



Penn State Berks-Lehigh Valley College
 Division of Engineering, Business, Computing, and Human Development

ARTICULATION AGREEMENT
 between
NORTHAMPTON COMMUNITY COLLEGE
 and
PENN STATE UNIVERSITY
 through
PENN STATE BERKS-LEHIGH VALLEY COLLEGE
 on the
BACHELOR OF SCIENCE IN BUSINESS

This agreement is between:

Division of Engineering, Business, Computing, and Human Development
 Penn State Berks-Lehigh Valley College
 Penn State University

and

Division of Business, Technology and Allied Health
 Northampton Community College

The Penn State University (PSU) through Penn State Berks-Lehigh Valley College (PSBLVC) and Northampton Community College (NCC) sets forth the conditions upon which PSU will consider graduates of the Associate of Arts in Business Administration (AABA) program at NCC for admission into PSU's Bachelor of Science in Business (BSB) program. This document sets forth those conditions, which the parties hereby agree to.

A. Rationale for the purpose of the articulation agreement

This agreement applies only to the AABA program that is currently constituted and delivered at NCC as of the 1999 - 2000 academic year. NCC is located in the midst of a fast growing and booming area in the Lehigh Valley and the purpose of this agreement is to make available to the AABA graduates of NCC the opportunity to pursue a baccalaureate degree in business and to serve location bound students.

B. Description of how the agreement may be renewed or terminated

1. NCC agrees to promptly notify Penn State Lehigh Valley (PSLV) upon any substantive curriculum modification to the AABA program, and further agrees that the terms of this agreement will no longer hold unless PSU provides a written approval that the curriculum changes do not alter the intent of this agreement.
2. PSLV agrees to provide NCC with information about the BSB program of study and any changes to the curriculum, should they occur. Conditions for admission into the BSB program are stipulated in section D of this document.
3. The terms of this agreement shall remain in effect, except as stipulated in certain previous terms as listed herein, until terminated by either party. Any party may terminate the agreement with or without cause, on the provision of 120 days written notice to the other parties.

C. Estimate of the number of students transferring to Penn State annually

An class of about 15 is an initial estimate.

D. Admission requirements and transfer of academic credits

1. PSU agrees that graduates of the AABA program meet the admissions standards of the BSB program given that they satisfy the following conditions:
 - a. Applicants with at least 2.5 Grade Point Average (GPA) are eligible for admission into BSB.
 - b. Applicants with 2.00 - 2.49 GPA may be admitted into BLCOM. After 18 additional PSU credits with a 2.50 GPA, the student may request a change of major into BSB . (This provision may not necessarily be applicable at other location colleges.)
 - c. Successful completion of **60 transferable credits** with a grade of "**C**" = **2.0 grade points** or better:

Courses in the AABA Curriculum

COURSE	CREDITS	TITLE
ACCT 101	(3)	Financial Accounting I
ACCT 151	(3)	Financial Accounting II
ACCT 202	(3)	Managerial Accounting
BUSA 152	(3)	Business Law I
BUSA 201	(4)	Business Statistics I
CISC 104	(3)	Microcomputer Applications
CMTH 102	(3)	Speech Communication
ECON 201	(3)	Macroeconomics
ECON 251	(3)	Microeconomics
ENGL 101	(3)	English I
MATH 140	(3)	College Algebra
MATH 165	(3)	Applied Calculus
or		
MATH 180	(4)	Calculus I

- d. The following NCC courses will fulfill BSB General Education requirements in the categories listed below. While other courses may be taken, they will only transfer as general credits and must be petitioned at PSU to be useful in a degree program.

ARTS

COURSE	CREDITS	TITLE
ARTA 101	(3)	Art History
ARTA 107	(3)	Drawing I
ARTA 158	(3)	Painting I
ARTA 205	(3)	Graphic Design I
CMTH 110	(3)	Introduction to the Theatre
MUSC 101	(3)	Introduction to Music
MUSC 110	(3)	Fundamentals of Music

HUMANITIES

COURSE	CREDITS	TITLE
ENGL 151L	(3)	English II, Literature Option
ENGL 203	(3)	Shakespeare
ENGL 265	(3)	Modern Poetry
HIST 113	(3)	American History I
HIST 163	(3)	American History II
INTS 101	(3)	Critical Thinking
PHIL 121	(3)	World Religions
PHIL 201	(3)	Introduction to Philosophy
PHIL 202	(3)	Ethics and Moral Problems

