

# Articulation Agreement

## Southern New Hampshire University and Northern Essex Community College

### I. PURPOSE

Southern New Hampshire University (SNHU) and Northern Essex Community College (NECC), in the spirit of academic cooperation, and in order to facilitate the transfer of graduates of NECC to SNHU, hereby do enter into an academic articulation agreement. Successful implementation of the Agreement is dependent upon communication of its content to all involved participants and the assumption of responsibility by both institutions for such communications.

The purpose of this Articulation Agreement is to acknowledge that, following completion of an associate's degree in the student's program of choice at Northern Essex Community College, students may transfer all the credits from the degree(s) outlined below to a Southern New Hampshire University bachelor's undergraduate degree program that coincides with their associate's degree so long as the following criteria are met.

This Articulation Agreement, made this 14<sup>th</sup> day of November, 2013, by and between Southern New Hampshire University and Northern Essex Community College is as follows:

### II. TRANSFER PATHWAY(S)

1. SNHU welcomes students who wish to transfer from NECC. To be eligible for all benefits of this agreement, the student must submit proof of having been awarded an associate's degree from Northern Essex Community College in the form of an official transcript from Northern Essex Community College.
2. Based on the course equivalency tables attached, SNHU guarantees transferability of all credits outlined in the following NECC associate's degrees to their corresponding SNHU bachelor's degrees:

#### **AS Business Management to School of Business 4-Year Bachelor's Degrees AS Business Transfer to School of Business 4-Year Bachelor's Degrees**

School of Business 4-Year Bachelor's Degrees includes the following programs:

BS Accounting Finance	BS Hospitality Business
BS Business Administration	BS International Business
BS Business Studies	BS Marketing
BA Computer Information Technology	BS Operations and Project Management
BS Computer Information Technology	BS Retail Management
BS Fashion Merchandising & Management	BS Social Entrepreneurship
BS Finance/Economics	BS Sport Management

3. As SNHU and NECC are regionally accredited, all academic course work in which a student has earned a grade of "C-" or higher is fully transferable based on the attached course equivalents. Students transferring with 60 or more credits are granted junior status, and no more than 90 credits will be accepted in transfer to a bachelor's degree program.

4. Credits used to complete requirements for a Northern Essex Community College associate's degree may not be applied a second time toward courses in the bachelor's degree if it is included in the transfer of credit as part of this agreement.
5. Students transferring from NECC may enroll at SNHU as full or part time students. The majority of SNHU's bachelor's programs are offered both on campus and online.
6. Military students enrolling at SNHU can transfer up to 90 hours for a bachelor's with unlimited CLEP, DANTES and Excelsior credits--providing students meet residency requirements.

### III. TERMS

1. Southern New Hampshire University agrees to provide NECC upon request, on official letterhead, an update of student enrollment and academic progress, to include general data on how many students have transferred to Southern New Hampshire University, completed at least three terms and are making satisfactory academic progress through their program (as defined in the SNHU catalog).
2. This Agreement is effective as of the date of the fully executed document, and shall continue until terminated. Both parties must approve amendments to the Agreement in writing. Either party may terminate the Agreement without cause upon 90 days written notice to the other party. Notwithstanding the foregoing, either party may terminate the Agreement immediately in the event that participation under the Agreement may give rise to a violation of any requirement of federal or state law or regulation or the requirements of any accrediting agency having jurisdiction.
3. Admission criteria, academic requirements, and other admission requirements will be subject to the applicable Catalog at the time of the students' admission to their desired SNHU bachelor's program.
4. The parties grant to each other a non-exclusive, non-transferable license to use each other's trademarks and servicemarks in furtherance of the articulation coordination detailed herein or in a manner solely for the purpose of identifying and communicating the existence of the relationship to Northern Essex Community College students and alumni. Use of trademarks, servicemarks and logos will comply with use policies of the originating institution. The parties shall discontinue the use of the licensed marks and return any and all files and materials containing the licensed marks supplied by the owner at termination or expiration of the Agreement. Neither party grants to the other any interest in the other party's trademarks. Should either originating institution request, in writing, that a particular use of the originating institution's trademarks and/or servicemarks be discontinued, the non-originating institution shall cease and desist such use of the trademarks and/or servicemarks.
5. NECC agrees to regularly communicate information regarding this articulation arrangement to its students via email on behalf of SNHU (reasonable costs to be incurred by SNHU) and to host SNHU representatives on campus for recruitment activities during the academic year.
6. The parties hereto will have the relationship of independent contractors for all purposes. Each will have complete control over its own performance and the details for accomplishing its own obligations under this Agreement. In no event will the agents, representatives or employees of one party be deemed to be agents, representatives or employees of the other.
7. This Agreement may be executed by a duly authorized representative of each party, either by electronic or facsimile transmission, each of which will be considered an original.

8. This Articulation Agreement is based on the current curriculum of both educational institutions. Each institution is responsible for notifying the other of any substantive changes to the curriculum. This agreement shall be reviewed by both institutions every four years.
9. The official, signed document, stamped "ORIGINAL" is to be filed in the VPAA office, and signed copies will be distributed to appropriate parties.

#### **IV. CONTACTS FOR COORDINATION:**

All notices and other communications required hereunder by either party to the other shall be in writing, addressed as follows:

If to Southern New Hampshire University:

Julie Callahan, Director, Transfer Recruitment and Articulation  
Southern New Hampshire University  
2500 North River Road  
Manchester, NH 03106  
[j.callahan@snhu.edu](mailto:j.callahan@snhu.edu)  
603.645.9687

If to Northern Essex Community College:

Grace Young, Dean, Academic Support Services, Articulation and Transfer  
Northern Essex Community College  
100 Elliott Street  
Haverhill, MA 01830  
[gyoung@necc.mass.edu](mailto:gyoung@necc.mass.edu)  
978.556.3449

or to such other persons or places as either party may from time to time designate by written notice to the other.

