

## ACADEMIC PARTNERSHIP AGREEMENT

between

EXCELSIOR COLLEGE

and

HERKIMER COUNTY COMMUNITY COLLEGE

THIS AGREEMENT is made as of the 1<sup>st</sup> day of September, 2016 by and between Excelsior College, a not-for-profit education corporation organized and operating under the laws of the State of New York, having its principal office located at 7 Columbia Circle, Albany, New York 12203 (hereafter referred to as "Excelsior"), and Herkimer County Community College, an education corporation organized and operating under the laws of the State of New York, having its principal office located at 100 Reservoir Road, Herkimer, New York 13350 (hereafter referred to as "Partner").

### Benefits Offered by Excelsior:

1. Excelsior will provide Partner graduates and employees who enroll in Excelsior after the effective date of this Agreement with a special discount from its stated fees and tuition, consistent with the pricing schedules, accessible through Excelsior's Academic Partners website, <http://www.collegepartnerships.excelsior.edu>. Tuition and fees are subject to change at the sole discretion of Excelsior. Excelsior will provide Partner with thirty (30) days written notice prior to the effective date of any changes to the tuition and fee rates detailed on the aforementioned link.
2. Excelsior will guarantee admission to Partner graduates and employees according to the terms in this agreement. To be guaranteed admission under this Agreement, graduates must transfer from Partner with an associate degree with a minimum GPA of 2.0, enroll in an Excelsior degree program and shall have paid all required Excelsior fees and hold an active RN license, if applying into the Bachelor of Science in nursing program.
3. Excelsior will offer eligible graduates and employees of Partner the ability to maximize their transfer credits, specifically the ability to transfer approximately 90 credits from Partner to Excelsior.
4. Excelsior will provide Partner with yearly transfer guides that demonstrate the transferability of coursework from Partner to Excelsior.
5. Students, graduates and employees of Partner are eligible to receive personalized transfer evaluations demonstrating previously earned credits at Partner and other institutions to Excelsior.
6. Subject to Partner's policies and discretion, Excelsior will provide marketing materials to Partner in order to support internal promotion of partnership benefits.

### Partner Contributions:

1. Subject to the Partner's policies and discretion, Partner will work with Excelsior to communicate the benefits of this Agreement and the many educational opportunities available at Excelsior.

### General Terms

1. Upon transferring to Excelsior, each student will meet the academic requirements of his or her chosen degree by:
  - (a) completing a Partner associate degree and transferring all completed coursework from Partner. Credits from Partner institution must be reflected in an official transcript and submitted in a sealed envelope. A grade of C or better must be attained in all transferred coursework; and/or

