

# **TRANSFER ARTICULATION AGREEMENT**

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**Salem State College**

**And**

**Northern Essex Community College**

**Business Transfer & Business Management Program  
To  
Business Management**

**September 2004**

Salem State College and Northern Essex Community College, in recognition of a valuable and barrier free public academic experience, have created a transfer articulation agreement between the School of Business at Salem State College and the Business department at Northern Essex Community College.

**OBJECTIVES:**

1. To encourage the transfer of qualified students from Northern Essex Community College to Salem State College.
2. To award academic credit for courses completed at Northern Essex Community College, that meet the terms of the Business Transfer and Business Management Associate Degrees, for application toward the requirements for the Bachelor of Science in Business Administration at Salem State College.
3. To provide effective and concise guidelines for students seeking to transfer to Salem State College. Students will have accurate and clear information regarding the transfer of their coursework and credits toward the Bachelor of Science in Business Administration at Salem State College.

**TERMS OF THE TRANSFER ARTICULATION AGREEMENT:**

1. Salem State College guarantees the acceptance of students who completed the Business Transfer and Business Management Associate Degrees program at Northern Essex Community College with an overall GPA of 2.5 or better to the Bachelor of Science in Business Administration at Salem State College.
2. Salem State College guarantees the transfer of credit as stipulated in the attached Program of Studies. This agreement assumes the completion of the Associate Degree and completion of the courses listed on the attached Program of Studies. Salem State College requires that 50% of the major is completed in residence, a minimum total of 126 credits must be completed to earn the Bachelor of Science in Business Administration. Salem State College will accept no more than 68 credits in transfer from the two-year college.
3. Northern Essex Community College transfer students will be subject to all general education requirements of Salem State College as set forth in the Salem State College catalogue.
4. This Articulation Agreement is based upon the evaluation of course descriptions presented to Salem State College. Courses as listed in this agreement will transfer to Salem State College provided a grade of "C-" or better has been earned. When appropriate, the requirements of the Commonwealth Transfer Compact 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 Salem State College and students are advised to complete them as part of their Associate Degree.
6. This agreement shall remain in effect for a period of two 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 Business Transfer and Business Management Associate Degree programs 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, without notice, if curriculum requirements change at either institution. Students admitted to Northern Essex Community College's Business Transfer Associate Degree program prior to such notification shall be admitted to Salem State College on the basis of this agreement.

Approved on (date): \_\_\_\_\_

**Transfer Articulation Agreement  
Business Transfer**

<b>Northern Essex Community College: Business Transfer Program</b>		<b>Salem State College Management Concentration</b>	
ACC101 Intro. Accounting I	3	ACC106 Financial Accounting	3
ACC102 Intro. Accounting II	3	Combined for ACC106	0
BUS 101 Introduction to Business	3	BUS170 Introduction to Business	3
CIS110 Computer Applications	3	BTE117 Microcomputers in the Prof.	3
CIS112 Integrated Computer Applications	3	BTE117 Microcomputers in Profession	3
ECO201 Microeconomics	3	ECO202 Microeconomics	3
ECO202 Macroeconomics	3	ECO201 Macroeconomics	3
ENG101 English Composition I	3	ENG101 English Composition I	3
ENG103 English Composition II	3	ENG102 English Composition II	3
PSY101 Intro. to Psychology	3	PSY101 General Psychology	3
SOC101 Introduction to Sociology	3	SOC201 Introduction to Sociology	3
Comm. Elective: Choose one: COM111 Public Speaking COM112 Interpersonal Comm.	3	SPC101A Public Speaking SPC101C Interpersonal Communication	3
Math Electives: Choose one:  MAT171 Calc I for Bus/Soc/Life Sciences (Recommended) MAT120 College Algebra MAT 125 Statistics MAT 130 Coll Algebra & Trig MAT 140 Advanced Alg & Trig MAT 160 Intro to Disc. Math MAT 251 Calculus I MAT 252 Calculus II MAT 253 Calculus III MAT 254 Differ. Equations	3/4	MAT208 Business Calculus (Required)  MAT202N Precalculus (free Elective) MAT247 Statistics (Free Elective) MAT202N Precalculus (Free Elective) MATT23 Math Elective (Free Elective) MAT304 Vectors & Matrices (Free) MAT220 Calculus I (Free Elective) MAT221 Calculus II (Free Elective) MATT23 Math Elective (Free Elective) MAT413 Ord. Differ. Equations (Free)	3
Science Electives  BIO111 Introductory Biology I &	8	(Must be a true sequence / Part I & II of same subject) BIO122 World of Cells BIO124 Human & Social Biology	8

