



浙江农林大学
ZHEJIANG A & F UNIVERSITY

**MEMORANDUM OF UNDERSTANDING
BETWEEN
UNIVERSITY OF MASSACHUSETTS DARTMOUTH
AND
ZHEJIANG A & F UNIVERSITY**

THIS MEMORANDUM OF UNDERSTANDING ("MOU") is made as of this 30th day of March, 2016 by and between the University of Massachusetts Dartmouth, Massachusetts, USA (hereinafter "UMD"), Zhejiang A&F University and Lin'an, Hangzhou, Zhejiang, China, (hereinafter "ZAFU"). Each individually a "Party" or "Institution" and collectively the "Parties" or the "Institutions."

RECITALS

WHEREAS, UMD and ZAFU both have related academic programs and research interests and for the education of students; and

WHEREAS, UMD and ZAFU desire to establish certain exchange programs beneficial to the respective educational Institutions and to promote the development of joint studies, research and training activities, and other educational exchanges of mutual interest.

NOW THEREFORE, in contemplation of the mutually beneficial relationships to be established, and in consideration of the mutual promises and covenants contained herein and other good and valuable consideration, the sufficiency of which is hereby acknowledged, the Parties agree as follows:

TERMS

1. Purpose of the MOU: Definition.

- 1.1 The primary objective of this MOU is to create a means for cooperative efforts between UMD and ZAFU to effect the academic and interchange of faculty, postdoctoral fellows, graduate and undergraduate students, and academic and research information between the two Institutions.
- 1.2 The Parties agree that this MOU will provide the foundation and framework for later particular projects, developed by academic and administrative units from the two Institutions, to be agreed upon in other separate written agreements. This MOU shall be identified as the parent document of any program agreement executed between the Parties. Further agreements concerning any program shall provide details concerning the specific commitments made by each Party and shall not become effective until they have been reduced to writing, executed by the duly authorized representatives of the Parties.
- 1.3 Neither Party is obligated to agree to any minimum number of projects under this MOU, nor is this MOU intended to preclude either party from entering into similar agreements with other institutions.
- 1.4 "Home Institution" refers to the Institution sending its student(s), staff, postdoctoral fellow(s), or faculty member(s) to the other Institution for the purposes of study, learning, teaching and/or research.
- 1.5 "Receiving Institution" refers to the Institution hosting the visiting student(s), staff, postdoctoral fellow(s), or faculty member(s) from the other Institution for the purposes of study, learning, teaching, and/or research.

2. Validation Period of this MOU.

As stated in Section 1.2 above, this Memorandum of Understanding is intended only to provide a framework for separate and more formal and detailed written agreements by and between the Parties with regard to particular exchange endeavors. In this context, this MOU shall remain in place until:

- 2.1 Superseded by such a separate formal written agreement(s);
- 2.2 Terminated by either Party upon written notice of not less than thirty (30) days; or

2.3 At the latest, three (3) years from the date first above noted, unless the Parties mutually agree in writing to extend same.

3. Coordination Committee.

To facilitate this MOU, a UMD-ZAFU Collaboration Coordination Committee (CCC) shall be formed. The UMD-ZAFU CCC shall be composed of members at UMD and members of the at ZAFU. It will be CCC's responsibility to carry out collaboration-related duties and to report to the Deans of both Institutions. To facilitate the goals set forth in this MOU, one representative from each institution will be designated as a liaison with a primary responsibility of advancing the activities covered herein.

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Title: Associate Professor

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ZAFU: Name: WANG, LEI

Title: Director of International Studies

Address: Lin'an, Hangzhou, Zhejiang, China,311300

Best way to contact: waleland@foxmail.com

ZAFU: Name: Su, Xiaorong

International Office,

Address: Lin'an, Hangzhou, Zhejiang, China,311300

Best Way to Contact: 0086-571-6374113

4. Areas of Collaborations.

Pending approval by the officers of both Institutions and execution of formal written agreements setting forth the applicable terms and conditions, the areas of potential collaboration between the Parties in the fields of education, teaching, research and innovation may include each of the following:

4.1 Student Exchange

4.1.1 Students of either Institution who wish to engage in study in a degree-granting or non-degree granting program ("Program") at the other Institution must meet the criteria established by the Receiving Institution for participation in that Program. Each Program will identify the specific requirements, rationale, goals and objectives, and personal skills necessary for successful completion. Over the duration of the MOU the aim will be for an equal number of students to be exchanged by both parties. Any student exchange imbalance cannot be exceeded by two by either

party. In such event, student exchanges will be suspended until the other party can reciprocate.

