

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:

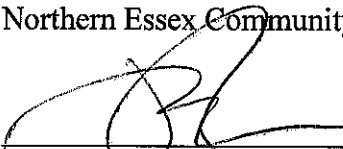
1. The University of Massachusetts Lowell guarantees the acceptance of students who complete the AS Business Management degree program at Northern Essex Community College with an overall GPA of 2.5 or higher to the Bachelor of Science in Business Administration.
2. The University of Massachusetts Lowell 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 *Mass Transfer 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

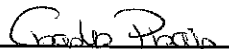
Northern Essex Community College



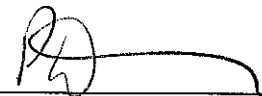
Lane A. Glenn, Ph. D
President



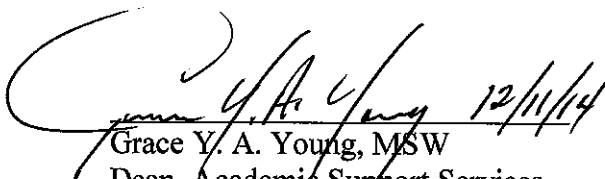
William Heineman Ed D.
Vice President, Academic Affairs and
Enrollment Services



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

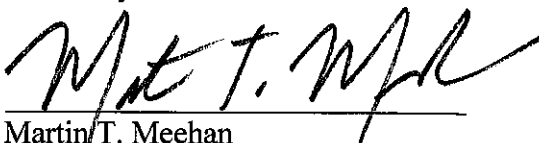


Patricia Morrow, MSM
Department Chair, Business Programs

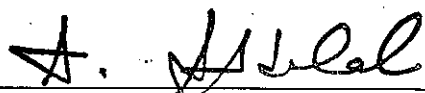


Grace Y. A. Young, MSW
Dean, Academic Support Services,
Articulation, and Transfer

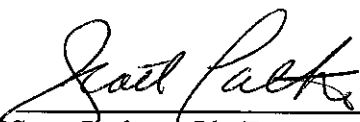
University of Massachusetts Lowell




Martin T. Meehan
Chancellor



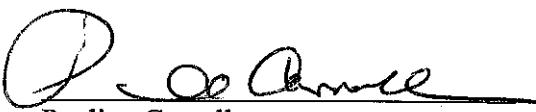
Ahmed Abdelal, Ph. D
Provost




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

NECC Course Requirements
AS in Business Management
(Management)

UMass Lowell Equivalent
BS in Business Administration

ACC 101 Intro Accounting I	3	60.199 Accounting 100 Elective	3
ACC 101 Intro Accounting II	3	60.201 Accounting/Financial	3
BUS 101 Intro Business	3	66.150 Introduction to Business	3
BUS 102 Intro Entrepreneurship	3	66.199 Management 100 Elective	3
BUS 211 Business Law I	3	41.262 Business Law	3
CIS 110 Computer Applications	3	90.202 Microsoft Office	3
CIS 112 Integrated Computer Apps	4	63.201 Business Information Systems	3
AND			
CIS 113 Data Management Apps	4		
ENG 101 English Comp I	3	42.101 College Writing I	3
ENG 102 English Comp II	3	42.102 College Writing II	3
FIN 201 Business Finance	3	61.199 Finance 100 Elective	3
MGT201 Principles of Management	3	69.199 Principles of Management	3
MKT 210 Principles of Marketing	3	62.201 Marketing Principles	3
PSY 101 Intro Psychology	3	47.101 Intro to Psychology	3
SOC 101 Intro Sociology	3	48.101 Intro to Sociology	3
MAT 120 College Algebra	3/4	92.121 Management Pre-calculus	3
OR			
MAT 130 College Algebra & Trig)			
MAT 125 Statistics	4	92.283 Intro Statistics	3
Business Elective	3	62.201 Marketing Principles	3
Strongly recommended: MKT 210 Principles of Marketing			
Communication Elective	3	42.199 English 100 elective OR 42.222 Oral Communication	3
COM 111 Public Speaking OR COM 112 Interpersonal Communication			
Economics Elective	3	49.201 Economics I (Microeconomics) 49.202 Economics II (Macroeconomics)	3
Strongly recommended:			
ECO 201 Micro Economics OR ECO 202 Macro Economics			
Science Elective	4	Natural Science	4
Free Elective	3/4	92.122 Management Calculus	3
Strongly recommended: MAT 171 Calculus for Bus/Soc/LS			

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***

+ 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	

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