

ARTICULATION AGREEMENT

Between the

BUSINESS TRANSFER CURRICULUM

Of

NORTHERN ESSEX COMMUNITY COLLEGE

And the

**UNIVERSITY OF MASSACHUSETTS LOWELL
MANNING SCHOOL OF BUSINESS**

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 Management program at the University of Massachusetts Lowell.

Students completing the AS Business Transfer 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 Transfer 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 Transfer 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 34 credits of University general education requirements, but 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.

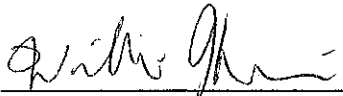
This agreement shall remain in effect for a period of three years from the date listed below, with the provision that the terms specified herein will continue to apply to students admitted from Northern Essex Community College's AS Business Transfer degree within one year of the expiration of the agreement. 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 Transfer 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.

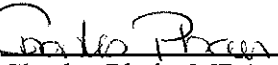
Signatures

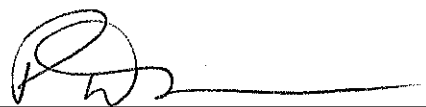
Northern Essex Community College

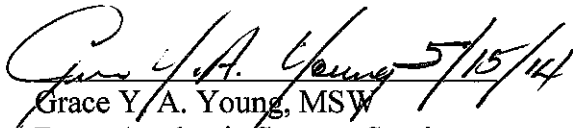

Lane A. Glenn, Ph. D
President

5/16/14



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

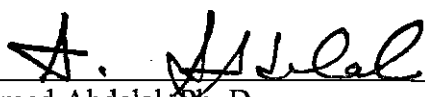

Charles Phair, MBA
Dean, Technology, Arts
and Professional Studies

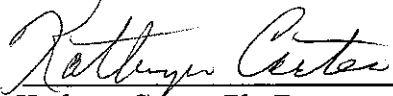

Patricia Morrow, MSM
Department Chair, Business Programs


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

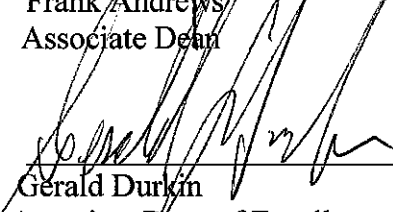
University of Massachusetts Lowell


Martin T. Meehan
Chancellor


Ahmed Abdelal, Ph. D
Provost


Kathryn Carter, Ph. D
Dean
Manning School of Business


Frank Andrews
Associate Dean


Gerald Durkin
Associate Dean of Enrollment and
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