**DATE: November 14, 2013**

**APPROVALS:**

---

Dr. Paul J. LeBlanc  
President  
Southern New Hampshire University

---

Dr. Lane Glenn  
President  
Northern Essex Community College

---

Dr. Patricia A. Lynott  
Provost, Sr. VP of Academic Affairs  
Southern New Hampshire University

---

Dr. William Heineman  
Vice President of Academic Affairs and Enrollment Services  
Northern Essex Community College

---

Karen Erickson  
Dean, School of Arts and Sciences  
Southern New Hampshire University

---

Charles Phair  
Dean, Technology, Arts, and Professional Studies  
Northern Essex Community College

---

Patricia Morrow  
Chair, Business Department  
Northern Essex Community College

---

Julie Callahan  
Director, Transfer Recruitment and Articulation  
Manager of Agreement  
Southern New Hampshire University

---

Grace Young  
Dean, Academic Support Services, Articulation and Transfer  
Articulation Liaison  
Northern Essex Community College

## Transfer Pathway

**Northern Essex Community College AS Business Management**  
**to**  
**SNHU School of Business 4-Year Bachelor Degrees\*\* – ON CAMPUS GUIDE (Day School)**

Northern Essex Community College AS in Business Management Courses:	Southern New Hampshire University School of Business 4-Year Bachelor Degrees** Equivalencies:		
<b>General Education Requirements</b>			
ENG101 English Composition I	3      ENG-120 College Composition I		
ENG102 English Composition II	3      ENG-200 Sophomore Seminar		
Math Elective: <i>Choose</i> MAT125 Statistics	4*      MAT-240 Applied Statistics		
Free Elective: <i>Choose</i> ECO201 Micro Economics	3      ECO-201 Microeconomics		
PSY101 Introduction to Psychology	3      PSY-108 Introduction to Psychology		
Mathematics Elective	4*      Mathematics Elective		
CIS110 Computer Applications	3      Information Technology Elective		
Communications Elective	3      Communications Elective		
Science Elective: <i>Recommend a 3-credit course</i>	3      Science Elective		
SOC101 Introduction to Sociology	3      SOC-112 Introduction to Sociology		
<b>School of Business Core Requirements</b>			
ACC101 Introductory Accounting I	3      ACC-201 Financial Accounting ( <i>ACC-105</i> )		
MKT210 Principles of Marketing	3      MKT-113 Introduction to Marketing ( <i>MKT-105</i> )		
Economics Elective: <i>Choose</i> ECO202 Macro Economics	3      ECO-202 Macroeconomics ( <i>ECO-205</i> )		
BUS211 Business Law I	3      BUS-206 Business Law I ( <i>BUS-205</i> )		
FIN201 Business Finance	3      FIN-320 Principles of Finance ( <i>FIN-305</i> )		
Business Elective: <i>Choose</i> ACC203 Managerial Accounting	3      ACC-202 Managerial Accounting ( <i>ACC-205</i> )		
<b>Other Program Requirements: Fulfills Major Requirements or Free Electives</b>			
MGT201 Principles of Management	3      OL-215 Principles of Management		
BUS101 Introduction to Business	3      OL-110 Introduction to Business		
BUS102 Introduction to Entrepreneurship	3      OL-320 Entrepreneurship		
ACC102 Introductory Accounting II	3      Accounting Elective		
Additional Credits from 4-credit courses* ( <i>= 2 credits</i> )	*      Electives in corresponding discipline		
<b>The following Academic Waivers will be granted:</b>			
SB-100 Integration & Application of Business I			
SB-105 Integration & Application of Business II			
<b>Total Credits</b>	<b>62</b>	<b>Total Credits Transferred to SNHU</b>	<b>62</b>

\* 4-credit courses leave students with an additional 1-credit per course that will be transferred as an elective in corresponding discipline.

\*\*To include: BS Accounting Finance, BS Business Administration, BS Business Studies, BS Computer Information Technology, BA Computer Information Technology, BS Economics/Finance, BS Fashion Merchandising & Management, BS International Business, BS Marketing, BS Operations & Project Management, and BS Sport Management.

This guide excludes the following: BS Accounting, BS Accounting & Information Systems, BS Hospitality Business, BAS Hospitality Management, and BS Technical Management.

*This document is based upon the current 2016-2017 curriculum at both institutions. Courses and requirements are subject to change.*

## Transfer Pathway

### School of Business 4-Year Bachelor Degrees – **ON CAMPUS GUIDE (Day School)**

#### Courses to be taken at SNHU:

<b>General Education Requirements</b>	
SNHU Experience	3
Fine Arts and Humanities Electives	6
Integration Cluster ( <i>Diversity or Global Society Cluster</i> )	6
<b>School of Business Core Requirements</b>	
OL-105 Foundations of Management	2
INT-105 International Business	1
IT-105 Business Information Technology	1
QSO-205 Business Operations Management	2
SB-205 Integration & Application III	2
OL-421 Strategic Management Policy	3
SB-405 Integration & Application IV	2
INT/IT-203 Information Technology & Globalization	1
<b>Remaining Major/Free Elective credits to complete</b>	<b>29</b>
<b>Credits taken at SNHU</b>	<b>58</b>
<b>Total Credits in SNHU Bachelor Degree</b>	<b>120</b>

---

SNHU accepts up to 90 credits towards a bachelor degree. For specific course recommendations or additional information please contact **Monique Almeida** at [m.almeida@snhu.edu](mailto:m.almeida@snhu.edu) or 603-645-9687.