NATURAL SCIENCE

COURSE	CREDITS	TITLE
BIOS 103	(4)	General Biology
BIOS 104	(4)	Field Ecology
BIOS 105	(4)	Contemporary Biology
BIOS 160	(4)	Human Biology
BIOS 171	(4)	Animal Biology
BIOS 202	(4)	Microbiology
BIOS 204	(4)	Human Anatomy and Physiology I
BIOS 205	(4)	Plant Biology
BIOS 250	(4)	Introduction to Cell and Molecular Biology
BIOS 254	(4)	Human Anatomy and Physiology II
CHEM 105	(4)	Chemistry in Contemporary Society
CHEM 120	(5)	General Chemistry I
CHEM 135	(4)	Chemistry of Life
CHEM 220	(3)	General Chemistry II
GEOG 210	(4)	Meteorology
PHYS 215	(5)	Physics for Science and Engineering
PHYS 225	(5)	Physics for Science and Engineering II

SOCIAL SCIENCES

COURSE	CREDITS	TITLE
GEOG 121	(3)	Introduction to Environmental Problems
POLS 110	(3)	American National Government
POLS 202	(3)	International Relations
POLS 203	(3)	Comparative Government
PSYC 103	(3)	Introduction to Psychology
PSYC 253	(3)	Adolescent Psychology
PSYC 258	(3)	Developmental Psychology
SOCA 102	(3)	Cultural Anthropology
SOCA 103	(3)	Principles of Sociology
SOCA 204	(3)	Social Problems

QUANTIFICATION

COURSE	CREDITS	TITLE
MATH 140	(3)	College Algebra
MATH 165	(3)	Applied Calculus

MATH 140, 165, 180 or higher will transfer into the BSB program.

- e. The following NCC courses **automatically transfer as an equivalent course** to a corresponding PSU course.

NCC Courses		PSU Courses	
BUSA 152	(3) Business Law I (i)	BLAW 243	(3) Legal Environment of Business (i)
BUSA 201	(4) Business Statistics I	MS&IS 200	(4) Introduction to Statistics for Business
CMTH 102	(3) Speech Communication	SPCOM 100	(3) Effective Speech
ECON 201	(3) Macroeconomics	ECON 004	(3) Introductory Macroeconomics Analysis & Policy
ECON 251	(3) Microeconomics	ECON 002	(3) Introductory Microeconomics Analysis & Policy
ENGL 101	(3) English I	ENGL 015	(3) Rhetoric & Composition
MATH 140	(3) College Algebra	MATH 021	(3) College Algebra

- f. The following NCC courses will **substitute** for PSU required courses in the BSB program.

NCC Courses		PSU Courses	
ACCT 101	(3) Financial Accounting	ACCTG 211	(4) Financial & Managerial Accounting for Decision Making (ii)
151	(3) Financial Accounting II		
202	(3) Managerial Accounting (ii)		
BUSA 131	(3) Principles of Marketing	MKTG 301	(3) Principles of Marketing
BUSA 137	(3) Selling I: Principles of Selling	MKTG 220	(3) Personal Selling
237	(3) Selling II: Principles of Selling		
BUSA 141	(3) Entrepreneurship I	BA 250	(3) Problems of Small Businesses
BUSA 205	(3) Management Fundamentals	MGMT 301	(3) Basic Management Concepts
BUSA 226	(3) Human Resources Management	MGMT 341	(3) Human Resource Management
CISC 104	(3) Microcomputer Applications	MIS 103	(3) Microcomputer Applications in Business

- i. The extra credits from NCC's ACCT 101, 151 and 202 will apply towards free electives in PSU's BSB program.
- ii. NCC's BUSA 152 = PSU's BLAW 243 plus one credit of ethics will substitute for PSU's BA 243 [(4) Social, Legal, & Ethical Environment of Business], a BSB required course. The one credit in ethics may be taken by any of the following ways:
- Students can "sit in" during the last several weeks of PSU's BA 243 class to earn one credit in ethics.
 - PSBLVC can design and offer a single credit distance and on-line discussion forum course on ethics.
 - PSBLVC can offer a single credit BA 297: Special Topics course on ethics.
- g. Students must meet PSU conduct standards in regard to known behavioral problems.