- 4.1.2 Students must meet all applicable regulatory and admission standards of the Receiving Institution and obtain all required approvals from the Home Institution for participation in a Program. These standards include but are not limited to requirements for language proficiency; professional training and experience; license (if required); professional liability insurance as applicable; personal health and travel insurance; vaccinations; VISA applications and other necessary governmental approvals or permissions.
- 4.1.3 The Home Institution is responsible for collecting and reviewing student requests and applications for study and formally recommending qualified students to the Receiving Institution for the study desired. Members of the "CCC" from each respective Institution will oversee the experience for each student.
- 4.1.4 The Receiving Institution will make the final determination as to the acceptance of the student in each case, according to its policies and standards, and will notify the Home Institution in writing of the acceptance or rejection. The Home Institution will notify the student of the decision.
- 4.1.5 Each student accepted by the Receiving Institution will be expected to participate in the Receiving Institution at the same level of competency as any other student participating in the Program.
- 4.1.6 The Receiving Institution will have the right to remove any student from the Program. In this instance, the Receiving Institution will provide written notification to the Home Institution. The Home Institution will comply with the request for removal immediately.
- 4.1.7 Students who are accepted to participate will comply with all of the policies, procedures and the by-laws and regulations of the student elective program, as applicable, including but not limited to UMD guidelines and requirements for international students. Failure to so comply may result in immediate dismissal from the student elective program.
- 4.1.8 Each Home Institution will work with the Receiving Institution to identify an individual at the Receiving Institution who will assume administrative, educational, supervisory and , upon request, formal evaluation responsibility for the student. Students assigned to the Receiving Institution are under the immediate supervision and control of the Receiving Institution.
- 4.1.9 General orientation to a Program will be provided by the Receiving Institution

4.1.10 For a student of one Institution to undertake a short-term non-degree research program under a specific research faculty member(s) with an official research appointment at the other Institution, the following must be completed:

4.1.10.1 Draft and submit a detailed study program for approval by the Home Institution.

4.1.10.2 If approved by the Home Institution, the Home Institution will submit the proposal to the Receiving Institution.

4.1.10.3 If approved by the Receiving Institution, the Receiving Institution and proposed supervising faculty will provide formal approval in writing to the Home Institution.

4.1.10.4 Upon approval, the Receiving Institution will render all necessary cooperation to facilitate the proposal.

4.1.10.5 Students undertaking a short-term research program may find their research experience enhanced by auditing advanced research courses at the Receiving Institution. The student's research advisors at the Receiving Institution shall advise the student in course selection and seek approval from the appropriate school for trainee participation in classes.

4.1.11 Travel, living expenses, and other associated costs related to the student's attendance at the Receiving Institution, as well as related elective and other administrative fees, as determined by the Receiving Institution, will be the responsibility of the student. Tuition or fees will not be charged by the Receiving Institution. The students are encouraged to seek scholarship and/or other forms of financial support both within and outside the Institutions. Student international travel will be in compliance with the travel policies of both Institutions.

4.1.12 The Receiving Institution will assist in finding housing and other such assistance to the visiting student(s) to ease their transition into a foreign culture and environment. However, the Receiving Institution shall have no liability or responsibility for the visiting student's ultimate selection of such housing.

4.2 Research Collaborations

4.2.1 Both Institutions will encourage research collaborations in areas of mutual interest. Details shall be specified in the particular formal written agreement for each collaboration.

4.2.2 Both Institutions will promote and facilitate exchange programs for postdoctoral fellow research. Such collaborative effort should be

based on the mutual interests of the involved Principal Investigators in both Institutions and the prospective trainees.