- (b) completing coursework with Excelsior or through transfer from an Excelsior recognized source of credit. Excelsior puts no limit on the number of credits a student can transfer from another source of credit, as long as that credit meets degree requirements and comes from an approved source (<http://www.excelsior.edu/transfer-more-credits/ways-to-earn-credit>); and
  - (c) completing Excelsior's Information Literacy and Capstone degree requirements.
2. Excelsior's standards for admission as well as all other student policies published at the time any student seeks enrollment will apply. This includes policies governing the recognition of transfer credits. Excelsior and Partner will work in collaboration to update student transfer guides on a yearly basis.
  3. Excelsior will provide Partner with a depiction of its logo and approved text, and Partner is authorized to use such logo and text for promotional purposes in furtherance of this Agreement, provided that the material associated with each such use has been previously approved by Excelsior in writing. Likewise, Partner will provide Excelsior with a depiction of its logo, and Excelsior is authorized to use such logo for promotional purposes in furtherance of this Agreement, provided that the material associated with each such use has been previously approved in writing by Partner. Neither party shall use or display any trademark, trade name, service mark or other intellectual property of the other party without the prior written approval of that party. The text of all references by either party to the other party in any medium, whether print, electronic or otherwise, will require the prior written approval of the other party.
  4. This Agreement may be terminated early by either party upon not less than sixty (60) days written notice to the other party. Upon termination, Partner's students will no longer be eligible for preferential pricing and will be notified within a reasonable time of changes to their student account.
  5. The parties acknowledge the existence of a confidential relationship between them. In order to carry out the purposes of this Agreement, the parties may exchange or otherwise access or come into possession of the other party's confidential business and student information. The parties understand and agree that all confidential information exchanged between them or otherwise accessed or obtained pursuant to this Agreement is strictly confidential, has been disclosed for business purposes only and must be maintained in strictly secure conditions at all times. Each party hereto further agrees to make no other use of the other party's confidential information disclosed pursuant to this Agreement, to refrain from disclosing such confidential information to third parties, to make the confidential information available only to those employees or agents with a need to know, to inform all such employees and agents of the confidential nature of the confidential information and to require each such employee or agent to agree to retain such confidential information in confidence. Both parties understand and agree to abide by the requirements of the Family Educational Rights and Privacy Act, 20 USC 1232g (FERPA) and related regulations at 34 CFR Part 99 regarding the confidentiality of and access to student records.
  6. Each party hereto agrees to indemnify the other, and its trustees, officers, employees and agents and shall defend and hold each other harmless from and against any and all actions, claims, lawsuits, proceedings, demands, damages, judgments, liabilities, losses, penalties, fines, costs, settlements or expenses, including reasonable attorneys fees and other litigation expenses incurred by any indemnitee, arising from or occurring as a result of a claim brought by a third party arising through the fault, negligence, willful misconduct or other wrongdoing of the indemnitor.
  7. This Agreement and any dispute arising hereunder shall be governed by the substantive law of the State of New York without regard to any conflicts of law principles.
  8. This Agreement constitutes the entire Agreement between the parties hereto with regard to the subject matter hereof and supersedes all prior understandings and agreements, whether written or oral. No amendment or variation of the terms of this Agreement shall be valid unless made in writing and signed by a duly authorized representative of the parties.
  9. This Agreement may be executed in one or more counterparts (facsimile transmission or otherwise), each counterpart shall be deemed an original and all of which shall constitute but one Agreement.

10. A waiver of any of the terms and conditions hereof shall not be construed as a general waiver by either party, and either party shall be free to reinstate such term and condition without notice.
11. If any portion or provision of this Agreement shall be deemed invalid or unenforceable, the remainder of this Agreement shall not be affected thereby and shall remain valid and enforceable.
- IN WITNESS WHEREOF, the parties hereto executed this Agreement effective on the date indicated above.

**EXCELSIOR COLLEGE**

**HERKIMER COUNTY COMMUNITY COLLEGE**

  
Signature

Name: Cathleen McColgin, PhD

Title: President

Date: 23 Sept 2016

  
Signature

Name: Michael Oriolo

Title: Provost

Date: 9/20/16

  
Signature

Name: Alan Cronauer

Title: Associate Dean of Academic Affairs

Date: 9-16-16

  
Signature

Name: Robin Voetterl-Riecker, PhD

Title: Associate Dean of Academic Affairs

Date: 9-19-16

**Revision: January 2017**

This program plan outlines how students can transfer from the **Herkimer County Community College A.A.S. Business Administration** program to the Excelsior College **BS Business** program. Upon completion of the **A.A.S. Business Administration**, the following credits will apply for students enrolling in the **BS Business** program.

<b>Herkimer County Community College Credits</b>	<b>Semester Hours</b>	<b>Excelsior College Requirements</b>	<b>Semester Hours</b>
BU 111: Business Organization & Management	3	Business Elective	3
BU 114: Accounting I	3	Financial Accounting Core	3
EN 111: English I - College Writing	3	Written English Requirement	3
FS 100: First Year Student Seminar	1	N/A	N/A
IS 111: Keyboarding Essentials	1	Free Elective	1
Science Selective	3	Natural Sciences Requirement	3
BU 115: Accounting II	3	Managerial Accounting Core	3
BU 141: Intro Marketing	3	Marketing Core	3
EN 112: English II - Intro to Literature	3	Written English Requirement	3
IS 115: Computer Applications I	3	Computer Core	3
Mathematics Selective (Recommend MA 141: Pre-Calculus Math <b>OR</b> MA 127: Mathematical Statistics I) *	3	Mathematics Requirement of Pre-Calculus Algebra <b>OR</b> Statistics*	3
Social Science Selective	3	Social Sciences/History Elective	3
BU 112: Business Communications	3	Business Communications Core	3
BU 232: Principles of Management	3	Management Core	3
BU 251: Human Resource Management	3	Business Elective	3
SS 185: Intro Macroeconomics	3	Macroeconomics Requirement	3
SS 121: American History I <b>OR</b> SS 122: American History II	3	Social Sciences/History Elective	3
Physical Education Activity	1	Elective	1
BU 121: Business Law I	3	Business Law Core	3
BU 233: Business Applications & Strategies	3	Business Elective	3
BU 250: Business Ethics	3	Ethics Requirement	3
Business Elective	3	Business Elective	3
Elective	3	Elective	3
Physical Education Activity	1	Elective	1
<b>Total Credits Required for Associate</b>	<b>64</b>	<b>Total Credits Accepted from Associate</b>	<b>63</b>