2. PSU agrees that NCC's AABA graduates who meet the above admissions standards and

apply will be admitted into the BSB program provided the number of students admitted into the BSB program has not exceeded a pre-established limit.

E. Advising and special services at both the non-Penn State location and at Penn State, if appropriate

In addition to the courses offered at Penn State Lehigh Valley (PSLV) campus and Penn State Berks campus, courses in the BSB program will be offered on site at NCC. Every semester, at least one of the courses to be offered on site at NCC will be taught by a full-time Penn State faculty member. Pre-admission advising and registration will also be held on site at NCC by Penn State folks. Arrangements will be made to provide the BSB students access to the resources Penn State students normally receive.

NCC agrees to provide PSLV with a room to deliver the above-mentioned courses and services, as well as access to their video conferencing room and equipment for the delivery of courses that may necessitate the use of such resources. With the necessary approval to teach PSU courses, NCC faculty will be given the opportunity to teach any of the BSB courses offered on site at NCC each semester.

F. Impact of the agreement, if any, on other programs, colleges and campuses of the University, including evidence of consultation within Penn State

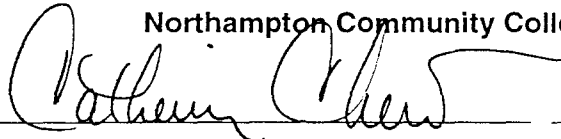
This program is designed for part time students who are location bound and would therefore not be attending another Penn State location. Hence, the impact of this articulation agreement on other Penn State campuses and colleges is expected to be minimal if any. However, other Penn State locations have the opportunity to adhere to this agreement as it applies to NCC's AABA graduates and PSU BSB programs.

This agreement constitutes the entire agreement and terms of understanding among the parties names herein and supersedes any prior agreements or understandings among the parties.

G. Appendix (Documentation on Consultation)

PSU and NCC have entered this agreement on the date indicated and witnessed by the signatures below:

Northampton Community College

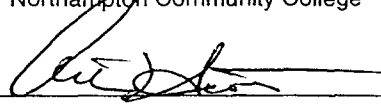


7-12-99

Catherine V. Chew, Ed.D.
Dean

Date

Division of Business, Technology & Allied Health
Northampton Community College

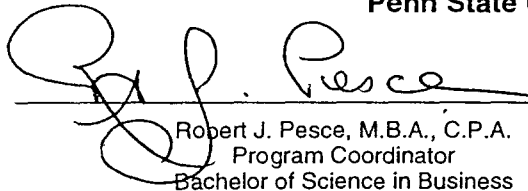


7/12/99

Arthur Scott, Ed.D.
Vice-President and Provost
Northampton Community College

Date

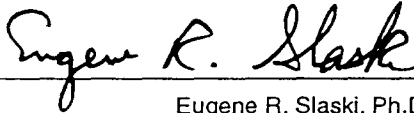
Penn State University



7/9/99

Robert J. Pesce, M.B.A., C.P.A.
Program Coordinator
Bachelor of Science in Business
Penn State Lehigh Valley campus
Penn State Berks-Lehigh Valley College

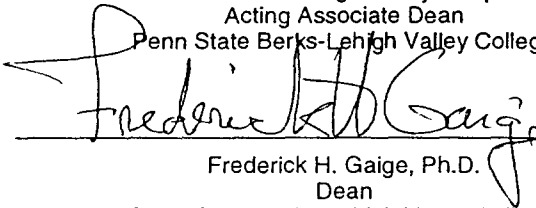
Date



7/9/99

Eugene R. Slaski, Ph.D.
Campus Executive Officer
Penn State Lehigh Valley campus
Acting Associate Dean
Penn State Berks-Lehigh Valley College

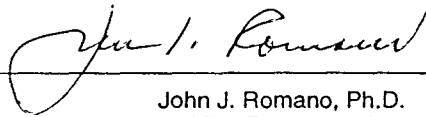
Date



7/13/99

Frederick H. Gaige, Ph.D.
Dean
Penn State Berks-Lehigh Valley College

Date




8/29/99

John J. Romano, Ph.D.
Vice-Provost and
Dean for Enrollment Management & Administration
Penn State University

Date

To BUSINESS PROGRAMS page

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