



## **Articulation Agreement**

Southern New Hampshire University – College of Online and Continuing Education  
and  
Lanier Technical College

### **I. PURPOSE**

Southern New Hampshire University (SNHU) and Lanier Technical College, in the spirit of academic cooperation, and in order to facilitate the transfer of graduates of Lanier Technical College to Southern New Hampshire University - College of Online and Continuing Education (SNHU-COCE), hereby do enter into an academic articulation agreement. Successful implementation of the Agreement is dependent upon communication of its content to all involved participants and the assumption of responsibility by both institutions for such communications.

### **II. TRANSFER PATHWAY(S)**

1. As SNHU is regionally accredited, all academic course work in which a student has earned a grade of "C-" or higher is fully transferable based on the attached course equivalents. Up to 90 credits may be accepted in transfer toward a bachelor degree program.
2. **Based on the course equivalency tables attached (see Appendix 1),** SNHU College of Online and Continuing Education guarantees transferability of all credits outlined in the following Lanier Technical College associate's degrees to their corresponding SNHU-COCE bachelor's degrees:
  - AAS Business Management to BA General Studies
  - AAS Business Management to BS Business Administration
  - AAS Interdisciplinary Studies to BA General Studies
3. Any students enrolling at SNHU College of Online and Continuing Education may transfer up to 90 credit hours for a bachelor's with unlimited CLEP, DANTES and Excelsior, military training (based upon a transcript from the American Council on Education (ACE), College Credit Recommendation Service or Community College of the Air Force (CCAF) transcript) and ACE or National College Credit Recommendation Service (NCCRS) credits - providing students meet residency requirements. Transfer credit is



awarded based on degree program requirements. Residency requirements equate to 30 credit hours or ten classes.

### III. TERMS

1. Because of this agreement to articulate, and provided the individual identifies Lanier Technical College on his or her application form, eligible graduates, employees and the immediate family of employees (spouses, domestic partners, children, siblings and parents) will receive a ten (10%) percent tuition reduction in Southern New Hampshire University - College of Online and Continuing Education, applicable as of the date this Agreement is fully executed by the parties below. In addition, those eligible graduates, employees and immediate family of employees who enroll in Southern New Hampshire University's online program will receive a waiver of the application fee normally required by Southern New Hampshire University - College of Online and Continuing Education. No application fee waiver, tuition credit or refund shall be made retroactively for any eligible employee, their family member or alumnus already enrolled at SNHU College of Online and Continuing Education on the date of execution of this Agreement; however, the tuition reduction shall be applied to such eligible employees, their family members or graduates for course enrollments following the execution of this Agreement. Programs offered at military tuition assistance levels are not subject to this reduction. Lanier Technical College employees, their family members and graduates must inform SNHU College of Online and Continuing Education admissions representatives about their affiliation to receive their tuition reduction.

SNHU College of Online and Continuing Education may change its tuition rates at any time at its sole discretion and the reduction will be calculated based on the current tuition in effect for the applicable academic term for the enrolled program. Eligible employees and alumni shall not be entitled to any other reduction and are subject to all other admission and continuation requirements as set forth in the respective Southern New Hampshire University policies and catalogs.

2. Southern New Hampshire University - College of Online and Continuing Education agrees to provide Lanier Technical College, at their request, an annual update of student enrollment, to include general data on how many students have transferred to SNHU College of Online and Continuing Education.
3. This Agreement is effective as of the date of the fully executed document, and shall continue until terminated. Both parties must approve amendments to the Agreement in