\* Excelsior College requires Math courses at the level of Pre-Calculus or above and Statistics. Depending on what the student takes at their home institution, they will need other requirement for Excelsior College.

**Credits Beyond The Associate That Can Be Transferred **OR** Taken At Excelsior**

<b>Herkimer County Community College Credits</b>	<b>Semester Hours</b>	<b>Excelsior College Requirements</b>
SS 186: Intro Microeconomics	3	Microeconomics Requirement
MA 141: Pre-Calculus Math <b>OR</b> MA 127: Mathematical Statistics *	3	Pre-Calculus, Algebra <b>OR</b> Statistics
BUS 254: Organizational Behavior	3	Organizational Behavior Requirement
Humanities Electives	6	Humanities Requirement
Arts & Sciences Electives	15	Arts & Sciences Requirement



<b>Total Additional Credits</b>	<b>30</b>
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\* Excelsior College requires Math courses at the level of Pre-Calculus or above and Statistics. Depending on what the student takes at their home institution, they may need other requirements for Excelsior College.

<b>Credits To Be Taken At Excelsior College *</b>	
<b>Excelsior College Requirements</b>	<b>Semester Hours</b>
CCS 120: EC Success Seminar (Contains 5 assignments that completed successfully also meet Information Literacy requirement)	3
BUS 430: Quantitative Methods	3
BUS 350: Principles of Finance (Upper Level)	3
BUS 435: International Business (Upper Level)	3
Upper Level Business Electives	12
BUS 499: Strategic Management Capstone <i>NOTE: The Capstone MUST be completed at Excelsior</i>	3
<b>Total Credits</b>	<b>27</b>

\* The above credits (with the exception of the Capstone course) may also be transferred in or taken at another 4-year regionally accredited institution.

<b>Evaluation Summary</b>	<b>Semester Hours</b>
Credits Accepted from Associate Degree	63
Additional Credits beyond the Associate Degree	30
Credits from Excelsior *	27
<b>Total Credits Required for Bachelor's Degree</b>	<b>120</b>

\* Students are required to take a minimum of 12.00 credits from Excelsior to qualify for partner pricing.

**NOTE: Excelsior College reviews every student individually and this guide is just a sample scenario. Actual requirements will be dependent on the courses a student transfers to Excelsior.**

## What are Arts and Sciences?

We offer the following definitions to help you make these determinations. Remember, however, that before you pay to take a course or examination you should always consult with your advisor to make sure that it will help meet your degree requirements.

### Humanities

Humanities subjects focus on developing knowledge and skills in critical reading, logical thought, and esthetic appreciation. Here are some subject areas typically classified as Humanities:

Art, Philosophy, Music, Foreign Language, Literature, Theater, Ethics, Speech, Religion, Communication

### Social Sciences and History

Social Sciences and History subjects focus on individuals and society and the processes individuals use to order their world. Here are some subject areas typically classified as Social Sciences and History:

Psychology, Economics, Sociology, Geography, Political Science, History, Anthropology

### Natural Sciences and Mathematics

Natural Sciences and Mathematics subjects focus on understanding the natural world and problem-solving processes. Here are some subject areas typically classified as Natural Sciences and Mathematics:

Anatomy and Physiology, College Algebra, Microbiology, Calculus, Chemistry, Genetics, Biology, Physics