

**CAREER PATHWAYS ARTICULATION AGREEMENT BETWEEN
THE SCHOOL BOARD OF LAKE COUNTY, FLORIDA and
LAKE-SUMTER STATE COLLEGE**

In a continuing effort for the School Board of Lake County, Florida (“**LCSB**”) and Lake-Sumter State College (“**LSSC**”) to provide career opportunities for secondary school students in Career Pathways programs for transition into postsecondary institutions, LSSC agrees to extend at no cost to the student (other than the application fee) college credit at LSSC according to the following requirements:

I. Articulation with Lake-Sumter State College

To articulate courses taken in Career and Technical Education (CTE) Career Pathways Program of Study at secondary schools to LSSC, students must meet the following requirements to earn college credit.

1. The student shall be considered a Career Pathways student, defined as a student in an articulated, sequential CTE program and enrolled in Level II or III courses that lead to a college credit certificate (CCC), Associate in Science (AS), or Associate in Arts (AA) degree, and or apprenticeship programs.
2. Pass the specified high school courses identified on the CTE Career Pathways Program of Study within a career and technical program with a minimum grade of C.
3. Pay the LSSC Admissions application fee.
4. Meet regular LSSC entrance requirements, including appropriate placement and course prerequisite requirements of the college.
5. Apply for the postsecondary credit within 24 months after their high school graduation.
6. Credit may be earned in any combination of the following ways:

Option A. Take and pass the LSSC common assessment (Credit by Exam) for courses listed on the articulation pages contained within this document. The student must enroll and attend LSSC after high school graduation or as a Collegiate High School Early Admissions student in order to receive the credit earned by the LSSC common assessment (Credit by Exam).

Option B. Receive credit for an industry certification(s) earned while enrolled in a Career Pathways Program of Study which corresponds to an LSSC program. A list of approved certifications along with the equivalent articulated credit is available on the individual program pages contained within this document. If the certification product version is different from the listed industry standard, LSSC faculty will review the certification to determine equivalence.

7. LSSC will award the credit for the select program up to 24 months from the time of high school graduation or while enrolled as a Collegiate High School Early Admissions student as described in the annual Collegiate High School Dual Enrollment agreement.

The student must present the Career Pathways Certificate of Completion, copy of industry certification, and/or present a high school transcript verifying the successful completion of the technical courses and/or industry certification, if applicable, to LSSC’s Workforce Development Office.

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II. Assessment and Course Equivalency

1. The LSSC common assessment (Credit by Exam) study guide, prepared by LSSC program faculty for each program area will be shared with high school faculty. The LSSC common assessment (Credit by Exam) may be written, portfolio, performance-based or a combination thereof. LSSC will provide high school faculty, upon written request, the opportunity to take the LSSC common assessment (Credit by Exam).
2. Faculty and staff on the technical discipline subcommittees have examined and compared the competencies within the technical courses to be articulated from the high school curriculum to the postsecondary institutions to determine the equivalency of the content. Each technical subcommittee will develop and regularly update the discipline-specific Program of Study content equivalency descriptions.

III. Term and Termination

This agreement shall be reviewed on a three-year basis and shall be in effect from July 1, 2023 through June 30, 2026 or until either party terminates this agreement with thirty (30) days written notice.

IV. Course Offerings

The Parties understand that the available courses may change on an annual basis as outlined in Appendix A. Any changes to Appendix A due to program additions, deletions, or modifications will be reviewed by and approved by the respective parties at each institution or school district and can be done annually without the approval of LSSC and LCSB.

V. Modification or Amendment

Except as otherwise outlined in Section IV, this Agreement may be modified or amended only by a written document signed by authorized representatives of LCSB and LSSC.

VI. Credit by Exam

The Credit by Exam process is attached as Appendix A. This process will provide opportunities for high school students to earn Credit by Exam toward an LSSC degree or certificate. Any changes to Appendix B will be reviewed by and approved by LCSB and LSSC and can be done annually at the appropriate staff level without the approval of the respective governing boards of LCSB or LSSC.