- writing. Either party may terminate the Agreement without cause upon 90 days written notice to the other party. Notwithstanding the foregoing, either party may terminate the Agreement immediately in the event that participation under the Agreement may give rise to a violation of any requirement of federal or state law or regulation or the requirements of any accrediting agency having jurisdiction.
4. Admission criteria, academic requirements, and other admission requirements will be subject to the applicable academic catalog accessed through [snhu.edu](http://snhu.edu) at the time of the students' admission. Students who have begun their SNHU program of study or students in the process of enrolling prior to the effective date will be grandfathered in to continue receiving the discount offered in this Agreement until such time such students complete or discontinue enrollment in their program.
  5. SNHU admissions policy requiring third party evaluation for international students will be waived.
  6. Transferability of third party course work will be evaluated on a case by case basis.
  7. This Articulation Agreement is based on the current curriculum of both educational institutions. Each institution is responsible for notifying the other of any substantive changes to the curriculum. This agreement shall be reviewed by both institutions annually.
  8. The parties grant to each other a non-exclusive, non-transferable license to use each other's trademarks and servicemarks in furtherance of the articulation coordination detailed herein or in a manner solely for the purpose of identifying and communicating the existence of the relationship to Lanier Technical College's students and alumni. Use of trademarks, servicemarks and logos will comply with use policies of the originating institution. The parties shall discontinue the use of the licensed marks and return any and all files and materials containing the licensed marks supplied by the owner at termination or expiration of the Agreement. Neither party grants to the other any interest in the other party's trademarks. Should either originating institution request, in writing, that a particular use of the originating institution's trademarks and/or servicemarks be discontinued, the non-originating institution shall cease and desist such use of the trademarks and/or servicemarks.
  9. Lanier Technical College agrees to notify students of transfer opportunities to SNHU College of Online and Continuing Education, to collaborate with SNHU College of Online



and Continuing Education on other forms of transfer communication and to host SNHU representatives on campus for recruitment activities during the academic school year.

10. The parties hereto will have the relationship of independent contractors for all purposes. Each will have complete control over its own performance and the details for accomplishing its own obligations under this Agreement. In no event will the agents, representatives or employees of one party be deemed to be agents, representatives or employees of the other.
11. This Agreement may be executed by a duly authorized representative of each party, either by electronic or facsimile transmission, each of which will be considered an original.

#### IV. CONTACTS FOR COORDINATION:

All notices and other communications required hereunder by either party to the other shall be in writing, delivered personally, by certified or registered mail, return receipt requested, or by overnight courier, and shall be deemed to have been duly given when delivered personally or received when using overnight courier or three business days after being deposited in the United States mail, postage prepaid, addressed as follows:

If to Southern New Hampshire University:

Gayla Freelon, Assistant Director, Academic Alliances  
Southern New Hampshire University  
College of Online and Continuing Education  
1230 Elm Street  
Manchester, NH 03103

If to Lanier Technical College:

Wendy Schuster, Director of Curriculum, Instruction, and Staff Development  
Lanier Technical College  
2535 Lanier Tech Drive  
Gainesville, GA 30507

or to such other persons or places as either party may from time to time designate by written notice to the other.

1.19DL



DATE: 5/1/2019

APPROVALS:

DocuSigned by:  
Gregory Fowler  
30526C90B85E486  
Dr. Gregory Fowler, PhD.  
President, Global Campus  
Southern New Hampshire University

Ray Perren  
Dr. Ray Perren  
President  
Lanier Technical College

DocuSigned by:  
Dr. Jennifer Batchelor  
86433D03999848E  
Dr. Jennifer Batchelor, PhD.  
Vice President Academic Programs, Global Campus  
Southern New Hampshire University

Donna Brinson  
Donna Brinson  
Vice President for Academic Affairs

DocuSigned by:  
Gayla Freelon  
6A2F7B51BE92474  
Gayla Freelon  
Manager of Agreement  
Southern New Hampshire University  
College of Online and Continuing Education

Wendy Schuster  
Wendy Schuster  
Director of Curriculum, Instruction and Staff Development

## APPENDIX 1



### Lanier Technical College to Southern New Hampshire University Online

- Students who transfer with a conferred associates degree are entitled to a 10% tuition reduction accessed through mySNHU.edu.
- This guide serves as a mapping tool for students. Individual student evaluations will vary.
- Please contact Admission at 1-800-668-1249 or Academic Alliances at AcademicAlliances@snhu.edu.