- 4.2.3 In the event a joint research project is proposed by either Institution, such research efforts will be carefully scrutinized by both Parties to evaluate the value for the proposed joint effort, the qualifications of the proposed participating faculty members, and the location of the research activity. If a decision is made by both Parties to approve the proposed project as a possible joint effort, both Institutions will actively seek outside funding for the proposed joint research project. Final approval of the project will be subject, in part, to securing funding deemed sufficient by each Institution.
- 4.2.4 In such joint projects between the two Institutions, care will be taken to assure that there will be parity in the numbers and institutional ranks of the personnel involved. Any resulting publications shall include an acknowledgement of the contributions of each Institution in accordance with customary scientific practices.
- 4.2.5 The Institutions agree to comply with all applicable laws, including but not limited to the U.S. Export Administrative Regulations, that pertain to necessary licenses, certification standards, and legal considerations with regard to exports and export control. Research related international travel will be in compliance with the travel policies of both Institutions.

4.3 Exchange and Visit of Faculty Members

- 4.3.1 The process for establishing an exchange of faculty members will be as follows:
 - 4.3.1.1 Interested faculty member will submit teaching, or research proposals to their own Institution's academic officers for concept review and approval. Proposals must include an explanation of the source and method for compensating and funding the expenses of the visiting faculty member(s);
 - 4.3.1.2 Proposals approved by the Home Institution will be sent with the proposing faculty member's credentials to the Receiving Institution's counterpart faculty member(s) and academic officers for review and approval;
 - 4.3.1.3 If there is mutual interest, the academic officers of the Receiving Institution will contact the proposing academic officers of the Home Institution to determine the precise terms and conditions under

which the visit and research proposal would take place.

- 4.3.2 The purpose of any such visit must be teaching or cooperative research. No such visit will exceed one (1) academic year as defined by the Receiving Institution, unless otherwise agreed to in writing by both Institutions. Faculty international travel will be in compliance with the travel policies of both Institutions.
- 4.3.3 If a faculty member of one Institution is invited by the other Institution to give lectures, present at conferences, perform services, or contribute in other ways to the benefit of the inviting Institution, the inviting Institution may pay for all of the reasonable related costs and expenses of same, subject to compliance with the inviting Institution's policies.
- 4.3.4 When a faculty member of one Institution is visiting the country of the other Institution, he/she is encouraged to visit the other Institution and the Institution being visited is expected to provide assistance for that visit. The visiting faculty member is expected to pay for his/her travel expenses. The Institution being visited may provide honoraria and/or accommodation if the faculty member is invited to give a lecture.

5 Intellectual Property and Research Collaboration Agreements

The formal written agreements between the Institutions will adhere to the following principles governing publications and intellectual property:

- 5.1 All publications resulting from the educational or research, collaboration between the two Institutions would acknowledge the existence of the collaboration formed under this MOU. Likewise, the relationship between the Parties would be mentioned in all courses and formal presentations which result from any collaboration formed under this MOU.
- 5.2 Each research project conducted jointly by the Parties would be made under a formal written research collaboration agreement containing whatever terms the Parties mutually agree are necessary to address the intellectual property, research information and property interests that could result from the joint activity of the Parties. All such discussions of the Parties regarding these matters will at all times strive to preserve a harmonious and continuing relationship between the Parties.
- 5.3 All research and other activities conducted under this MOU will be conducted in accordance with the laws, rules, and regulations applicable to each Institution. In the case of UMD, these are the laws, rules, and regulations of the Commonwealth of Massachusetts and the United States of America. In the case of Collaborator ZAFU, these are the laws, rules, and regulations of China.

- 5.4 UMD agrees to provide the students/researchers with access to necessary intellectual property and permits the use of this intellectual property only so long as the student/researcher is present at UMD. Further, the student/researcher may be required to sign an agreement regarding use and dissemination of intellectual property. While at UMD the students rights to any intellectual policy will be governed by the laws of the United States, the Commonwealth of Massachusetts and the policies of University of Massachusetts Dartmouth.
- 5.5 The ZAFU agrees to provide the students/researchers with access to necessary intellectual property only so long as the student/researcher is present at ZAFU. Further, the student/researcher may be required to sign an agreement regarding use and dissemination of intellectual property. While at ZAFU students' rights to any intellectual policy will be governed by the laws of ZAFU and the policies of the ZAFU.