APPROVED:
LAKE-SUMTER STATE COLLEGE

Date

Date _____

Mr. Mark Dodd, Chairperson
School Board of Lake County, FL

APPENDIX A

**CAREER PATHWAYS ARTICULATION AGREEMENT BETWEEN
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**CAREER PATHWAYS ARTICULATION AGREEMENT BETWEEN
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APPENDIX A

Lake County Schools Secondary Schools

Program of Study	Course Number and Name	Credits
Administrative Office Specialist	8207310 Digital Information Technology	1
	8212110 Administrative Office Technology Specialist 1	1
	8212120 Business Software Applications	1
	8306310 Administrative Office Specialist 1	1
	8306320 Administrative Office Specialist 2	1
	8306330 Administrative Office Specialist 3	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study	Course Number and Name	Credit Hours
AS in Business Administration	APA 2144 Introduction to QuickBooks	3
	CGS 1100 Business Computer Applications	3
	GEB 1011 Introduction to Business	3
CCC in Business Management	CGS 1100 Business Computer Applications GEB 1011 Introduction to Business	3
CCC in Business Operations		
CCC in Business Specialist		
AS in Computer Information Technology	CGS 1100 Business Computer Applications	3
CCC in Cybersecurity		
CCC in Help Desk Support Technician		
CCC in Information Technology Analysis		
CCC in Information Technology Support Specialist		
CCC in Internet of Things		
AS in Criminal Justice		
CCC in Criminal Justice Leadership		
AS in Health Services Management		
CCC in Medical Office Management		
AA Degree	CGS 1100 Business Computer Applications	3

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OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3
AS in Business Administration	INTUT001 QuickBooks Certified User	APA 2144 Introduction to QuickBooks	3

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Lake County Schools Secondary Schools

Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Advanced Manufacturing Technology	9200210 Advanced Manufacturing Technology1	1
	9200220 Advanced Manufacturing Technology 2	1
	9200230 Advanced Manufacturing Technology 3	1
	9200240 Advanced Manufacturing Technology 4	1
	9200250 Advanced Manufacturing Technology Capstone	1

OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
CCC in Engineering Technology Support Specialist	<i>CREDIT for ONE of the following:</i> •SOLID003 Certified Solidworks Associate •SOLID004 Certified Solidworks Professional •ADESK011 Autodesk Certified User – Autodesk Inventor •ADESK024 Autodesk Certified Professional – Inventor	ETD 1320C Introduction to AutoCAD	3
AS in Engineering Technology Substation and Relay Technology Specialization			
CCC in Mechatronics			

Lake County Schools Secondary Schools

Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Applied Robotics	9419119 Foundations of Robotics	1
	9410120 Robotic Design Essential	1
	94101410 Robotic Systems	1

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Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
CCC in Engineering Technology Support Specialist	<i>CREDIT for ONE of the following:</i> • SOLID003 Certified Solidworks Associate Academic • ADESK001 Autodesk Certified User Inventor	ETD 1320C Introduction to AutoCAD	3

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Lake County Schools Secondary Schools

Program of Study	Course Number and Name	Credits
Allied Health Assisting	8417100 Health Science Anatomy & Physiology	1
	8417110 Health Science Foundations	1
	8417131 Allied Health Assisting 3	1
Nursing Assistant	8417100 Health Science Anatomy & Physiology	1
	8417110 Health Science Foundations	1
	8417211 Nursing Assistant 3	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Program of Study *primary entry program	Course Number and Name	Credit Hours
*Nursing (A.S. Degree) RN - preferred placement Respiratory Care (AS degree) – preferred placement	1 preferred placement point	1 point
AS in Health Services Management	HSC 1531 Medical Terminology HIM 1273 Medical Insurance & Coding I HIM1433 Concepts of Disease CGS 1100 Business Computer Applications	3 3 3 3
CCC in Medical Information Coder/Biller	HSC 1531 Medical Terminology HIM 1273 Medical Insurance & Coding I HIM1433 Concepts of Disease	3 3 3
CCC in Medical Office Management	HSC 1531 Medical Terminology HIM 1273 Medical Insurance & Coding I HIM1433 Concepts of Disease CGS 1100 Business Computer Applications	3 3 3 3
AA Degree	HSC 1531 Medical Terminology CGS 1100 Business Computer Applications	3 3