Lanier Technical College AAS Interdisciplinary Studies Course Requirements		Southern New Hampshire University Online BA General Studies	
	Cr		Cr
Courses in bold are the associate degree required courses.		BA General Studies Core Requirements	42
<b>ENGL 1101 Composition &amp; Rhetoric</b>	3	ENG 122 English Composition I	3
	3	ENG 123 English Composition II	3
Mathematical Concepts/Quantitative Reasoning 100+	3	MAT 125, MAT 130, MAT 135, MAT 136, or MAT 240	3
<b>SPCH 1101 Public Speaking, or ENG 1102 Literature &amp; Composition</b>	3	SNHU 107 or Free Elective for students transferring 12+ credits	3
<b>Interdisciplinary Studies General Studies Course</b>	3	IDS 100 or Free Elective for students transferring 12+ credits	3
<b>Humanities/Fine Arts</b>	3	EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
Fine Arts and Humanities General Education Core (FAS, HUM, MUS, LIT, or PHL)		EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
<b>Social/Behavioral Sciences (If not HIST)</b>	3	ESBS: Social and Behavioral Sciences Elective (ATH, ECO, HSE, POL, PSY, SCS, SOC, SCS 100, or SCS 200)	3
<b>Social/Behavioral Sciences (If not HIST)</b>		ESBS: Social and Behavioral Sciences Elective (ATH, ECO, HSE, POL, PSY, SCS, SOC, SCS 100, or SCS 200)	3
<b>Mathematics</b>	3	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
<b>Natural Sciences or Additional Math</b>	3	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
SNHU Course	3	Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404	3

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Lanier Technical College AAS Interdisciplinary Studies Course Requirements		Southern New Hampshire University Online BA General Studies	
Major Course Requirements			Cr
IND 299 Strategies for Specialized Planning			3
<b>Concentration Course Requirements</b> Concentration Courses: Students in the General Studies degree program will be required to take four (4) courses from the appropriate concentration to satisfy the General Studies program requirements. Concentration requirements will vary and are included in the student's program evaluation and the SNHU Academic Catalog. Students may take no more than two 100-level courses in any concentration.			12
<b>BA General Studies Concentration Options:</b> Accounting, Accounting/Finance, Addictions, American History, Business Administration, Child and Adolescent Development, Communication, Counterterrorism, Creative Writing and English, Creative Writing and English/Fiction, Creative Writing and English/Nonfiction, Creative Writing and English/Poetry, Creative Writing and English/Screenwriting, Criminal Justice, Criminology, English Language and Literature, Entrepreneurship, Environmental Science, European History, Fashion Merchandising, Finance, Forensic Accounting & Fraud Examination, History, Human Resource Management, Human Services, Industrial Organizational Psychology, Informational Technologies, International Business, Management Information Systems, Marketing, Mathematics, Middle Eastern Studies, Military History, New Media, Operations Management, Police Administration & Operations, Professional Writing, Psychology, Public Relations, Social Media Marketing, Sociology, Sport Management.			
Lanier Technical College Courses		SNHU Free Electives	66
Interdisciplinary Studies Credits	37	Free Elective	
Lanier Technical College AAS Interdisciplinary Studies Degree Credits	61+	SNHU Online BA General Studies Credits Required	120

Revision: 2018/2019 Academic Year

### Transfer Credit Policy

- Excess general education credits are transferred as free elective credit, if available.
- Students must take/transfer 12 credits of 300- to 400-level coursework in the B.A. General Studies program.
- This guide serves as a mapping tool for students and is based upon SNHU Online 2018/2019 Academic Catalog at time of enrollment and this institution's equivalent academic year. Transfer equivalents earned prior or subsequent to this academic year will be evaluated on a case-by-case basis for transfer equivalency.
- Students must earn a grade of C- or better for course transfer.
- Students may transfer up to 90 credits if previous credits earned meet SNHU Online's degree requirements and academic standards for transfer.
- Students must take at least 30 credits (10 classes) at SNHU Online to be awarded a bachelor's degree.



