

Type of Agreement	Business Owner	Approver	Reviewer	Signatory
Academic MOUs w financial implications	Dean	CFO, COO, and VPAAED	Legal	CAO
Academic MOUs w/o financial implications	Dean or VPASQ	VPAAED	Legal	CAO
Alternative Programs/ Non-Credit Training	VPILD	VPAAED	Legal and VPASQ	CAO
Alumni Discounts	VPIA	CGAO	Legal	CGAO
Articulation Agreements	Dean or VP	VPAAED	Legal and VPASQ	CAO
Bonds and Insurance Applications	VP	CFO and COO	Legal	COO
Corporate Alliance Agreements	CPO	CGAO	Legal and VPASQ	CGAO
Community College Alliances	CPO	CGAO	Legal, VPAAED, and VPASQ	CGAO or SVP as appropriate
Consulting Services	VP, SVP, Dean	COO or Nonroutine EC	per Proc policy	AVP Proc
Data Sharing Agreements	VP	Sr. Director, Information Security	Legal, Data Protection Officer	CTO
Donations - Art, Cash, Property	Art Director or VP-IA	per Foundation Policies	per Foundation Policies	per Foundation Policies
Donations - Other	Development Ofc	COO or CGAO	Legal, Foundation	Pres of Fndtn
Easements	Facilities Mgmt	CFO and COO	Legal	President
Employment	CHRO	CHRO	Legal	CHRO or President
External Investigators/ Hearing Officers (employee)	CHRO	COO	Legal	President
External Investigators/ Hearing Officers (student)	Fair Practices Officer	COO	Legal	President
Faculty - Adjunct	Dean	CHRO, VPAAED, and CSAO if under Student Affairs	Legal, and VPAAED if faculty is under Student Affairs	Deans, CHRO, VPs, VPAAED, CAO, or CSAO
Faculty - Collegiate	CAO, VPAAED, or CSAO	CHRO; CSAO if under Student Affairs	Legal, and VPAAED if faculty is under Student Affairs	CAO or CSAO
Foundation Funded Contracts	VPIA	CGAO	Procurement, AVP, or Legal	SVP
Grants (non-Foundation)	Dean, Assoc Dean, or AVP	VPAAED, CFO, or VP Asia or Europe	Legal	CAO or GMO

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Int'l Programs	VPSMO	COO, CAO and GMO	Legal and VPASQ	SVP
IP Contracts	VP, SVP, Dean	COO	Legal	SVP
Leases, incl OS	Facilities Mgmt, GMO, or CSAO	CFO and COO	Legal and VPASQ	President
Facility Licenses, incl OS	Facilities Mgmt, GMO, or CSAO	CFO	Legal, Finance, and VPASQ	COO, GMO or CMO
Military Installation MOUs	VPSMO	CFO	Legal VPAAED, and VPASQ	GMO
Test Center Vendor Contracts & NTCs	VPSMO, VP-Europe or VP-Asia	GMO	Legal, CFO, and VPASQ	GMO, VPSMO, VP Europe or Asia
NDA - non-procurement with financial implications	VP or SVP	COO	Legal	VP or SVP
NDA - non-procurement w/o financial implications	VP or SVP	SVP	Legal	VP or SVP
NDA - procurements	Dean, Assoc Dean, Dept Chair, AVP, VP, or SVP	Procurement	Procurement	VP, SVP, or AVP Procurement
OER Licenses	Dean or Assoc Dean	VPAAED	Legal	CAO
Other (agreements that do not fit into a category or more than 1)	VP	SVP	Legal	SVP
Military w DoD Contracts	VP	COO and GMO	Legal	GMO, VP Europe or Asia
Procurement Contracts	Dean, Assoc Dean, Dept Chair, AVP, VP, or SVP	Per proc policy	Procurement	AVP Procurement
Production Location Releases	AVP Marketing	CMO	Legal	CMO
Regional Centers	VPAFO	CFO, COO and CMO	Legal and VPASQ	CSAO
Releases - Employee Participation	CHRO	n/a	Legal	Employee
Releases - Employee Separation	CHRO	n/a	Legal	COO
Releases - Student Participation	Dean	Dean	Legal	Student
Revenue Share Agreements	VP	COO, CAO or CGAO	Legal and CFO	SVP
Scholarships (External)	Foundation, Develop Ofc	Legal, CFO, and AVP Financial Aid	Legal, Foundation, AVP Financial Aid	COO, CGAO, or Foundation (USMF)

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Software Licenses	Dean, Assoc Dean, Dept Chair, AVP, VP, or SVP	Per Procurement Policies	Proc, Sr. Director, Information Security, VPAAED, or Legal	AVP Procurement
Software Licenses OS	VP Europe or Asia	n/a	Sr. Director, Information Security	VP Europe or Asia
Sponsorship Agreements incl OS	VP	CFO	Legal	SVP
Student Placements	VP or Dean	VPAAED	Legal and VPASQ	Student and CAO
Venture Agreements and other related entities	COO	CGAO or COO	Legal	President
Veteran Related Contracts	VPSMO	GMO	Legal	GMO

KEY	
CAO	Chief Academic Officer
CFO	Chief Financial Officer
CGAO	Chief Government Affairs and External Relations Officer
CHRO	Chief Human Resources Officer
CMO	Chief Marketing Officer
COO	Chief Operating Officer
CPO	Chief Partnerships Officer
CSAO	Chief Student Affairs Officer
CTO	Chief Transformation Officer
GMO	SVP, Global Military Operations
VPAAED	VP, Academic Affairs and Executive Dean
VPAFO	VP, Admissions and Field Operations
VPASQ	VP, Academic Services and Quality
VPIA	VP, Institutional Advancement
VPILD	VP, Integrative Learning Design
VPSMO	VP, Stateside Military Operations