6 Export Controls

It is the mission and policy of University of Massachusetts Dartmouth to conduct (a) instruction and basic fundamental research openly and without prohibitions on the dissemination of learning or research results; and (b) in full compliance with both Export Administration Regulations (EAR) and International Traffic in Arms Regulations (ITAR) provisions of the US Government.

7 Applicable Rules; Emergencies.

The formal written agreements between the Parties will provide that the academic requirements of both educational Institutions would be respected and that all current policies, rules, regulations, and/or guidelines covering matters applicable to a Program would be shared with, and carefully followed by, the faculty members and students participating in the Program. In the event of a faculty member or student exposure to infectious or environmental hazards or other occupational injuries as a result of the clinical or research assignment, the faculty member or student would commit to seek immediate medical attention consistent with the site's occupational exposure procedures. Such emergency care would be provided at the usual and customary charges.

8 Insurance.

The formal written agreements between the Parties will require that each Institution maintain, at its own cost and expense, appropriate levels of professional liability insurance, general public liability insurance, worker's compensation insurance, and property damage, to cover its operations, facilities, employees, students and lawful visitors, including but not limited to those visiting faculty, postdoctoral fellows, and students that may be part of an exchange between the Home Institution and Receiving

Institution. Evidence of such insurance would be required to be provided to the other Institution upon request.

9 Non-Discrimination.

The Parties agree to comply with all federal/national , state/province, and local rules, regulations, executive orders, and laws forbidding unlawful discrimination.

10 General Understandings.

- 10.1 This MOU shall **not** be construed to create a relationship of a joint venture, partnership, brokers, employees, servants or agents between the Parties. The Parties to this MOU are acting as independent contractors representing their own respective independent Organization. No Party shall have any right or authority to act on behalf of or create any obligations or responsibilities on behalf of, or in the name of, any other Party or bind any other Party in any way. Under no circumstances may any Party hold itself out to be a partner, employee, franchisee, representative, servant or agent of any other Party. With respect to any employee compensation for services provided in connection with this MOU, each Party will be responsible for paying their own employees (including faculty), and properly withholding their own employees' taxes and other costs and fees as may be required.
- 10.2 In no event shall either Party be liable to the other for any direct, indirect, consequential, special (including multiple or punitive), or incidental damages of any kind arising from, and/or related to this MOU.
- 10.3 In the implementation of this MOU, all participating institutions will remain subject to their own internal policies and requirements.
- 10.4 No such later Agreements may be entered into unless all Parties agree in writing that sufficient funding exists to support such an Agreement. The Parties may seek governmental and/or other external funding sources for these purposes.
- 10.5 Nothing in this MOU precludes UMD from pursuing its own initiatives in these same or similar areas of interest.
- 10.6 Neither Party will use the Parties' name, brand, logo or any name that is likely to suggest that it is related to the other Party in any advertising, promotion or sales literature without first obtaining the express written consent of the other involved Party.
- 10.7 All activities conducted under this MOU must be conducted in accordance with the respective laws, statutes, rules, and regulations applicable to each Party.
- 10.8 Any amendment and/or modification of the MOU must be set forth in writing and signed by the appropriate administrative officer of each Party thereto.
- 10.9

11 Notices.

This MOU is independent of any previous MOU between UMD and ZAFU. Any notice to either Institution hereunder must be in writing signed by the presenting Institution, and will be deemed delivered when mailed by Postal Service first class, certified, or express mail, or other carrier delivery service, when addressed as follows.

To "UMD":

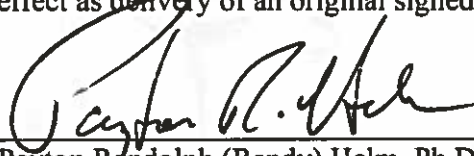
Peyton Randolph (Randy) Helm, Ph.D.
Interim Chancellor
University of Massachusetts Dartmouth
285 Old Westport Road
Dartmouth, MA 02747, USA

To "ZAFU":

周国模 (Zhou, Guomo)
President
Zhejiang A&F University
88 Ring Road North
Lin'an, Hangzhou, Zhejiang Province
China, 3113

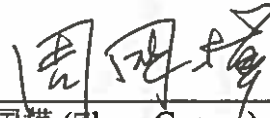
or to such other addressee(s) as may be hereafter designated by written notice. All such notices will be effective only when received by the addressee.

