

**ARTICULATION AGREEMENT**

**Between the**

**BUSINESS TRANSFER CURRICULUM**

**Of**

**NORTHERN ESSEX COMMUNITY COLLEGE**

**And the**

**UNIVERSITY OF MASSACHUSETTS LOWELL  
COLLEGE OF MANAGEMENT**

**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 Transfer 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 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 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.
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 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

 11/30/07

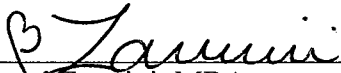
David F. Hartleb, JD      Date  
President

 11/30/07

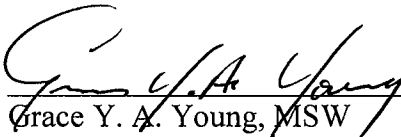
Lane A. Glenn, Ph. D  
Vice President, Academic Affairs



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

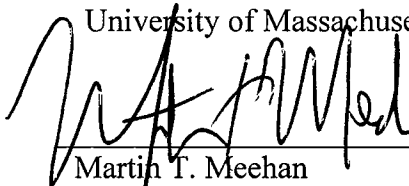


Bernard Zannini, MBA  
Coordinator, Business Programs



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

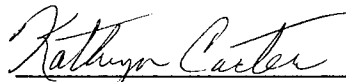
University of Massachusetts Lowell

 2/27/08

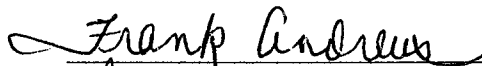
Martin T. Meehan      Date  
Chancellor



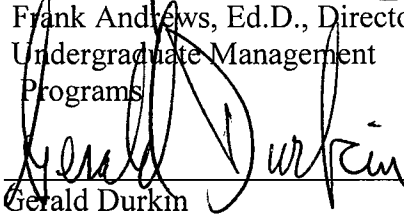
Donald Pierson, Ph. D  
Interim Provost



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



\*Recommended NECC electives by UML for most efficient transfer:

**SOCIAL SCIENCES**

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

- |                  |                                   |                            |
|------------------|-----------------------------------|----------------------------|
| 5) Math courses: | MAT 120 College Algebra           | 92.121 Management PreCalc  |
|                  | MAT 171 Calc for Bus/Soc/Life Sci | 92.122 Management Calc     |
|                  | MAT 125 Statistics                | 92.283 Intro to Statistics |

**BUSINESS**

- |                      |                               |                              |
|----------------------|-------------------------------|------------------------------|
| 6) Marketing course: | MKT 210 Marketing Principles  | 62.201 Marketing Principles  |
|                      | ACC 203 Managerial Accounting | 60.202 Accounting/Managerial |