## Lanier Technical College to Southern New Hampshire University Online

- Students who transfer with a conferred associates degree are entitled to a 10% tuition reduction accessed through mySNHU.edu.
- This guide serves as a mapping tool for students. Individual student evaluations will vary.
- Please contact Admission at 1-800-668-1249 or Academic Alliances at AcademicAlliances@snhu.edu.

Lanier Technical College AAS Business Management Course Requirements		Southern New Hampshire University Online BA General Studies	
Cr		Cr	
<b>Courses in bold are the associate degree required courses.</b>		<b>BA General Studies Core Requirements</b>	<b>42</b>
<b>ENGL 1101 Composition &amp; Rhetoric</b>	<b>3</b>	ENG 122 English Composition I	3
	3	ENG 123 English Composition II	3
Mathematical Concepts/Quantitative Reasoning 100+	3	MAT 125, MAT 130, MAT 135, MAT 136, or MAT 240	3
<b>General Education Electives</b>	<b>3</b>	SNHU 107 or Free Elective for students transferring 12+ credits	3
<b>General Education Electives</b>	<b>3</b>	IDS 100 or Free Elective for students transferring 12+ credits	3
<b>Humanities/Fine Arts</b>	<b>3</b>	EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
Fine Arts and Humanities General Education Core (FAS, HUM, MUS, LIT, or PHL)		EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
<b>Social/Behavioral Sciences (If not HIST)</b>	<b>3</b>	ESBS: Social and Behavioral Sciences Elective (ATH, ECO, HSE, POL, PSY, SCS, SOC, SCS 100, or SCS 200)	3
Social and Behavioral Sciences General Education Core (ATH, SOC, ECO, ENV, POL, or PSY)		ESBS: Social and Behavioral Sciences Elective (ATH, ECO, HSE, POL, PSY, SCS, SOC, SCS 100, or SCS 200)	3
<b>Natural Sciences/Mathematics</b>	<b>3</b>	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
<b>COMP 1000 Introduction to Computers</b>	<b>3</b>	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
SNHU Course	3	Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404	3

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Lanier Technical College AAS Business Management Course Requirements		Cr	Southern New Hampshire University Online BA General Studies		Cr
Major Course Requirements					Cr
IND 299 Strategies for Specialized Planning					3
Concentration Course Requirements					12
Concentration Courses: Students in the General Studies degree program will be required to take four (4) courses from the appropriate concentration to satisfy the General Studies program requirements. Concentration requirements will vary and are included in the student's program evaluation and the SNHU Academic Catalog. Students may take no more than two 100-level courses in any concentration.					
<b>BA General Studies Concentration Options:</b> Accounting, Accounting/Finance, Addictions, American History, Business Administration, Child and Adolescent Development, Communication, Counterterrorism, Creative Writing and English, Creative Writing and English/Fiction, Creative Writing and English/Nonfiction, Creative Writing and English/Poetry, Creative Writing and English/Screenwriting, Criminal Justice, Criminology, English Language and Literature, Entrepreneurship, Environmental Science, European History, Fashion Merchandising, Finance, Forensic Accounting & Fraud Examination, History, Human Resource Management, Human Services, Industrial Organizational Psychology, Informational Technologies, International Business, Management Information Systems, Marketing, Mathematics, Middle Eastern Studies, Military History, New Media, Operations Management, Police Administration & Operations, Professional Writing, Psychology, Public Relations, Social Media Marketing, Sociology, Sport Management.					
Lanier Technical College Courses			SNHU Free Electives		66
MGMT 1100 Principles of Management	3	Free Elective			
MGMT 1105 Organizational Behavior	3	Free Elective			
MGMT 1135 Managerial Accounting/Finance, or ACCT 1100 Financial Accounting	3	Free Elective			
MGMT 1110 Employment Rules/Regulations, or MKTG 1130 Business Regs/Compliance	3	Free Elective			
MGMT 1115 Leadership	3	Free Elective			
MGMT 1120 Introduction to Business	3	Free Elective			
MGMT 1125 Business Ethics	3	Free Elective			
MGMT 2115 Human Resource Management	3	Free Elective			
MGMT 2125 Performance Management	3	Free Elective			
MGMT 2215 Team Project	3	Free Elective			
Remaining Specialization Hours	12	Free Elective			
Lanier Technical College AAS Business Management Degree Credits		63+	SNHU Online BA General Studies Credits Required		120