Signed: Counterparts. This Agreement may be executed in counterparts, each of which shall be deemed an original, but all of which together shall be deemed to be one and the same agreement. A signed copy of this Agreement delivered by facsimile, portable data format or other means of electronic transmission shall be deemed to have the same legal effect as delivery of an original signed copy of this Agreement.



Peyton Randolph (Randy) Helm, Ph.D.
Interim Chancellor
University of Massachusetts at Dartmouth
285 Old Westport Road
Dartmouth, MA 02747 USA

Date 2016. 11. 3



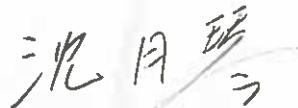
周国模 (Zhou, Guomo), Ph.D.
President
Zhejiang A&F University
88 Ring Road North, Lin'an, Hangzhou, Zhejiang
Province, China, 311300

Date 2016. 10. 18



Mohammad Karim, Ph.D.
Provost and Executive Vice Chancellor for
Academic and Student Affairs

Date 10-31-2016



沈月琴 (Shen, Yueqing), Ph.D.
Vice President, ZAFU
Zhejiang A&F University

Date 2016. 10. 18



Angappa Gunasekaran, Ph.D.
Dean, Charlton College of Business
University of Massachusetts at Dartmouth

Date 10.28.2016



吴伟光 (Wu, Weiguang), Ph.D.
Acting Dean, School of Economics and
Management
Zhejiang A&F University

Date 2016. 10. 10

Articulation Agreement of Academic Programs

between

School of Economics and Management at Zhejiang A&F University (SOEM-ZAFU) and Charlton College of Business at the University of Massachusetts, Dartmouth (CHARLTON-UMASSD)

The above institutions hereby enter into an agreement to facilitate the transfer of students enrolled in undergraduate programs in SOEM-ZAFU into relevant undergraduate programs in CHARLTON-UMASSD. CHARLTON-UMASSD's designated representative will be Tracy Wallace (Senior Coordinator for New Student Transfer) and SOEM-ZAFU's representative will be 王磊 (Wang, Lei: Director of International Studies).

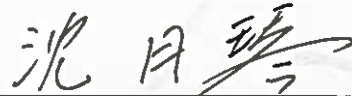
**University of Massachusetts, Dartmouth
Approval**



Mohammad Karim, Ph.D.
Provost and Executive Vice Chancellor for
Academic and Student Affairs

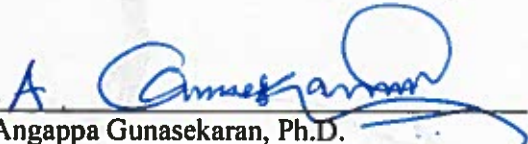
Date 10-31-2016

Zhejiang A & F University Approval



沈月琴 (Shen, Yueqing), Ph.D.
Vice President
Dean, School of Economics and Management
Zhejiang A&F University

Date 2016.10.18



Angappa Gunasekaran, Ph.D.
Dean, Charlton College of Business
University of Massachusetts at Dartmouth

Date 10.28.2016



吴伟光 (Wu, Weiguang), Ph.D.
Acting Dean, School of Economics and
Management
Zhejiang A&F University

Date 2016.10.10

Objectives:

1. To provide students in SOEM-ZAFU an opportunity to study in CHARLTON-UMASSD.
2. To promote and facilitate an efficient transition of transfer students from SOEM-ZAFU to CHARLTON-UMASSD and provide specific information and guidelines for these students.
3. To encourage academic coordination and cooperation, including curricular reviews, and joint academic advising for students attending SOEM-ZAFU who plan to transfer to CHARLTON-UMASSD.