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OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
AS in Health Services Management	NATHA003 Certified Medical Administrative Assistant (CMAA)	HSC 1531 Medical Terminology HIM 1273 Medical Insurance & Coding 1 HSA 2940 Internship: Health Services Management	3 3 1
	FDMQA002 Certified Nursing Assistant (CNA)	HSC 1531 Medical Terminology HSA 2940 Internship: Health Services Management	3 1
CCC in Medical Information Coder/Biller	NATHA003 Certified Medical Administrative Assistant (CMAA)	HSC 1531 Medical Terminology HIM 1273 Medical Insurance & Coding I HSA 2940 Internship: Health Services Management	3 3 1
	FDMQA002 Certified Nursing Assistant (CNA)	HSC 1531 Medical Terminology HSA 2940 Internship: Health Services Management	3 1
CCC in Medical Office Management	NATHA003 Certified Medical Administrative Assistant (CMAA)	HSC 1531 Medical Terminology HIM 1273 Medical Insurance & Coding I HSA 2940 Internship: Health Services Management	3 3 1
	FDMQA002 Certified Nursing Assistant (CNA)	HSC 1531 Medical Terminology HSA 2940 Internship: Health Services Management	3 1
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3

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Program of Study	Course Number and Name	Credits
Applied Cybersecurity	8207310 Digital Information Technology	1
	9001320 Computer & Network Security Fundamentals	1
	9001330 Cybersecurity Essentials	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study * primary entry program	Course Number and Name	Credit Hours
*AS in Computer Information Technology	CGS 1100 Business Computer Applications CET 2660 Network Security Fundamentals CIS 2530 Introduction to Cybersecurity CTS 2134 Network+ Concepts	3
		3
		3
*CCC in Cybersecurity		3
*CCC in Information Technology Analysis	CGS 1100 Business Computer Applications CET 2660 Network Security Fundamentals CTS 2134 Network+ Concepts	3
		3
*CCC in Internet of Things		3
*CCC in Information Technology Support Specialist	CGS 1100 Business Computer Applications CTS 2134 Network+ Concepts	3
		3
*CCC in Help Desk Support Technician	CGS 1100 Business Computer Applications	3
AS in Business Administration		
CCC in Business Management		
CCC in Business Operations		
CCC in Business Specialist		
AS in Criminal Justice		
CCC in Criminal Justice Leadership		
AS in Health Services Management		
CCC in Medical Office Management		
A.A. Degree Students should consult with an LSSC academic advisor to determine how the number of credits possible impacts the number of credits permitted in the degree	CGS 1100 Business Computer Applications CET 2660 Network Security Fundamentals CIS 2530 Introduction to Cybersecurity CTS 2134 Networking Concepts	3 3 3 3

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OPTION B. Earn *College Credit through Industry Certification*: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
AS in Computer Information Technology	COMPT006 CompTIA Network+	CTS 2134 Network+ Concepts	3
	COMPT008 CompTIA Security+	CET 2660 Network Security Fundamentals	3
	COMPT016 CompTIA CySA+	CIS 2530 Cybersecurity	3
CCC in Information Technology Analysis	COMPT006 CompTIA Network+	CTS 2134 Network+ Concepts	3
	COMPT008 CompTIA Security+	CET 2660 Network Security Fundamentals	3
CCC in Cybersecurity	COMPT016 CompTIA CySA+	CIS 2530 Cybersecurity	3
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3

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Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Building Construction	8104610 Construction Management Foundations	1
	8104620 Construction Design & Technique	1
	8104630 Construction Project Management	1
	8104640 Entrepreneurship in Architecture, Construction, and Engineering	1

Lake-Sumter State College Courses

OPTION A. Earn *College Credit through Career Pathways* by taking and passing the LSSC common assessment (Credit by Exam):