Revision: 2018/2019 Academic Year

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- Students must earn a grade of C- or better for course transfer.
- Students may transfer up to 90 credits if previous credits earned meet SNHU Online's degree requirements and academic standards for transfer.
- Students must take at least 30 credits (10 classes) at SNHU Online to be awarded a bachelor's degree.



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- This guide serves as a mapping tool for students. Individual student evaluations will vary.
- Please contact Admission at 1-800-668-1249 or Academic Alliances at AcademicAlliances@snhu.edu.

Lanier Technical College AAS Business Management Course Requirements	Cr	Southern New Hampshire University Online BS Business Administration	Cr
<b>Courses in bold are the associate degree required courses.</b>		<b>General Education Core Requirements</b>	<b>42</b>
<b>ENGL 1101 Composition &amp; Rhetoric</b>	3	ENG 122 English Composition I	3
	3	ENG 123 English Composition II	3
	3	MAT 240 Applied Statistics	3
<b>General Education Electives</b>	3	SNHU 107 or Free Elective for students transferring 12+ credits	3
<b>General Education Electives</b>	3	IDS 100 or Free Elective for students transferring 12+ credits	3
<b>Humanities/Fine Arts</b>	3	EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
Fine Arts and Humanities General Education Core (FAS, HUM, MUS, LIT, or PHL)	3	EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
	3	ECO 201 Microeconomics	3
	3	ECO 202 Macroeconomics	3
<b>Natural Sciences/Mathematics</b>	3	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
<b>COMP 1000 Introduction to Computers</b>	3	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
SNHU Course	3	Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404	3
<b>Lanier Technical College Courses</b>		<b>SNHU Business Core</b>	<b>30</b>
		ACC 201 Financial Accounting	3
<b>MGMT 1135 Managerial Accounting/Finance, or ACCT 1100 Financial Accounting</b>		ACC 202 Managerial Accounting	3
		BUS 206 Business Law I	3
		FIN 320 Principles of Finance	3
		INT 113 Introduction to International Business	3
		IT 210 Business Systems Analysis and Design	3

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Lanier Technical College AAS Business Management Course Requirements		Southern New Hampshire University Online BS Business Administration	
Lanier Technical College Courses	Cr	SNHU Business Core (Continued)	Cr
		MKT 113 Introduction to Marketing	3
		OL 125 Human Relations in Administration	3
		QSO 300 Operations Management	3
		OL 421 Strategic Management and Policy (Capstone)	3
Lanier Technical College Courses		<b>SNHU Major Course Requirements Maximum of 6 credits in any one prefix</b>	<b>15</b>
MGMT 1100 Principles of Management	3	OL 215 Principles of Management	3
MGMT 1120 Introduction to Business	3	3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX <b>OL 110 Introduction to Business</b>	3
		3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX	3
		3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX within range of course numbers 300-499	3
		3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX within range of course numbers 300-499	3
Lanier Technical College Courses		<b>SNHU Free Electives</b>	<b>33</b>
MGMT 2115 Human Resource Management	3	Free Elective	
MGMT 1105 Organizational Behavior	3	Free Elective	
MGMT 1115 Leadership	3	Free Elective	
MGMT 1125 Business Ethics	3	Free Elective	
MGMT 2215 Team Project	3	Free Elective	
Remaining Specialization Hours	12	Free Elective	
Social/Behavioral Sciences	3	Free Elective	
MGMT 2125 Performance Management	3	Free Elective	
Lanier Technical College AAS Business Management Degree Credits	63+	<b>SNHU Online BS Business Administration Credits Required</b>	<b>120</b>

Revision: 2018/2019 Academic Year

## Transfer Credit Policy

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