduction to Criminal Justice
Criminal Justice 104: Introduction to Criminology	3	LOWER	3	LOWER	CMJ 2305 Criminology
Criminal Justice 106: Forensic Science	3	LOWER			FRN 2301 Introduction to Forensic Investigation
Criminal Justice 107: Criminal Law	3	LOWER			CMJ 3301 Criminal Law
Criminal Justice 301: White Collar Crime	3	LOWER			Open Elective
Criminal Justice 305: The Juvenile Justice System	3	UPPER			CMJ 2304 Juvenile Delinquency
Criminal Justice 306: Research Methods in Criminal Justice	3	LOWER			Open Elective
Criminal Justice 381: Victimology	3	LOWER			CMJ 3307 Victimology
Earth Science 101: Earth Science	3	LOWER			Natural Science*
Earth Science 104: Intro to Meteorology	3	LOWER			Natural Science*
Economics 101: Principles of Microeconomics	3	LOWER			ECO 2301 Principles of Microeconomics
Economics 102: Macroeconomics	3	LOWER			ECO 2302 Principles of Macroeconomics
Education 101: Foundations of Education	3	LOWER			Open Elective
Education 103: Classroom Management	3	LOWER	3	UPPER	Open Elective



Exhibit A

Education 104: Differentiated Instruction	3	LOWER			Open Elective
Education 105: Special Education History & Law	3	LOWER	3	UPPER	Open Elective
Education 106: Introduction to Early Childhood Education	3	LOWER			Open Elective
Education 210: Technology in the Classroom	3	LOWER			Open Elective
Education 211: Teaching Elementary Math	3	LOWER			Open Elective
English 101: English Literature	3	LOWER			Humanities A or B
English 102: American Literature	3	LOWER			Humanities A or B
English 103: Analyzing and Interpreting Literature	3	LOWER			Humanities A or B
English 104: College Composition I	3	LOWER			ENG 1301 English Composition I
English 105: College Composition II	3	LOWER			ENG 1302 English Composition II
English 204: English Composition I	3	LOWER			ENG 1301 English Composition I
English 205: English Composition II	3	LOWER			ENG 1302 English Composition II
English 301: Non-Western Literature	3	UPPER			Humanities A or B
English 305: Advanced Technical Writing	3	UPPER	3	UPPER	ENG 3301 Advanced Technical Writing
English 310: Short Stories	3	LOWER			Humanities A or B
Environmental Science 101: Environment and Humanity	3	LOWER			ENV 3301 Assessing Environmental Science
Finance 101: Principles of Finance	3	UPPER			Open Elective
Finance 102: Personal Finance	3	LOWER			Open Elective
Finance 104: Financial Management	3	LOWER	3	LOWER	Open Elective
Finance 301: Corporate Finance	3	UPPER	3	UPPER	Open Elective
Finance 302: International Finance	3	UPPER			FIN 4302 Corporate Finance
Finance 303: Financial Institutions & Markets	3	UPPER			FIN 4301 Financial Institutions

Exhibit A

Finance 304: Security Analysis & Portfolio Management	3	UPPER			Open Elective
Finance 305: Risk Management	3	UPPER			MGT 4303 Risk Management
Finance 306: Small Business Finance	3	UPPER			Open Elective
Genetics 101: Intro to Genetics	3	LOWER			Natural Science*
Geography 101: Human & Cultural Geography	1	LOWER			SOC 2302 Cultural Geography
Geology 101: Physical Geology	3	LOWER			Natural Science*
Geometry 101: Intro to Geometry	3	LOWER			Mathematics
Health 101: Principles of Health	3	LOWER			Open Elective
Health 103: Medical Terminology	3	LOWER	3	LOWER	Open Elective
Health 301: Ethical & Legal Issues in Healthcare	3	UPPER			HCA 4309 Health Care Law
Health 302: Health Services Policy	3	UPPER			Open Elective
Health 303: Healthcare Organization & Management	3	UPPER			HCA 3301 Health Care Management
Health 305: Healthcare Finance & Budgeting	3	UPPER			HCA 4301 Budgeting in Healthcare
Health 307: Healthcare Delivery Systems	3	UPPER			Open Elective
Health 308: Healthcare Quality & Outcome Measurement	3	UPPER			HCA 4307 Health Care Quality Management
Health 309: Healthcare Informatics	3	UPPER			Open Elective
Health 310: Human Resource Management in Healthcare	3	UPPER			HRM 3302 Human Resource Management
History 100: Western Civilization from Prehistory to Post-WWII	3	LOWER			HIS 1305 Western Civilization I
History 101: Western Civilization I	3	LOWER			HIS 1305 Western Civilization I
History 102: Western Civilization II	3	LOWER			HIS 1306 Western Civilization II
History 103: US History I	3	LOWER			HIS 1301 American History I
History 104: US History II	3	LOWER			HIS 1302 American History II

