

ARTICULATION AGREEMENT

Between the

**Associate in Science Degree: Business
Management
Business Management Option**

of

Northern Essex Community College

and the

UNIVERSITY OF MASSACHUSETTS LOWELL

March 2014

This articulation agreement has been established between Northern Essex Community College and the University of Massachusetts Lowell, Manning School of Business. This agreement was developed with the intent of facilitating the transfer process from Northern Essex Community College (NECC) to the University of Massachusetts Lowell. These agreements will serve as a guideline for those who desire to transfer from NECC into the Bachelor of Science in Business Administration with a Management concentration the University of Massachusetts Lowell.

Students completing the AS Business Management -Management degree program at Northern Essex Community College, in accordance with the minimum standards as set in this agreement by the Manning School of Business at the University of Massachusetts Lowell, will be admitted to that College at the University of Massachusetts Lowell as juniors. Such students will qualify for all the benefits of the Mass Transfer Program. Students who do not meet the aforementioned minimum standards will be considered for admission to the University of Massachusetts Lowell on a case-by-case basis.

OBJECTIVES:

1. To encourage the transfer of qualified students from Northern Essex Community College to the University of Massachusetts Lowell.
2. To award academic credit for courses completed at Northern Essex Community College that meet the terms of the AS Business Management degree as stated in this agreement for transfer to the Bachelor of Science in Business Administration Degree at the University of Massachusetts Lowell.
3. To provide effective and concise guidelines for students seeking to transfer to the University of Massachusetts Lowell. Students will have accurate and clear information regarding the transfer of their coursework from NECC to the Bachelor's Degree at the University of Massachusetts Lowell.

TERMS OF THE TRANSFER ARTICULATION AGREEMENT:

1. The University of Massachusetts Lowell guarantees the acceptance of students who complete the AS Business Management degree program at Northern Essex Community College with an overall GPA of 2.5 or higher to the Bachelor of Science in Business Administration.
2. The University of Massachusetts Lowell guarantees the transfer of credit as stipulated in the attached Programs of Studies. This agreement assumes the completion of the Associate Degree and completion of the courses listed on the attached Program of Study. The University of Massachusetts Lowell may accept courses taken beyond the Associate Degree (60 credits); however, students are encouraged to contact the transfer advisor at the University of Massachusetts Lowell for approval.
3. Northern Essex Community College transfer students will be subject to all general education requirements of the University of Massachusetts Lowell as set forth in the University of Massachusetts Lowell catalog. Students meeting the requirement of the Mass Transfer Block will be exempt from 35 credits of University general education requirements, but will be required to meet any specific Manning School of Business general education requirements. Meeting the Mass Transfer Block requires AS Business Management degree students

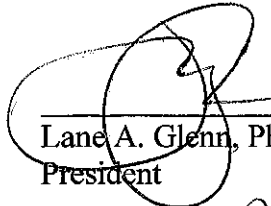
to take 3 additional credit hours in Behavioral and Social Science and 6 additional credit hours in Humanities and Fine Arts, beyond the requirements of the AS Management Science Degree.

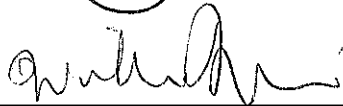
4. This document is based upon the evaluation of course descriptions presented to the University of Massachusetts Lowell. Courses as listed in this agreement will transfer to the University of Massachusetts Lowell provided a grade of "C-" or higher has been earned. When appropriate, the requirements of the Mass Transfer Block will be honored.
5. Northern Essex Community College students interested in participating in this agreement should be advised to take the suggested liberal arts courses. These courses are required at the University of Massachusetts Lowell and students are advised to complete them as part of their Associate Degree.


This agreement shall remain in effect for a period of three years from the date listed below, with the provision that the terms specified herein will continue to apply to students admitted from Northern Essex Community College's AS Business Management degree within one year of the expiration of the agreement. Each institution agrees to provide timely notice to the other in the event of any modification to the curriculum that might affect compatibility for admission and transfer of coursework. This agreement may be subject to change, with notification, if curriculum requirements change at either institution. Students admitted to the Northern Essex Community College's AS Business Management degree program prior to such notification shall be admitted to the University of Massachusetts Lowell on the basis of this agreement. This agreement is conditional upon the Business Department maintaining its' program approval from the Massachusetts Board of Higher Education.

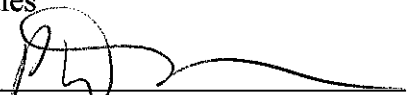
Signatures

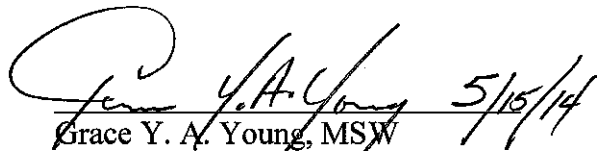
Northern Essex Community College


5/16/14
Lane A. Glenn, Ph. D
President


William Heineman, Ed D.
Vice President, Academic Affairs and
Enrollment Services

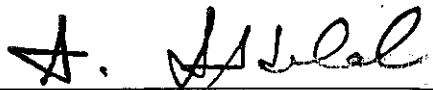

Charles Phair, MBA
Dean, Technology, Arts and Professional
Studies

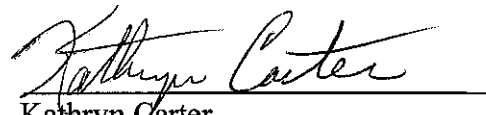

Patricia Morrow, MSM
Department Chair, Business Programs

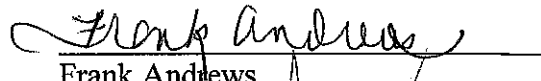

5/15/14
Grace Y. A. Young, MSW
Dean, Academic Support Services,
Articulation and Transfer

