WASHINGTON
TECH PREP

NEWTEC

COMMUNITY
COLLEGES
OF SPOKANE

PROGRAM ARTICULATION AGREEMENT

College Program: Florist   **CIP: 01.0603**
Career Pathway: Plant Systems
Career Cluster: Agriculture, Food & Natural Resources

The purpose of this agreement is to grant college credit to high school students who have achieved the level of knowledge and skill required for the college-equivalent entry-level course(s) identified in this agreement. Upon successful completion of the identified course competencies with a grade of 'B' (3.0) or higher and the high school teacher's endorsement that the competency requirements have been met, articulated credit will be granted.

The following Spokane Community College course(s) have been approved for Tech Prep articulation with Deer Park School District high school course(s) as listed below:

High School / Course Title	College / Course Title	Credits

Deer Park HS
   Horticulture (CIP 011103)
   (two semesters)
	SCC
	   AGHRT 296 Special Problems
		3

Floral Design (CIP 010608) *(two semesters)*	AGHRT 211 Floral Design Techniques	5
Advanced Floral Design (CIP 010608) *(two semesters)*	AGHRT 105 Horticultural Retail Sales	3
Receive activity letter in FFA	AGHRT 185 AgHort Occupational Preparation	1

***see attached list(s) of competencies for articulated courses**

Student Articulation Procedure:
1. Be enrolled in the required high school class.
2. Register for Tech Prep/Dual Credit articulated course during the same academic year the high school class is completed. If a series of courses are involved in the articulation, students register for credit during the same academic year the last course in the series is completed.
3. Earn a grade of 'B' (3.0) or better in all courses required under the articulation agreement.
4. Complete all required skills as identified on the competency profile.
5. If an exam or review of completed work is required under the terms of this agreement, students must receive a passing score (determined by college or industry certification) to earn college credit (*see competency list for requirements*).
6. Within seven years of completing the articulated class, enroll at SCC or SFCC and submit the SERS Tech Prep Registration Confirmation to the Transcript Office. Articulation requirements will be reviewed and verified by the appropriate office or department. Credit will be awarded to qualifying students.

High School Instructors:
1. Ensure all students receive a copy of the course syllabus outlining information about Tech Prep, the college course competencies and the process required to earn college credit.
2. Hold students accountable for the same competency standard and course expectations as required by the college-equivalent course (*see competency list attached*).
3. If required for articulation, ensure students are prepared to take industry certification exams, complete a professional portfolio documenting their work, or take a final exam to measure their level of skill and competence in the coursework.
4. Submit final grades for all students registered to earn Tech Prep college credit no later than June of the current academic year.
5. Attend scheduled meetings, workshops or in-service activities that enhance the high school/college partnership & support implementation of the Tech Prep articulated program.

Articulation Review and Renewal:

The designated program facilitators, college administrators and/or instructors and high school faculty will meet regularly to revise or discuss the articulation agreement. Agreements must be reviewed/updated and re-signed by college faculty/deans and CTE directors/HS teachers on a schedule, not to exceed a three (3) year rotation, or as deemed necessary due to changes in HS/college course content or structure. Individual teacher verification forms must be signed and submitted annually. Minor revisions can be made via phone calls, correspondence or e-mail.
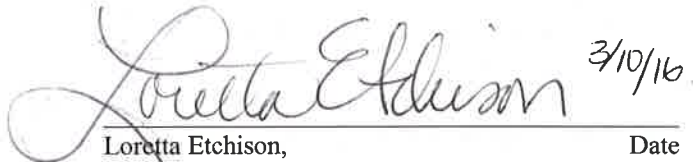
PROGRAM ARTICULATION AGREEMENT
Florist

PARTICIPATING INSTITUTIONS
Deer Park School District and Spokane Community College

We the undersigned representatives of the Northeast Washington Technical Education Consortium (NEWTEC), agree to all provisions of the articulation program/course agreement, have reviewed the course competencies, and understand the process to which students may be granted college credit through the Tech Prep program. We commit staff time and resources to ensure successful program implementation.

Kevin Kernan,   Date
Deer Park CTE Director

Loretta Etchison,   Date
SCC Faculty

Erica Whitmore,   Date
Deer Park HS Teacher

Dr. JL Henriksen,   Date
SCC Acting Program Dean

Kevin Brockbank,   Date
Vice Provost of Strategic Partnerships

Original: May 2010
Renewal: October 2012
Renewal: February 2016

Course Title: Horticulture Retail Sales
Prefix and Course Number: AGHRT 105

Course Learning Outcomes:
By the end of this course, a student should be able to:
- operate a cash register
- calculate change due to customers
  receive orders over the phone and in person
- complete required business forms
- analyze and complete financial records
- design and implement successful marketing programs
- design store layout
- select and order merchandise
- maintain inventory

Course Outline:
I. Communication Skills
   A.   Written Skills
   1.   work orders
   2.   inventories and recordkeeping
   3.   taking orders
B. Oral Skills
   1.   phone
   2.   interpersonal

II. Retail Sales
   A.   Techniques
   B.   Etiquette
III. Marketing
   A.   Ad Campaign Design
   B.   Product Selection
   C.   Displays
   D.   Promotion
   E.   Public Relations
IV.   Operations
   A.   Cash Registers
   B.   Paperwork
   C.   Financial Records
   D.   Purchasing and Pricing
   E.   Merchandise Control
   F.   Opening and Closing Sequences

Course Objectives/Course Outline
Spokane Community College

Course Title: **AgHort Occupational Preparation**
Prefix and Course Number: **AGHRT 185**

Course Learning Outcomes:
By the end of this course, a student should be able to:
— describe career opportunities in the field
— find and utilize needed departments and services around campus
— identify several service learning and community service projects for which they can volunteer

Course Outline:
1. Class Orientation and Project Discussion
2. Career Presentations
3. Library Research Assignment
4. Career Center Tour
5. Career Assignment
6. Service Learning and Community Service Projects
7. Review and Reflection on Student Service Projects

Course Title: Floral Design Techniques
Prefix and Course Number: AGHRT 211

Course Learning Outcomes:
By the end of this course, a student should be able to:
- Design
- Handling
- Creativity

Course Outline
I. Design
    A. Methods
    B. Principles
    C. Beauty
II. Handling
    A. Care and handling of plants and flowers
    B. Environment
    C. Culture
III. Arrangement Creativity
    A. Layout
    B. Design
    C. Color
    D. Variety