Exhibit A

History 105: US History from Settlement to Present Day	3	LOWER			History
History 106: The Civil War and Reconstruction	3	LOWER			History
History 108: History of the Vietnam War	3	LOWER			History
History 301: Historiography & Historical Methods	3	UPPER			History
History 306: The American Civil War Era	3	LOWER	3	UPPER	History
History 307: American Civil Rights Movement	3	UPPER			History
History 308: Causes and Effects of the Vietnam War	3	LOWER	3	UPPER	History
History 309: War & American Society	3	UPPER			History
History 311: The Holocaust & World War II	3	UPPER	3	UPPER	History
Hospitality 101: Introduction to Hospitality	3	LOWER	3	LOWER	HPT 3301 Introduction to Hospitality
Hospitality 105: Introduction to the Tourism & Travel Industry	3	LOWER	3	LOWER	HPT 3302 Introduction to Tourism
Hospitality 301: Hospitality Marketing	3	UPPER			Open Elective
Hospitality 304: Hotel & Lodging Management & Operations	3	UPPER	3	UPPER	Open Elective
Hospitality 309: Food & Beverage Service & Operations	3	UPPER			Open Elective
Humanities 101: Intro to the Humanities	3	LOWER			Humanities A or B
Humanities 201: Critical Thinking & Analysis	3	LOWER			PHI 1301 Critical Thinking
Marketing 301: Marketing Research	3	UPPER	4	UPPER	Open Elective
Marketing 302: Consumer Behavior	3	UPPER	4	UPPER	MKT 3303 Consumer Behavior
Marketing 303: Global Marketing	3	UPPER			Open Elective
Marketing 306: Principles of Selling	3	UPPER			Open Elective
Marketing 308: Applied Marketing	3	UPPER			Open Elective

Exhibit A

Math 101: College Algebra	3	LOWER	3	LOWER	MAT 1302 College Algebra
Math 102: College Mathematics	3	LOWER			MAT 1301 Liberal Arts Math
Math 103: Precalculus	3	LOWER	3	LOWER	MAT 2302 Pre-Calculus
Math 104: Calculus	4	LOWER			MAT 2303 Calculus
Math 105: Precalculus Algebra	3	LOWER	4	LOWER	MAT 1302 College Algebra
Math 107: Quantitative Literacy	3	LOWER			Mathematics****
Math 108: Discrete Mathematics	3	LOWER			Mathematics
Nursing 301: Nursing Informatics	3	LOWER			Open Elective
Nutrition 101: Science of Nutrition	3	LOWER	3	LOWER	Open Elective
Philosophy 102: Ethics in America	3	LOWER			Humanities A or B
Philosophy 103: Ethics - Theory & Practice	3	LOWER	3	LOWER	Humanities A or B
Philosophy 301: Principles of Philosophy	6	UPPER			Humanities A or B
Physics 101: Intro to Physics	3	LOWER	3	LOWER	Natural Science***
Physics 111: Physics I	3	LOWER			PHY 1301 Physics I
Physics 112: Physics II	3	LOWER			PHY 1302 Physics II
Political Science 101: Intro to Political Science	3	LOWER			POL 1301 Introduction to Political Science
Political Science 102: American Government	3	LOWER	3	ASSOCIATE	POL 2301 United States Government
Political Science 103: Comparative Politics	3	LOWER			Social Sciences
Psychology 101: Intro to Psychology	3	LOWER	3	LOWER	PSY 1301 General Psychology
Psychology 102: Educational Psychology	3	LOWER			PSY 2302 Psychology of Learning
Psychology 103: Human Growth and Development	3	LOWER	3	LOWER	PSY 3303 Developmental Psychology
Psychology 104: Social Psychology	3	LOWER			PSY 3302 Social Psychology

Exhibit A

Psychology 105: Research Methods in Psychology	3	LOWER			PSY 3305 Research Methods in Psychology
Psychology 106: Abnormal Psychology	3	LOWER			PSY 2301 Abnormal Psychology
Psychology 107: Life Span Developmental Psychology	3	LOWER	3	LOWER	PSY 3303 Developmental Psychology
Psychology 108: Psychology of Adulthood and Aging	3	LOWER			Social Sciences
Psychology 301: Industrial/Organizational Psychology	3	UPPER	3	UPPER	PSY 4306 I/O Psychology
Psychology 302: Cognitive Psychology	3	LOWER			PSY 4303 Cognitive Psychology
Psychology 306: Advanced Abnormal Psychology	3	UPPER			Social Sciences
Psychology 310: Psychology of Personality	3	LOWER	3	UPPER	PSY 3304 Theories of Personality
Psychology 311: Physiological Psychology	3	UPPER			PSY 4301 Physiological Psychology
Psychology 312: History and Systems of Psychology	3	LOWER	3	UPPER	PSY 3301 History and Systems of Psychology
Psychology 315: Psychology of Motivation	3	UPPER			Social Sciences
Psychology 316: Advanced Social Psychology	3	UPPER			Social Sciences
Science 101: Intro to Life Sciences	3	LOWER			Natural Science*
Science 102: Principles of Physical Science	3	LOWER	3	UPPER	Natural Science*
Social Science 108: Ethics in the Social Sciences	3	LOWER			Social Sciences
Sociology 101: Intro to Sociology	3	LOWER	3	LOWER	SOC 1301 Introduction to Sociology
Sociology 103: Foundations of Gerontology			3	LOWER	Social Sciences
Sociology 305: Sociology of Work	3	LOWER	3	UPPER	Social Sciences
Spanish 101: Beginning Spanish	3	LOWER			Humanities B
Spanish 102: Intermediate Spanish	2	LOWER	3	LOWER	Open Elective
Spanish 105: Spanish for the Workplace	3	LOWER			Humanities B

Exhibit A

Statistics 101: Principles of Statistics	3	LOWER	4	LOWER	MAT 2301 Elementary Statistics
<p>*Does not meet the Biology, Physics, or Chemistry requirement for select degree plans **Can be combined to meet the Biology requirement in select degree plans ***Meets the Biology, Physics, or Chemistry requirement for select degree plans ****Does not meet College Algebra or higher requirement for select degree plans</p> <p>Disclaimer: Credit will be awarded based on current transfer credit policy and the ACE recommendation at the time of completion, which is subject to change.</p>					