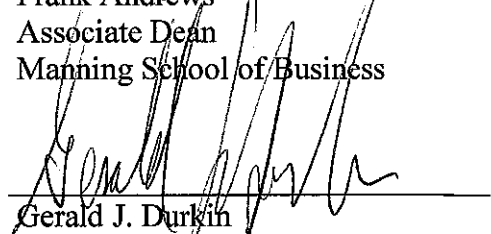
University of Massachusetts Lowell


Martin T. Meehan
Chancellor


Ahmed Abdelal, Ph.D.
Provost


Kathryn Carter
Dean
Manning School of Business


Frank Andrews
Associate Dean
Manning School of Business


Gerald J. Durkin
Associate Dean of Enrollment
Director of Transfer Admissions

UMass Lowell Transfer Agreement

Northern Essex Community College (NECC) – **Business Transfer Option**
 UMass Lowell (UML) – Manning School of Business – Bachelor of Science in
 Business Administration

Concentrations in **Accounting, Entrepreneurship, Finance, International
 Business, Management, Management Information Systems, Marketing and
 Supply Chain Management**

NECC Course Requirements

UMass Lowell Equivalent

ACC 101 Intro Accounting I	3	60.199 Accounting 100 Elective	ACCT.199	3
ACC 101 Intro Accounting II	3	60.201 Accounting/Financial	ACCT.201	3
ACC 203 Managerial Accounting	3	60.202 Accounting/Managerial	ACCT.202	3
BUS 101 Intro Business	3	MGT 150 Introduction to Business	MGMT.150	3
CIS 112 & CIS 113	6	63.201 MIS	MIST.201	3
ECO 201 Micro Economics	3	49.201 Economics I (Micro)		3
ECO 202 Macro Economics	3	49.202 Economics II (Macro)		3
ENG 101 English Comp I	3	42.101 College Writing I		3
ENG 102 English Comp II	3	42.102 College Writing II		3
PSY 101 Intro Psychology	3	47.101 Intro to Psychology		3
SOC 101 Intro Sociology	3	48.101 Intro to Sociology		3
ENG 101 English Composition I	3	42.101 College Writing I		3
ENG 102 English Composition II	3	42.102 College Writing II		3
PSY 101 Intro to Psychology	3	47.101 General Psychology		3
SOC 101 Intro Sociology	3	48.101 Intro to Sociology		3
MAT 120 College Algebra OR MAT 130 College Algebra & Trigonometry)	3/4	92.121 Management Pre-calculus		3
MAT 125 Statistics	4	92.283 Intro Statistics		3
Business Elective Strongly recommended: MKT 210 Principles of Marketing	3	62.201 Marketing Principles	MKTG.201	3
Communication Elective COM 111 Public Speaking OR COM 112 Interpersonal Communication	3	42.199 English 100 elective OR 42.222 Oral Communication		3
Fine Arts or Humanities Elective (from list)	3	Arts and Humanities Elective		3
Fine Arts or Humanities Elective (from list)	3	Arts and Humanities Elective		3
Science Elective	4	Natural Science		4
Science Elective	4	Natural Science		4
Free Elective UMASS Lowell recommends: MAT 171 Calculus for Bus/Soc/LS NOT CIS 110 transfers to the Evening School ONLY	3/4	92.122 Management Calculus		3

Notes:

- Students should be strongly advised to meet the “MASS Transfer Block” in addition to graduating with this Associate Degree +
- In the column next to the course names at UML appear the new course prefixes and numbers effective on September 26, 2014
- Students should also take **all three MATH courses** if possible: MAT 120 or MAT 130 and MAT 125 and MAT 171-These are **ALL Required** in the Manning School of Business at UML.

+MASSTRANSFER BLOCK

Credits	Subject Areas	Notes
9	Behavioral and social sciences	Courses may be in either subject area.
9	Humanities and fine arts	Courses may be in either subject area.
7	Natural or physical science	Must include at least one course with a lab. UMASS Lowell requires two Lab sciences
6	English composition/writing	
3	Mathematics/quantitative reasoning	

Recommended List (Not Exhaustive)

BUSINESS

Marketing course: MKT 210 Marketing Principles - 62.201 Marketing Principles (MKTG.201)
 BUS 105 Managerial Business Communication - 66.210 Professional Comm (MGMT.210)

FINE ARTS & HUMANITIES

4) Arts and Humanities Electives: Approved ART or Theatre Electives

LIT 201 American Literature I	42.294 Hist of Amer Lit
LIT 203 African American Literature	42.299 Literature Gen Ed
LIT 213 Shakespeare	42.267 Intro to Shakespeare
LIT 221 Western Literature I	42.201 Gr. Books Antiquity
LIT 223 The Bible as Literature	42.250 Bible as Lit
LIT 262 Literature: Poetry	42.211 Poetry
LIT 263 Literature: The Short Story	42.212 Short Story
LIT 264 Literature: The Novel	42.202 Great Books Modern
PHI 101 Intro Philosophy	45.201 Intro to Philosophy
PHI 110 Intro to Ethics	45.203 Intro to Ethics

MATH

Mathematics electives:

Take the one that was not taken in the Associate Degree

MAT 120 College Algebra Or	
MAT 130 College Algebra & Trig	92.121 Management precalc
MAT 171 Calculus I for Bus/Soc/Life Sci	92.122 Management Calc
MAT 125 Statistics	92.283 Intro to Statistics