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

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

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

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

### MASS Transfer Block

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

#### 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
- LIT 203  African American Literature
- LIT 213  Shakespeare
- LIT 221  Western Literature I
- LIT 223  The Bible as Literature
- LIT 262  Literature: Poetry
- LIT 263  Literature: The Short Story
- LIT 264  Literature: The Novel
- PHI 101  Intro Philosophy
- PHI 110  Intro to Ethics

- 42.294  Hist of Amer Lit
- 42.299  Literature Gen Ed
- 42.267  Intro to Shakespeare
- 42.201  Gr. Books. Antiquity
- 42.250  Bible as Lit
- 42.211  Poetry
- 42.212  Short Story
- 42.202  Great Books Modern
- 45.201  Intro to Philosophy
- 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
- MAT 171  Calculus I for Bus/Soc/Life Sci
- MAT 125  Statistics
- 92.121  Management Precalc
- 92.122  Management Calc
- 92.283  Intro to Statistics