ARTICULATION AGREEMENT

Between the

BUSINESS MANAGEMENT CURRICULUM

Of

NORTHERN ESSEX COMMUNITY COLLEGE

And the

UNIVERSITY OF MASSACHUSETTS LOWELL
MANNING SCHOOL OF BUSINESS
Online and Continuing Education Program

Fall 2014
This articulation agreement has been established between Northern Essex Community College and the University of Massachusetts Lowell, Manning School of Business-Online and Continuing Education. 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 Management program at the University of Massachusetts Lowell.

Students completing the AS Business Management program at Northern Essex Community College, in accordance with the minimum standards as set in this agreement by the Manning School of Business-Online and Continuing Education at the University of Massachusetts Lowell, will be admitted to that College at the University of Massachusetts Lowell as juniors. Such students may qualify for limited benefits of the Mass Transfer Block, as long as students meet the Mass Transfer Block requirements by taking the appropriate additional courses. NECC Business Management Curriculum does not fully meet the requirements of the Mass Transfer Block. 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 Online and Continuing Education Program.
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 Study. 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 Online and Continuing Education 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. The MassTransfer Block will be applied, when applicable, toward the fulfilling UMASS Lowell’s general education requirements. Northern Essex Community College transfer students who do not meet the Associate Degree requirement and the requirements of the Mass Transfer Block will be subject to all General education requirements of the University of Massachusetts Lowell catalog. Transfer students who meet the requirements of the Mass Transfer Block can be required to take up to two additional general education courses. In addition students meeting the requirement of the Mass Transfer Block will be required to meet any specific Manning School of Business general education requirements.

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-Online and Continuing Education Division 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

Scott Latham, Ph.D
Interim Dean
Manning School of Business

Frank Andrews
Associate Dean

Pauline Carroll
Senior Executive Director, Academic and Administrative Services

Gerald Durkin
Associate Dean of Enrollment and Director of Transfer Admissions
<table>
<thead>
<tr>
<th>NECC Course Requirements</th>
<th>UMass Lowell Equivalent</th>
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<tbody>
<tr>
<td><strong>AS in Business Management</strong> (Management)</td>
<td><strong>BS in Business Administration</strong></td>
</tr>
<tr>
<td>ACC 101 Intro Accounting I</td>
<td>60.199 Accounting 100 Elective</td>
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<tr>
<td>ACC 101 Intro Accounting II</td>
<td>60.201 Accounting/Financial</td>
</tr>
<tr>
<td>BUS 101 Intro Business</td>
<td>66.150 Introduction to Business</td>
</tr>
<tr>
<td>BUS 102 Intro Entrepreneurship</td>
<td>66.199 Management 100 Elective</td>
</tr>
<tr>
<td>BUS 211 Business Law I</td>
<td>41.262 Business Law</td>
</tr>
<tr>
<td>CIS 110 Computer Applications</td>
<td>90.202 Microsoft Office</td>
</tr>
<tr>
<td><strong>CIS 112 Integrated Computer Apps</strong></td>
<td><strong>AND</strong></td>
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<tr>
<td><strong>CIS 113 Data Management Apps</strong></td>
<td></td>
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<tr>
<td>ENG 101 English Comp I</td>
<td>42.101 College Writing I</td>
</tr>
<tr>
<td>ENG 102 English Comp II</td>
<td>42.102 College Writing II</td>
</tr>
<tr>
<td>FIN 201 Business Finance</td>
<td>61.199 Finance 100 Elective</td>
</tr>
<tr>
<td>MGT 201 Principles of Management</td>
<td>69.199 Principles of Management</td>
</tr>
<tr>
<td>MKT 210 Principles of Marketing</td>
<td>62.201 Marketing Principles</td>
</tr>
<tr>
<td>PSY 101 Intro Psychology</td>
<td>47.101 Intro to Psychology</td>
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<tr>
<td>SOC 101 Intro Sociology</td>
<td>48.101 Intro to Sociology</td>
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<tr>
<td><strong>MAT 120 College Algebra</strong> <strong>OR</strong></td>
<td></td>
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<tr>
<td><strong>MAT 130 College Algebra &amp; Trig</strong></td>
<td>92.121 Management Pre-calculus</td>
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<tr>
<td>MAT 125 Statistics</td>
<td>92.283 Intro Statistics</td>
</tr>
<tr>
<td><strong>Business Elective</strong> <strong>Strongly recommended:</strong> MKT 210 Principles of Marketing</td>
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<tr>
<td>Communication Elective</td>
<td>62.201 Marketing Principles</td>
</tr>
<tr>
<td><strong>COM 111 Public Speaking OR</strong></td>
<td><strong>COM 112 Interpersonal Communication</strong></td>
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<tr>
<td><strong>Economics Elective</strong> <strong>Strongly recommended:</strong></td>
<td><strong>ECO 201 Micro Economics OR</strong></td>
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<tr>
<td><strong>ECO 202 Macro Economics</strong></td>
<td>49.201 Economics I (Microeconomics)</td>
</tr>
<tr>
<td><strong>Science Elective</strong></td>
<td>49.202 Economics II (Macroeconomics)</td>
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<tr>
<td>Free Elective</td>
<td>Natural Science</td>
</tr>
<tr>
<td><strong>Strongly recommended:</strong> MAT 171 Calculus for Bus/Soc/LS</td>
<td>92.122 Management Calculus</td>
</tr>
</tbody>
</table>

NOTE: Students should be strongly advised to meet the “MASS Transfer Block” in addition to graduating with this Associate Degree. + 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. 

*** See Attachment for additional course recommendation***
+ MASTRANSFER BLOCK

<table>
<thead>
<tr>
<th>Credits</th>
<th>Subject Areas</th>
<th>Notes</th>
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<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>
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<tr>
<td>7</td>
<td>Natural or physical science</td>
<td>Must include at least one course with a lab.</td>
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<tr>
<td>6</td>
<td>English composition/writing</td>
<td>UMASS Lowell requires two Lab sciences</td>
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<tr>
<td>3</td>
<td>Mathematics/quantitative reasoning</td>
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***Additional Courses needed***
Recommended List (Not Exhaustive)

**BUSINESS**
4) Business elective:
   ACC 203 Managerial Accounting 60.202 Accounting/Managerial
   BUS 105 Managerial Business Com 62.210 Professional Comm

**SOCIAL SCIENCES**
1) Economics
   Whichever was not taken in Associate Degree
   ECO 201 Micro Economics 49.201 Economics I
   ECO 202 Macro Economics 49.202 Economics II

2) History elective:
   HIS 111 Western Civilization I or 43.105 West Civ I
   HIS 112 The Modern World 43.106 The Modern World

3) Political Science elective:
   GOV 101 Intro to Amer. Politics 46.101 Intro Amer Politics
   GOV 102 Intro to Political Science 46.101 (same as above)

**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**
5) 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

6) Science Elective: Take Any 4 credit Science Elective (must transfer as a science course)

7) Additional Science or Tech Elective to meet General Educational Requirement
   Take any additional 3 credit science course or Technology course