<p>BIO101 Human Biology with Lab</p> <p><b>OR</b></p> <p>Science Electives continued:          BIO111 Introduct. Biology I &amp;          BIO112 Introduct. Biology II</p> <p><b>OR</b></p> <p>BIO121 Anat. &amp; Physiology I &amp;          BIO122 Anat. &amp; Physiol. II</p> <p><b>OR</b></p> <p>ERS130 Meteorology &amp;          ERS140 Physical Geology</p> <p><b>OR</b></p> <p>PHS111 Applied Physics I &amp;          PHS112 Applied Physics II</p> <p><b>OR</b></p> <p>SCI111 Physical Science I &amp;          SCI112 Physical Science II</p> <p><b>OR</b></p> <p>CHM111 Introductory Chem I          CHM112 Intro Chem II: Inorg.</p> <p><b>OR</b></p> <p>CHM121 General Chemistry I          CHM122 General Chemistry II</p>		<p>BIO122 World of Cells          BIO121 Diversity of Life</p> <p>BIO200 Anatomy &amp; Physiology I          BIO201 Anatomy &amp; Physiology II</p> <p>GGR100P Weather &amp; Climate          GLS100 Physical Geology</p> <p>PHS211A College Physics I          PHS212A College Physics II</p> <p>PHST21 Phys Sci Seq I          PHST22 Phys Sci Seq II</p> <p>CHE120 Foundations of Chemistry I          CHE121 Foundations of Chemistry II</p> <p>CHE130 General Chemistry I          CHE131 General Chemistry II</p>	
<p>Free Electives: Choose 5:          May choose another math from          above menu.</p> <p>BUS211 Business Law I          HIS111 Western Civilization</p> <p><b>OR</b></p> <p>HIS121 World Civilization          HIS112 Western Civilization II</p> <p><b>OR</b> or HIS122 World Civ. II</p> <p>LIT211 British Literature          LIT212 British Literature II          LIT201 American Literature          LIT202 American Literature II          LIT221 Western Literature          LIT222 Western Literature II          MKT210 Principles of          Marketing          PED162 Found. of Health &amp; Fit.</p>	15	<p>(Re. Lit: Must be I &amp; II of <b>same subject area</b>)</p> <p>BUS252 Business Law          HIS101 World Civilization I          HIS101 World Civilization I          HIS102 World Civilization. II          HIS102 World Civilization. II          ENG225 English Lit Studies I          ENG226 English Lit Studies II or          ENG355 American Lit I          ENG356 American Lit II or          ENG294 World Lit I          ENG295 World Lit II          MKT241N Principles of Marketing          SFL194 Health &amp; Wellness</p>	15
TOTAL:	62/63	TOTAL:	59



**Transfer Articulation Agreement  
Business Management**

<b>Northern Essex Community College: Business Management</b>		<b>Salem State College Management Concentration</b>	
ACC101 Introductory Accounting I	3	ACC106 Financial Accounting	3
ACC102 Intro. Accounting II	3	Combined for ACC106	0
BUS 101 Introduction to Business	3	BUS170 Introduction to Business	3
BUS211 Business Law	3	BUS252 Business Law	3
CIS110 Computer Applications	3	BTE117 Microcomputers in the Prof.	3
ENG101 English Composition I	3	ENG101 English Composition I	3
ENG102 English Composition II	3	ENG102 English Composition II	3
FIN201 Business Finance	3	Not Transferable	0
MGT201 Principles of Mgt.	3	MGT231 Mgt. Theory & Practice	3
MKT210 Principles of Marketing	3	MKT241N Principles of Marketing	3
PSY101 Introduction to Psychology	3	PSY101 General Psychology	3
SOC101 Introduction to Sociology	3	SOC201 Introduction to Sociology	3
Business Electives: Choose 2: MGT103 Small Business Management TLT105 Intern. & Dom. Dest. TLT110 Intro. to Travel & Tourism Industry MKT211 Advertising MKT212 Salesmanship MGT205 Human Res. Management	6	MGT337 Small Business Management (major elective) GGRT61 Geography Elective (free) GGR261 Survey of Travel & Tourism (free elective) MKT343 Advertising MKT345 Salesmanship MGT330 Human Resource Mgmt	6
Comm. Elective: Choose one: COM111 Public Speaking COM112 Interpersonal Comm.	3	SPC101A Public Speaking SPC101C Interpersonal Comm	3
Economics Elective: Choose ECO201 Microeconomics or ECO202 Macroeconomics	3	ECO202 Microeconomics ECO201 Macroeconomics	3
Math Electives: Choose two: MAT171 Calc I for Bus/Soc/Life Sciences (Recommended) MAT 120 College Algebra MAT 125 Statistics MAT 130 Coll Algebra & Trig	7/8	MAT208 Business Calculus (Required)  MAT247 Statistics (Free Elective) MAT202N Precalculus (Free Elective)	6

MAT 140 Advanced Alg & Trig MAT 160 Intro to Disc. Math MAT 251 Calculus I MAT 252 Calculus II MAT 253 Calculus III MAT 254 Differ. Equations		MATT23 Math Elective (Free Elective) MAT304 Vectors & Matrices (Free) E MAT220 Calculus I (Free Elecive) MAT221 Calculus II (Free Elecive) MATT23 Math Elective (Free Elective) MAT413 Ord. Differ. Equations (Free)	
Science Elective: Choose <b>one</b> : Note: 2 <sup>nd</sup> half of same subject will be taken at SSC. BIO111 Introductory Biology I BIO101 Human Biology BIO121 Anat. & Physiology I ERS130 Meteorology ERS140 Physical Geology PHS111 Applied Physics I SCI111 Physical Science I CHM111 Introductory Chem I CHM121 General Chemistry I	4	BIO122 World of Cells BIO124 Human & Social Biology BIO200 Anatomy & Physiology I GGR100P Weather & Climate GLS100 Physical Geology PHS211A College Physics I PHST21 Phys Sci. Seq. I CHE120 Foundations of Chemistry I CHE130 General Chemistry I	4
Free Electives: Choose one: Note: 2 <sup>nd</sup> half of same LIT subject will be taken at SSC) HIS111 or HIS121 Civilization LIT211 British Literature LIT201 American Literature LIT221 Western Literature PED162 Found. Of Health & Fit.	3	HIS101 World Civilization I ENG225 English Lit Studies I ENG355 American Lit I ENG294 World Lit I SFL194 Health & Wellness	3
<b>TOTAL:</b>	61/63	<b>TOTAL</b>	55