Program of Study *primary entry program	Course Number and Name	Credit Hours
AS in Building Construction Management	BCN 1001 Introduction to Building Construction	3
CCC in Building Construction Specialist	BCN 1001 Introduction to Building Construction	3

OPTION B. Earn *College Credit through Industry Certification*: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Program of Study	Industry Certification	Course Number and Name	Credit Hours
AS in Building Construction Management	GRBCI002 LEED Green	BCN 1001 Introduction to Building Construction	3

Lake County Schools Secondary Schools

Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Criminal Justice Operations	8918010 Criminal Justice 1	1
	8918020 Criminal Justice 2	1
	8918030 Criminal Justice 3	1
	8918050 Public Service Officer OR	1
	8918060 Certified Legal Assistant OR	1
	8918070 Code Enforcement	1

Lake-Sumter State College Courses

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OPTION A. Earn *College Credit through Career Pathways* by taking and passing the LSSC common assessment (Credit by Exam):

Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Criminal Justice	CCJ 1020 Introduction to Criminal Justice	3
	CJE 2600 Criminal Investigation	3
AA Degree	CCJ 1020 Introduction to Criminal Justice	3
	CJE 2600 Criminal Investigation	3

OPTION B. Earn *College Credit through Industry Certification*: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Program of Study	Industry Certification	Course Number and Name	Credit Hours
AS in Criminal Justice	FDMQA030 911 Public Safety Telecommunicator	CJE 2946 Practicum in Criminal Justice	3

Lake County Schools Secondary Schools

Program of Study	Course Name Lake County requires students to complete three (3) classes.	Credits
Digital Design	8207310 Digital Information Technology	1
	8209510 Digital Design I	1
	8209520 Digital Design 2	1
	8209530 Digital Design 3	1

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OPTION A. Earn *College Credit through Career Pathways* by taking and passing the LSSC common assessment (Credit by Exam):

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Lake-Sumter Program of Study * primary entry program	Course Number and Name	Credit Hours
*AS in Business Administration	CGS 1100 Business Computer Applications	3
CCC Business Specialist		
CCC in Business Operations		
CCC in Business Management		
AS in Computer Information Technology		
CCC in Cybersecurity		
CCC in Help Desk Support Technician		
CCC in Information Technology Analysis		
CCC in Information Technology Support Specialist		
CCC Internet of Things		
AS in Criminal Justice		
CCC in Criminal Justice Leadership		
AS in Health Services Management		
CCC in Medical Office Management		
A.A. Degree	CGS 1100 Business Computer Applications	3

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OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access ADOBE023 Adobe Certified Professional in Video Design	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3

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Program of Study	Course Number and Name	Credits
Diversified Career Technology	8303010 Diversified Career Technology Principles	1
	8303020 Diversified Career Technology Applications	1
	8303030 Diversified Career Technology Management	1

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OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Business Administration	APA 2144 Introduction to QuickBooks	3
	GEB 1011 Introduction to Business	3
	CGS 1100 Business Computer Applications	3
*CCC in Business Specialist	GEB 1011 Introduction to Business CGS 1100 Business Computer Applications	3 3
*CCC in Business Operations		
*CCC in Business Management		
A.A. Degree	GEB 1011 Introduction to Business	3
	CGS 1100 Business Computer Applications	3

OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3
AS in Business Administration	INTUT001 QuickBooks Certified User	APA 2144 Introduction to QuickBooks	3

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Program of Study	Course Number and Name	Credits
Electronic Business Enterprise	8207310 Digital Information Technology	1
	8200340 Introduction to E Commerce	1
	8200350 E Commerce Entrepreneurship	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Business Administration	CGS 1100 Business Computer Applications	3
	GEB 1136 Introduction to eBusiness	3
	ENT 1000 Introduction to Entrepreneurship	3
*CCC in Business Specialist	CGS 1100 Business Computer Applications	3
*CCC in Business Operations		
*CCC in Business Management		
A.A. Degree	GEB 1011 Introduction to Business	3
	CGS 1100 Business Computer Applications	3

OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
*AS in Business Administration	PROSO003 CIW E Commerce	GEB 1136 Introduction to eBusiness	3
*CCC in Business Specialist			
*CCC in Business Operations			
*CCC in Business Management			
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3
AS in Business Administration	INTUT002 Entrepreneurship and Small Business Certification	ENT 1000 Introduction to Entrepreneurship	3
		SBM 2000 Small Business Management	3

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CCC in Business Management	INTUT002 Entrepreneurship and Small Business Certification	SBM 2000 Small Business Management	3
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Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Engineering Pathways	8600550 Introduction to Engineering Design	1
	8600520 Principals of Engineering	1
	8600530 Digital Electronics	1
	8600560 Computer Integrated Manufacturing or	1
	8600590 Civil Engineering and Architecture or	1
	8600650 Engineering Design and Development	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam). Refer to Manufacturing Skill Standards Council (MSSC) and Certified Production Technician (CPT) study guides for test preparation for ETI 1420C and ETM 1010C.

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Engineering Technology Substation and Relay Technology Specialization	ETI 1084C Introduction to Electronics ETD 1320C Introduction to AutoCAD	3
*CCC in Engineering Technology Support Specialist		3
*CCC in Mechatronics		
A.A. Degree	ETI 1084C Introduction to Electronics ETD 1320C Introduction to AutoCAD	3 3

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OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
AS in Engineering Technology Substation and Relay Technology Specialization	<i>CREDIT for ONE of the following:</i> • SOLID003 Certified Solidworks Associate • SOLID004 Certified Solidworks Professional • ADESK011 Autodesk Certified User – Autodesk Inventor • ADESK024 Autodesk Certified Professional – Inventor	ETD 1320C Introduction to AutoCAD	3
CCC in Engineering Technology Support Specialist			
CCC in Mechatronics			

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Program of Study	Course Number and Name	Credits
Entrepreneurship	8812110 Principles of Entrepreneurship	1
	8812120 Business Management & Law	1
	8812000 Business Ownership	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Business Administration	ENT 1000 Introduction to Entrepreneurship	3
	SBM 2000 Small Business Management	3
A.A. Degree	ENT 1000 Introduction to Entrepreneurship	3

OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
AS Program listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3
AS in Business Administration	INTUT002 Entrepreneurship and Small Business Certification	ENT 1000 Introduction to Entrepreneurship SBM 2000 Small Business Management	3 3
CCC in Business Management	INTUT002 Entrepreneurship and Small Business Certification	SBM 2000 Small Business Management	3

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Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Finance	8207310 Digital Information Technology	1
	8203310 Accounting Applications	1
	8815110 Economics & Financial Services	1
	8815120 Personal Finance	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study	Course Number and Name	Credit Hours
AS in Business Administration	ACG 2021 Financial Accounting	3

OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3
AS in Business Administration	INTUT001 QuickBooks Certified User	APA 2144 Introduction to QuickBooks	3

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Lake County Schools Secondary Schools

Program of Study	Course Number and Name Lake County requires students to complete three (3) classes.	Credits
Game/Simulation/Animation Programming	8207310 Digital Information Technology OR	1
	8208110 Game & Simulation Foundations	1
	8208120 Game & Simulation Design	1
	8208330 Game & Simulation Programming	1
	8208340 Multi-User Game & Simulation Programming	1

Lake-Sumter State College

OPTION A. Earn *College Credit through Career Pathways* by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Computer Information Technology	COP 1000 Introduction to Programming	3
	COP 1220 Introduction to Programming in C	3
	COP 2800 Programming with Java	3
A.A. Degree	COP 1000 Introduction to Programming	3
	COP 1220 Introduction to Programming in C	3
	COP 2800 Programming with Java	3

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Lake County Schools Secondary Schools

Program of Study	Course Number and Name Lake County requires students to complete three	Credits
Marketing, Management & Entrepreneurial Principles	8827110 Marketing Essentials	1
	8827120 Marketing Applications	1
	8827130 Marketing Management	1
	8812000 Business Ownership	1

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OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Business Administration	GEB 1011 Introduction to Business	3
	MAR 2011 Principles of Marketing	3
*CCC in Business Management	GEB 1011 Introduction to Business	3
*CCC in Business Specialist		
*CCC in Business Operations		
A.A. Degree	GEB 1011 Introduction to Business	3
	MAR 2011 Principles of Marketing	3

OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3

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AS in Business Administration	INTUT002 Entrepreneurship and Small Business Certification	ENT 1000 Introduction to Entrepreneurship	3
		SBM 2000 Small Business Management	3
CCC in Business Management	INTUT002 Entrepreneurship and Small Business Certification	SBM 2000 Small Business Management	3

Lake County Schools Secondary Schools

Program of Study	Course Name	Credits
Promotional Enterprise	8207310 Digital Information Technology	1
	8217110 Custom Promotional Layout Design	1
	8217120 Promotional Design Management	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study * primary entry program	Course Number and Name	Credit Hours
*AS in Business Administration	CGS 1100 Business Computer Applications MAR 2011 Principles of Marketing ENT 1000 Introduction to Entrepreneurship	3 3 3
CCC Business Specialist		
CCC in Business Operations		
CCC in Business Management		
AS in Computer Information Technology	CGS 1100 Business Computer Applications	3
CCC in Cybersecurity		
CCC in Help Desk Support Technician		
CCC in Information Technology Analysis		
CCC in Information Technology Support Specialist		
CCC Internet of Things		
AS in Criminal Justice		
CCC in Criminal Justice Leadership		
AS in Health Services Management		

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CCC in Medical Office Management		
A.A. Degree	CGS 1100 Business Computer Applications MAR 2011 Principles of Marketing ENT 1000 Introduction to Entrepreneurship	3 3 3

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OPTION B. Earn College Credit through Industry Certification: Students obtaining the following industry certification(s) will be awarded credit in the specified program for the postsecondary course(s) listed below:

Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3
	MICRO017 Microsoft Office Specialist Master	CGS 1100 Business Computer Applications	3
AS in Business Administration	INTUT002 Entrepreneurship and Small Business Certification	ENT 1000 Introduction to Entrepreneurship	3
		SBM 2000 Small Business Management	3
CCC in Business Management	INTUT002 Entrepreneurship and Small Business Certification	SBM 2000 Small Business Management	3

Lake County Schools Secondary Schools

Program of Study	Course Name	Credits
Web Development OR Web Application Development and Programming	8207310 Digital Information Technology	1
	9001110 Foundations of Web Design	1
	9001120 User Interface Design	1
	9007210 Foundations of Programming	1
	9007220 Procedural Programming	1

Lake-Sumter State College

OPTION A. Earn College Credit through Career Pathways by taking and passing the LSSC common assessment (Credit by Exam):

Lake-Sumter Program of Study *primary entry program	Course Number and Name	Credit Hours
*AS in Computer Information Technology	CGS 1100 Business Computer Applications	3
	CGS 1820 Web Programming	3

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CCC in Cybersecurity	CGS 1100 Business Computer Applications	3
CCC in Help Desk Support Technician		
CCC in Information Technology Analysis		
CCC in Information Technology Support Specialist		
CCC in Internet of Things		
AS in Business Administration		
CCC in Business Management		
CCC in Business Operations		
CCC in Business Specialist		
AS in Criminal Justice		
CCC in Criminal Justice Leadership		
AS in Health Services Management		
CCC in Medical Office Management		
A.A. Degree	CGS 1100 Business Computer Applications CGS 1820 Web Programming	3 3

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Lake-Sumter Program of Study	Industry Certification	Course Number and Name	Credit Hours
All AS and CCC Programs listed in Option A	MICRO069 Microsoft Office Specialist (MOS) containing at least 3 of these 4 components: Word, Excel, PowerPoint, Access	CGS 1100 Business Computer Applications	3

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**APPENDIX B
Credit by Exam**

Background

High School graduates who have completed a high school Career and Technical Education (CTE) program and earned a Career Pathways Certificate may be eligible to receive college credits in specific LSSC Workforce programs such as an Associate in Science degree or College Credit Certificate. LSSC provides students with the opportunity to exempt specific courses by taking and passing an assessment. Students must complete a Request for Credit by Exam form and return it to the Learning Center by designated dates each semester detailed on the academic registration calendar. Students who pass the exams will receive credit for the course with a grade of S (Satisfactory).

