



# ***Lower Merion School District***

## ***Dual Enrollment Program Information Packet***

Thank you for your interest in the Dual Enrollment Program! All current 10<sup>th</sup> and 11<sup>th</sup> grade students who attend Harriton or Lower Merion High School are welcome to take any of the four dual enrollment business courses. Below you will find information about the Dual Enrollment Program for the 2025 – 2026 school year.

The purpose of this information packet is to help guide your thinking around what it means to be a Dual Enrollment student and to help you make the best decision before joining the program. Consider carefully the philosophy of the LMSD Dual Enrollment Program and its expectations. Discuss the program with your parents, teachers, and school counselor.

The LMSD Dual Enrollment Program Coordinator will invite you to an informational meeting to learn more about the program. Before you register for the courses during course selection, please be sure that you have read and fully understand the documentation explaining the requirements and expectations of LMSD Dual Enrollment Program.

Please be sure to check your email frequently as that will be my primary means of communicating important information to you. I will communicate with students through their school email addresses.

If you have any questions, please do not hesitate to reach out.

Mrs. Lindsey Canuso  
Dual Enrollment Coordinator  
610-658-2007, [canusol@lmsd.org](mailto:canusol@lmsd.org)

## **Program Description**

Lower Merion School District has entered into a partnership with Gwynedd Mercy University as part of the District's commitment to provide juniors and seniors with opportunities for successful transition from high school to college. The Dual Enrollment Program is offered to Harriton and Lower Merion High School students. The program allows students to take up to four college courses and earn up to twelve college credits upon successful completion. These courses are taught in our buildings, during the regular school day, by LMSD teachers who have been approved as adjunct professors by the participating college/university.

The **suggested** course sequence is to take Introduction to Business Seminar and Principles of Marketing junior year and then Accounting and Principles of Management senior year. Exceptions to the suggested course sequence will be considered on a case by case basis. Students are required to pay all tuition and course fees once the course begins. The projected tuition for each course is \$400. The textbook fees vary per course, ranging from \$60 - \$175, depending on the course. There are no prerequisites for the Dual Enrollment Program.

## **Tuition Cost and Payment Schedule-**

(Tuition and textbook fees will be waived for students who qualify for free/reduced lunch. The proper paperwork must be completed and on file)

### **Year 1: Projected Tuition Cost: \$800 (6 college credits)**

- ***DE Introduction to Business Seminar: \$400 (3 college credits)***  
Tuition payment due date: September 2025 – Tuition has to be paid in full by the due date
- ***DE Principles of Marketing: \$400 (3 college credits)***  
Tuition payment due date: January 2026 – Tuition has to be paid in full by the due date

### **Year 2: Projected Tuition Cost: \$800 (6 college credits)**

- ***Accounting: \$400 (3 college credits)***  
Tuition payment due date: September 2025 – Tuition has to be paid in full by the due date
- ***Principles of Management: \$400 (3 college credits)***  
Tuition payment due date: January 2026 – Tuition has to be paid in full by the due date

## **Course Descriptions**

### **Course: DE Introduction to Business Seminar**

**Length/credit:** 1 semester - 0.5 credit (3 College Credits)

**Grade(s):** 11, 12

**Course Number:** 18090103

**School Term the Course(s) will be offered:** Semester 1

**Course Description:** This course explores the nature and scope of business, examines its component parts, and describes how business is organized and managed. It provides an integrated and balanced coverage of the foundations of business, economics, forms of business ownership, business ethics and social responsibility, human resource management, marketing and the role of accounting in business.

### **Course: DE Principles of Marketing**

**Length/credit:** 1 semester - 0.5 credit (3 College Credits)

**Grade(s):** 11, 12

**Course Number:** 18090303

**School Term the Course(s) will be offered:** Semester 2

**Course Description:** This course explores many of the essential principles of marketing. Topics include the marketing mix, strategic planning, consumer behavior, segmentation, targeting, positioning, marketing research, market intelligence, marketing communication, digital marketing, as well as customer satisfaction, loyalty and empowerment. Students will apply the concepts learned in class to create and present a comprehensive marketing analysis of an existing company of their choice.

### **Course: DE Accounting**

**Length/Credit:** 1 semester - 0.5 credit (3 College Credits)

**Grade(s):** 11, 12

**Course Number:** 18090203

**School Term the Course(s) will be offered:** Semester 1

**Course Description:** This course focuses on completing all steps of the accounting cycle for a business while following Generally Accepted Accounting Principles (GAAP). This includes understanding the accounting equation, analyzing transactions into debits and credits, journalizing, posting to a general ledger, cash control systems, preparation a worksheet with adjusting entries, preparation of financial statements (income statement, statement of owner's equity, balance sheet), recording closing entries and preparing a post closing trial balance.

### **Course: DE Principles of Management**

**Length/Credit:** 1 semester - 0.5 credit (3 College Credits)

**Course Number:** 18090403

**Grade(s):** 11, 12

**School Term the Course(s) will be offered:** Semester 2

**Course Description:** This course addresses the methods by which management can influence an organization. Topics include managing and performing, managerial decision making, external and internal organization environments and corporate culture, ethics, corporate responsibility and sustainability, strategic analysis and the strategic management process, organizational structure, human resource management, diversity in organizations and leadership. Students will expand their knowledge by conducting an extensive interview with a manager and sharing their findings with the class.

## Frequently Asked Questions

**1. Will the DE courses be offered at the high school during the regular school day?**

Yes, the LMSD Dual Enrollment courses are offered at both Harriton High School and Lower Merion High School during the regular school day.

**2. Who can apply?**

10<sup>th</sup> and 11<sup>th</sup> grade students attending Harriton High School or Lower Merion High School.

**3. Does it make sense to join the program if it is just for one school year?**

Yes, because in one year the Dual Enrollment Program will allow you to earn college credits.

**4. Will these credits transfer to other colleges?**

We cannot guarantee transferability to all colleges and universities. Students are strongly advised to consult with the institution of their choice to determine transferability of credits earned as a Dual Enrollment student.

**5. What are the fees associated with the program?**

The LMSD Dual Enrollment courses are offered at a discounted tuition/fee rate of \$400 per course. Students/families will be responsible for the cost of the textbook and materials for each course. Lower Merion School District will provide assistance to students who qualify for Free and Reduced Lunch.

**6. Is it possible to participate in both the IB and Dual Enrollment Program?**

The IB Program takes seven of the eight sets, so the remaining set can be used for whatever course the student would like, subject to whether or not it can be scheduled. If the Dual Enrollment course is offered when the student has his/her free period, then he/she will be able to be a part of both programs.

**7. How much work will there be in the Dual Enrollment Program?**

These are college level courses, so they are likely to require a bit more work than a typical Honors or AP course.

**8. Will the DE courses count towards a student's GPA?**

DE courses will count in the GPA and will be weighted the same as AP/IB courses