

ARTICULATION AGREEMENT

Between the

Associate in Science Degree: Business
Management
Business Management Option

of

Northern Essex Community College

and the

UNIVERSITY OF MASSACHUSETTS LOWELL

Fall 2007

This articulation agreement has been established between Northern Essex Community College and the University of Massachusetts Lowell, College of Management. 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 -Management degree program at Northern Essex Community College, in accordance with the minimum standards as set in this agreement by the College of Management 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 Joint Admissions 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 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 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 Commonwealth Transfer Compact will be exempt from 35 credits of University general education requirements, but will be required to meet any specific College of Management general education requirements. Meeting the Commonwealth Transfer Compact requires AS Business Management degree students to take 3 additional credit hours in Behavioral and Social Science and 6 additional credit hours in Humanities and Fine Arts, beyond the requirements of the AS Management Science Degree.

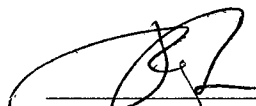
4. This document is based upon the evaluation of course descriptions presented to the University of Massachusetts Lowell. Courses as listed in this agreement will transfer to the University of Massachusetts Lowell provided a grade of "C-" or higher has been earned. When appropriate, the requirements of the 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 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 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

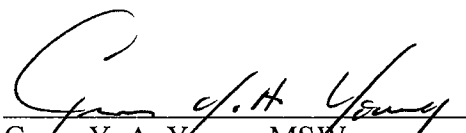
Northern Essex Community College

 11/30/07
David F. Hartleb, JD Date
President

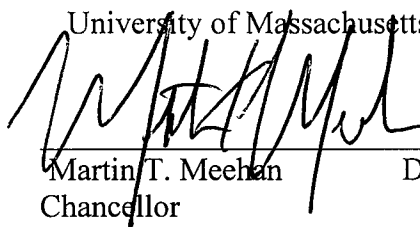
 11/30/07
Lane A. Glenn, Ph. D
Vice President, Academic Affairs



William Heineman, MPP
Acting Dean, Business, Science,
Math & Technology

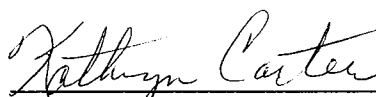

Bernard Zannini, MBA
Coordinator, Business Programs

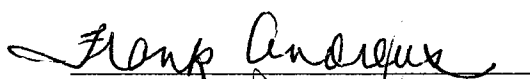

Grace Y. A. Young, MSW
Associate Dean, Academic Affairs, Transfer,
Articulation and Advising

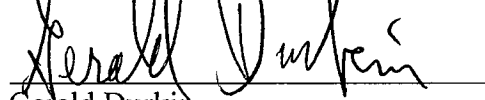
University of Massachusetts Lowell

 2/23/08
Martin T. Meehan Date
Chancellor

 2/27/08
Donald Pierson, Ph.D
Interim Provost


Kathryn Carter, Ph. D
Dean, College of Management


Frank Andrews, Ed.D., Director
Undergraduate Management
Programs


Gerald Durkin
Associate Dean of Enrollment and
Director of Transfer Admissions

NORTHERN ESSEX COMMUNITY COLLEGE
Business Management

NECC Course Requirements

UMass Lowell Equivalent

ACC 101	Intro Accounting I	3	60.199	Accounting 100 Elective	3
ACC 102	Intro Accounting II	3	60.201	Accounting/Financial	3
BUS 101	Intro to Business	3	66.199	Business 100 Elective	3
BUS 102	Intro Business Entrepren	3	64.199	Entrepreneurship 100 Elective	3
BUS 211	Business Law	3	41.262	Business Law	3
CIS 110	Computer Applications	3	92.202	Intro to PC & MS Office	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
FIN2 201	Business Finance	3	61.199	Finance 100 Elective	3
MGT201	Principles of Mgmt	3	66.199	Management 100 Elective	3
MKT 210	Prin of Marketing	3	62.201	Marketing Principles	3
PSY 101	Intro to Psychology	3	47.101	General Psychology	3
SOC 101	Intro to Sociology	3	48.101	Intro to Sociology	3
Electives:					
Business Elective		3	xx.xxx	Appropriate Elective (See list below)	
Communications Elective					
COM 111	Public Speaking		42.222	Speech	
OR					
COM 112	Interpersonal Communication		42.222	Speech	
Economics Elective					
ECO 201	Micro Economics	3	49.201	Economics I (Micro)	3
Or					
ECO 202	Macro Economics	3	49.202	Economics II (Macro)	3
Math Elective (MAT 120 or higher)		3/4	92.xxx	See Math list below	3
Math Elective (MAT 120 or higher)		4	92.xxx	See Math list below	3
Science Elective					
Must be Lab Science		4	xx.xxx	Lab Science	4
Free Elective					
Free Elective		3	xx.xxx	Appropriate Elective	3
Recommend:					
Mat 171	Calculus 1	3	92.122	Management Calc.	3
Or					
Mat 125	Statistics	3	92.283	Intro. To Statistics	3

***** Note: Students who do not take MAT 171 or MAT 125 can choose one of the courses listed below.**

SOCIAL SCIENCES

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|--------------------------------|---|--|
| 1) History elective: | HIS 111 Western Civilization I or
HIS 112 The Modern World | 43.105 West Civ I
43.106 The Modern World |
| 2) Political Science elective: | GOV 101 Intro to Amer. Politics
GOV 102 Intro to Political Science | 46.101 Intro Amer Politics
46.101 (same as above) |

FINE ARTS & HUMANITIES

- | | | |
|-----------------------------------|--|-----------------------------|
| 3) Arts and Humanities Electives: | LHU 101 Liberal Arts and Humanities course | 42.205 Hum Val West Cult |
| | 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

- | | | |
|---------------------------|---|----------------------------|
| 3) Mathematics electives: | MAT 120 College Algebra | 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 |

BUSINESS

- | | | |
|-----------------------|-------------------------------|------------------------------|
| 4) Business elective: | ACC 203 Managerial Accounting | 60.202 Accounting/Managerial |
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