4 +1 Articulation Agreement between
Bay State College and
New England College of Business and Finance

I. PURPOSE

The purpose of this articulation agreement is to establish policies, procedures and guidelines whereby Bay State College (herein referred to as Bay State) students may take Master of Business Administration (MBA) courses at the New England College of Business and Finance (NECB) simultaneous to their enrollment at Bay State and enroll in the MBA program at NECB following successful completion of a Bachelor's Degree at Bay State. The information below details the articulation arrangements and provisions of this agreement.

II. ELEMENTS OF THE AGREEMENT

A. Cross-Registration: Pre-Requisite Courses

1. Undergraduate students at Bay State, who have completed at least 90 credits and have a minimum CGPA of 2.7, are eligible to enroll in MBA courses at NECB upon the successful completion of the four undergraduate MBA prerequisite courses noted below at Bay State, or another regionally accredited college, with at least a B- (2.7) in each prerequisite course per NECB policy:

<table>
<thead>
<tr>
<th>Bay State Course</th>
<th>NECB Equivalent MBA Prerequisite Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 101 Financial Accounting I</td>
<td>GACC 201 Accounting I</td>
</tr>
<tr>
<td>ECO 101 Macroeconomics and</td>
<td>GECO 205 Survey of Economics</td>
</tr>
<tr>
<td>ECO 102 Microeconomics</td>
<td></td>
</tr>
<tr>
<td>MAT200 Statistics</td>
<td>GMAT 305 Statistics</td>
</tr>
<tr>
<td>MAN 102 Management</td>
<td>GMGM 201 Principles of Management</td>
</tr>
</tbody>
</table>

2. Final grades for each of these courses will be reflected on the student’s Bay State transcript and provided to NECB in order to advance cross-registration enrollment.
B. Cross-Registration: MBA Courses

1. Upon fulfilling all prerequisite requirements with a B- or better, undergraduate students at Bay State are eligible to enroll in the following four MBA courses at NECB:

   - MBA 501 Strategic Leadership & Management
   - MBA 502 Applied Quantitative Methods for Business
   - Selection of two of the following courses: MBA 515 Management Information Systems; MBA 520 Strategic Marketing Management; MBA 525 Managerial Economics and MBA 530 Legal Issues in Business.

2. Bay State students are provided access to an Academic Advisor at NECB and will be guided in enrolling in courses in an order conducive to optimal and sequential learning.

3. Prior to their first course at NECB, Bay State students are required to participate in three orientations, offered through prescheduled webinars, that will acclimate them to NECB's graduate programs and its learning platform. These required orientations are based on: (a) Canvas Learning Platform (LMS); (b) NECB's eLibrary and (c) Introduction to NECB's Graduate Programs.

C. NECB Admissions Policies

1. Graduates of Bay State's Bachelor's Degree programs will be reviewed as applicants for NECB degree programs in accordance with NECB's admissions policies, as specified in the NECB Catalog.

2. Applicants will be required to complete all NECB admissions requirements at the time of application, as specified in NECB Catalog, including but not limited to the provision of an official Bay State transcript indicating conferral of a Bay State degree. However, to further the goal of establishing and maintaining a close collaborative relationship between NECB and Bay State, the non-refundable application fee for NECB is waived for Bay State students and graduates covered by this agreement.

3. Upon acceptance and signing of the NECB enrollment agreement, transfer students will be subject to NECB policies, codes of conduct, and procedures and requirements, as specified in the NECB Catalog.
D. Credit Award and Transferability

1. Upon completion of all prerequisites (at Bay State or another regionally accredited college), the four MBA courses, and completion of their Bay State Bachelor’s Degree, Bay State students will seamlessly transition into the NECB MBA program to complete the eight remaining MBA courses. Exceptions can be made for students who opt to enroll in less than four NECB MBA courses simultaneous to their Bay State enrollment.

2. The NECB transcript will reflect letter grades that students have earned in MBA courses at NECB, including MBA courses that students took while enrolled at Bay State.

3. Bay State students may apply MBA course credits earned at NECB toward satisfying requirements for baccalaureate business degrees at Bay State.

E. Collaboration and Coordination

1. With respect to collaboration and coordination, NECB and Bay State agree to:
   a. Coordinate their efforts in order to facilitate a collegial and mutually beneficial relationship;
   b. Provide accurate and timely information related to this agreement to current students of Bay State; and
   c. Designate primary contact persons for the respective institutions to facilitate advising, coordination and promotion of this agreement.

2. NECB agrees to:
   a. Provide Bay State with relevant transfer information and copies of current NECB brochures and/or the NECB Catalog when requested by members of Bay State;
   b. Provide all Bay State graduates, staff and employees with a standard partner tuition discount rate, as prescribed in the NECB Catalog. Please note that NECB tuition rates are subject to change, as determined by NECB; however, NECB will ensure notice is sent to Bay State representatives about any such change;
   c. Participate in Bay State education/transfer fairs collaborate with relevant faculty and advising staff, and provide representation at other informational sessions when offered by Bay State;
   d. Provide contact information to Bay State students and alumni so that they may discuss their educational goals with a NECB Academic Advisor who is knowledgeable about the NECB-Bay State arrangements; and
   e. Inform Bay State of any changes to its curriculum that will impact the articulation between the institutions.
3. Bay State agrees to:
   a. Provide NECB with relevant transfer information and current Bay State brochures, syllabi, and/or catalogs when requested by NECB;
   b. Actively communicate to Bay State students, verbally and in written and electronic information, the benefits of the articulation agreement and allow NECB representatives to participate in Bay State on-campus presentations and marketing regarding NECB’s MBA and other graduate degree programs;
   c. Inform NECB of any changes to its curriculum that will impact the articulation between the institutions.

4. NECB and Bay State mutually agree to allow current students to concurrently take courses, when deemed appropriate and upon approval by both institutions in accordance with this agreement, as well as to have access to advising and other services at both institutions.

5. NECB and Bay State mutually agree to a tuition sharing model, as described in Appendix A.

6. NECB and Bay State mutually agree to refrain from entering into any such 4+1 articulation agreement, as described in Appendix B.

7. This agreement is subject to modification by mutual written consent between the parties. It may be terminated by either party, with or without cause, upon 60 days written notice to the other party. If this agreement is terminated, students who have been admitted under this articulation may, post-termination, have the terms and conditions of the articulation honored to the point of completion of their programs of study within a reasonable timeframe.
Craig Pfannenstiehl  
President  
Bay State College

Date Signed: 2/13/2015

Howard E. Horton, J.D.  
President  
New England College of Business & Finance

Date Signed: 2/19/15

William Carroll, Ph.D.  
Vice President of Academic Affairs  
Bay State College

Date Signed: 2/15/15

Debra Leahy  
Provost  
New England College of Business and Finance

Date Signed: 2/25/15
Appendix A

NECB and Bay State mutually agree to a tuition sharing model whereby NECB will receive 25% of the tuition revenue generated from courses that Bay State students take at NECB.
Appendix B

NECB and Bay State mutually agree to refrain from entering into any such 4+1 articulation agreement involving the MBA program at NECB and baccalaureate business programs at Bay State with the following institutions: Assumption College, Emmanuel College, Lesley College, Curry College, Dean College, Anna Maria College, Bay Path College, Fisher College, Lasell College, Mount Ida College, New England Institute of Art, Eastern Nazarene College, Newbury College, and Pine Manor College.