

**ARTICULATION AGREEMENT**

**Between the**

**BUSINESS TRANSFER CURRICULUM**

**Of**

**NORTHERN ESSEX COMMUNITY COLLEGE**

**And the**

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

**Fall 2018**

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 Linked 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.

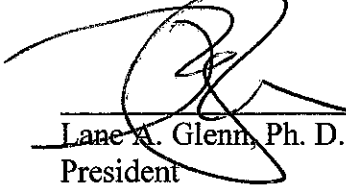
meeting the requirement of the General Education Foundation Courses (Mass Transfer Block) will be exempt from 34 credits of University general education requirements, but will be required to meet any specific Manning School of Business general education requirements.

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 General Education Foundation Courses (Mass Transfer Block) will be honored.
5. Northern Essex Community College students interested in participating in this agreement should be advised to take the additional courses listed in on the Curriculum Map of the agreement. These courses are required at the University of Massachusetts Lowell and students are advised to complete them above and beyond 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



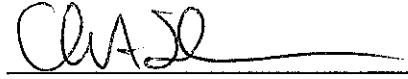
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Lane A. Glenn, Ph. D.  
President



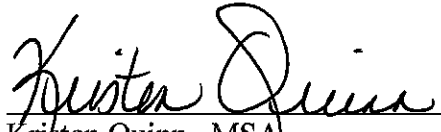
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William Heineman Ed. D.  
Vice President, Academic Affairs and  
Enrollment Services



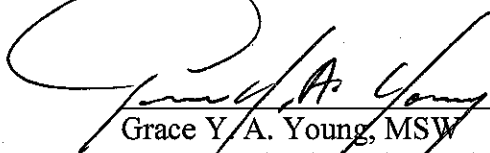
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Kelly Sullivan J.D.  
Dean, Business and Professional Studies



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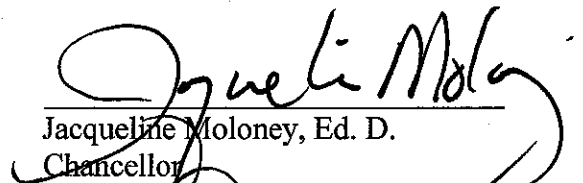
Kristen Quinn, MSA  
Department Chair, Business Programs



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Grace Y. A. Young, MSW  
Dean, Academic Policy, Advising,  
Articulation and Transfer

University of Massachusetts Lowell



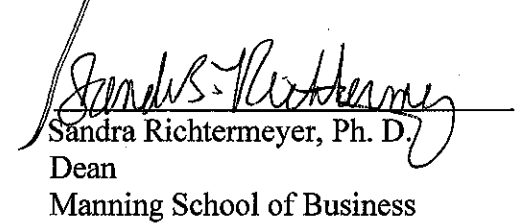
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Jacqueline Moloney, Ed. D.  
Chancellor



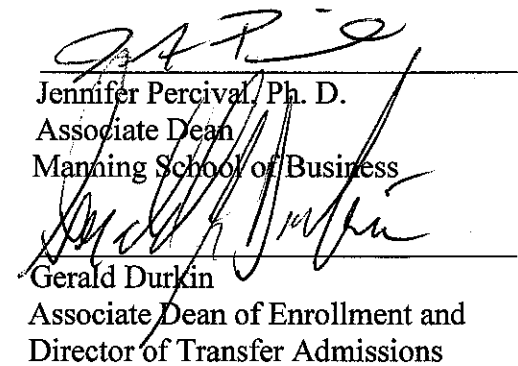
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Michael Vayda  
Provost



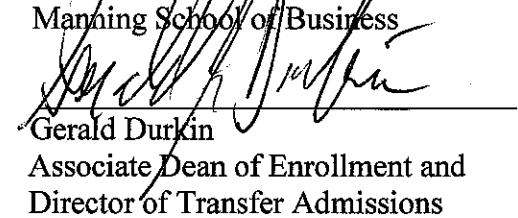
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Sandra Richtermeyer, Ph. D.  
Dean  
Manning School of Business



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Jennifer Percival, Ph. D.  
Associate Dean  
Manning School of Business



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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**

**NECC Course Requirements**

**UMass Lowell Equivalent**

ACC 101 Intro Accounting I	3	ACCT.1990 Accounting 1000 Elective	3
ACC 101 Intro Accounting II	3	ACCT.2010 Accounting/Financial	3
ACC 203 Managerial Accounting	3	ACCT.2020 Accounting/Managerial	3
BUS 101 Intro Business	3	BUSI.1500 Business 101	3
CIS 112 Integrated Computer Apps	3	COMP 1990 Computer Sci 1000 elect	3
COM 111 Public Speaking	3	ENGL.2220 Oral Communication	3
ECO 201 Micro Economics	3	ECON.2010 Economics I ( Micro)	3
ECO 202 Macro Economics	3	ECON.2020 Economics II ( Macro)	3
ENG 101 English Comp I	3	ENGL.1010 College Writing I	3
ENG 102 English Comp II	3	ENGL.1020 College Writing II	3
PSY 101 Intro Psychology	3	PSYC.1010 Intro to Psychological Science	3
SOC 101 Intro Sociology	3	SOCI.1010 Intro to Sociology	3
MAT 130 Pre-calculus for Bus /Soc/Life	4	MATH.1210 Management Pre-calculus	3
MAT 125 Statistics	4	MATH.2830 Intro to Statistics	3
Business Elective	3		
MKT 210 Principles of Marketing		MKTG.2010 Marketing Principles	3
Fine Arts or Humanities Elective	3	Arts and Humanities Elective	3
Fine Arts or Humanities Elective	3	Arts and Humanities Elective	3
Science Elective	4	Natural Science	4
Science Elective	4	Natural Science	4
Free Elective	4		
MAT 171 Calculus for Bus/Soc/LS		MATH.1220 Management Calculus	3
<b>Additional course to be taken at NECC</b>			
BUS 105 Managerial Commutations		MKTG.2100 Professional Comm	3
BUS 211 Business Law		LGST.2620 Intro to Business Law	3
NECCUM Courses to be taken at UML			
No required for graduation , but can be taken via NECCUM (spring, Yr 2)		POMS.2010 Intro Business Analytics <b>Prerequisite:</b> MATH.2830 Intro to Stats	3
No required for graduation , but can be taken via NECCUM (spring, Yr 2)		MIST.2010 Business Info Systems <b>Prerequisite:</b> ENGL.2010 College Writing II	3

Students should also take **all three MATH courses** if possible: MAT 130 and MAT 125 and MAT 171-These are **ALL Required** in the Manning School of Business at UML.