Current Articulation Agreement with Lake County Schools:

1. **Eligible students must** take and pass the LSSC common assessment (Credit by Exam) for courses listed in the articulation agreement. The student must enroll and attend Lake-Sumter State College after high school graduation or as a Collegiate High School Early Admissions student in order to receive the credit earned by the LSSC common assessment (Credit by Exam). LSSC will award the credit up to 24 months from the time of high school graduation.
2. The LSSC common assessment (Credit by Exam) study guide, prepared by LSSC program faculty for each program area will be shared with high school faculty. The LSSC common assessment (Credit by Exam) may be written, portfolio, performance-based or a combination thereof. LSSC will provide high school faculty, upon written request, the opportunity to take the LSSC common assessment (Credit by Exam).
3. The student must present the Career Pathways Certificate of Completion verifying the successful completion of the technical courses, to LSSC's Workforce Development Office.
4. Student must complete a Request for Credit by Exam Form.
 - a. Form must be submitted to the Learning Center prior to exam.
 - b. Faculty gives test on dates determined by Testing Center.
5. Forms returned by faculty to Workforce office.
 - a. Forms sent to Registrar to enter grades.

Proposed Policy

In efforts to increase the number of students using Credit by Exam (CBE), Lake-Sumter State College (LSSC), in collaboration with the LSSC testing center and County schools, is seeking to improve their existing processes for implementing high school articulation agreements and the subsequent awarding of credit by Credit by Exam. This proposed policy will outline procedures in identifying Career Pathways students and reduce barriers to provide more students the opportunity to earn college credit at LSSC.

1. The high school student must have completed a Career Pathways (CP) program or be in their last CP course and have passed any CP courses with a C or better.

Lake County Schools will:

- Provide roster to LSSC listing all students classified as CP students with data (name, email, CP program, grades in CP classes, year in school, and any Industry Certifications earned).

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LSSC will:

- Provide letters to school district for CP teachers to distribute to qualified students.
 - Send emails to qualified students.
 - Registration form (Wufoo form) included in email.
 - Provide study guides to school districts.
 - Send roster of registered students to IT to create LSSC student ID number.
 - Send roster of registered students, with ID, to eLearning to enroll student in Canvas shell.
 - Send roster to testing center through Canvas (no later than 3 weeks before test date).
Students cannot be added after this date.
 - Track student information, testing data, and forms.
2. Testing, dates, and locations. No charge to student or schools per articulation agreement. Student will have opportunity to take CBE in fall and/or spring semester.

Lake County Schools will:

- Bus students to LSSC campus in Leesburg or South Lake depending on where student is taking exam.

LSSC will:

- Determine dates for testing in fall and spring (dates to be determined).
 - Provide testing at Leesburg testing center, 24 computers available.
 - Maximum of 24 students per testing date.
 - Provide testing at South Lake testing center, 24 computers available.
 - Maximum of 24 students per testing date.
 - Oversee student sign in at LSSC testing center.
 - Must present picture ID.
 - Must sign waiver for release of scores.
 - Provide proctors for exams.
 - Administer tests through Canvas.
 - Program Managers and instructors send written tests through Canvas and tests are auto scored.
 - Hands on tests given and graded by LSSC instructors.
 - Provide test scores - student must pass assessment with 70% or better.
3. Follow up with students upon completion of CBE tests.

LSSC will:

- Send letters to students to inform them of test results.
 - Send letters to passing students stating they received (X) number of credits, saving (X) amount of money once they are admitted to LSSC.
 - Flyer that informs them of how to receive credit.
 - Online Wufoo form to be completed by student.
4. Student graduates from high school and enrolls at LSSC in appropriate program of study.

LSSC will:

- Submit form to Registrar with list of eligible students and grades.

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5. Articulated credits will be applied to Associate in Science or college certificate program as applicable.
6. The student must apply for the postsecondary credit **within 24 months** after their high school graduation.