Stipulations:

1. Transfer students designated above need to fulfill residence requirements (45 credits) to receive a baccalaureate degree from CHARLTON-UMASSD.
2. Students must have competent English skills demonstrated by such as TOEFL/ IELTS or other approved English tests prior to admission and enrollment at the University of Massachusetts, Dartmouth.
3. After students from SOME-ZAFU transfer to UMASSD-CHARLTON, they can take additional courses to fulfill degree requirements in ZAFU and graduate with a degree from ZAFU within 1 or 2 years. In addition, they can also take classes in UMASSD-CHARLTON to earn a second degree. For example, students can graduate with a ZAFU e-commerce bachelor's degree and an operations management bachelor's degree from UMASSD-CHARLTON.

ZAFU Transfer Student Admission Procedures:

1. SOEM-ZAFU first selects students from its second and third year student body and then sends their application documents to CCB electronically.
2. UMASSD-ACLI (American Culture and Learning Institute¹) may interview those selected SOME-ZAFU students to evaluate their English capabilities. (Optional)
3. CHARLTON-UMASSD reviews the profiles of these students and makes the first level admission recommendations.
4. SOEM-ZAFU informs those recommended by CHARLTON-UMASSD to upload their documents to UMASSD admission system at <http://www.umassd.edu/apply/> (Please click UmassD Application Button to continue).
5. UMASSD Admissions office makes the final admission decisions.
6. Admitted ZAFU students need to mail official application documents in paper format to UMASSD Admissions for I-20 form processing.

Ceniya F. Palmer
Assistant Director of Admissions
Admissions Office
285 Old Westport Road, Dartmouth, MA 02747-2300

¹ The American Language and Cultures Institute at the University of Massachusetts Dartmouth prepares international students for success by: (1) providing English language and cultural instruction grounded in best practices and facilitated by a diverse team of ESL professionals. (2) guiding students toward autonomy as they experience, discover, and practice the habits necessary for academic and social success in U.S. higher education. (3) partnering with university academic departments to create and facilitate opportunities for academic and intercultural exchange. (4) welcoming a diversified community of learners.

Mutual Responsibilities:

1. Both SOEM-ZAFU and CHARLTON-UMASSD agree to maintain current listings of the course equivalencies. This will be the responsibility of the two designated representatives.
2. SOEM-ZAFU and CHARLTON-UMASSD will incorporate a summary of this agreement into official publications and web sites.
3. SOEM-ZAFU and CHARLTON-UMASSD agree to encourage qualified students in SOEM-ZAFU to participate in this program by providing information, advising, and other assistance required to foster a seamless transition from institution to institution.

Review/Revision:

Both SOEM-ZAFU and CHARLTON-UMASSD will periodically review this agreement. Substantive changes in courses or programs of either institution will require a review of this articulation agreement. Revisions will be implemented with one-year notice prior to termination of the agreement.

Articulation Agreement

Transfer Institutions: From SOEM-ZAFU to CHARLTON-UMASSD

Summary of Benefits:

- CHARLTON-UMASSD will provide scholarships to students transferred from ZAFU based on their academic performance. (Note: \$5000/year with GPA 3.35 or above from the previous academic year and the first year scholarship will be awarded based on the transfer CGPA from ZAFU. Students need to meet the language requirements for this scholarship.)
- CHARLTON-UMASSD will provide housing scholarship of \$2000/year if students choose to live on campus dorms with minimum GPA 3.0 or above for the previous academic year (Note: The first year housing scholarship will be awarded based on the transfer CGPA from ZAFU. Students need to meet the language requirements for this scholarship).
- At least 60 credits must be obtained prior to acceptance into CHARLTON-UMASSD programs.
- The minimum CGPA for ZAFU transfer admission is 2.7 or above.
- All transferred courses must have a 2.0 or better grade.
- For those students who have completed all the ZAFU bachelor's degree requirements but not with a graduation diploma yet, they should be certified by the SOME-ZAFU. With this certification, they can apply for the CHARLTON-UMASSD master's degree programs including MBA, MS in accounting, MS in health care management, and MS in technology management. Students need to take English proficiency test and GMAT and meet minimum requirements to be admitted into master's programs in CHARLTON. At this time, CHARLTON requires a minimum TOEFL score of 550 (paper-based), 213 (computer-based) or 79 (Internet-based), or a minimum overall IELTS score of Band 6.5. The undergraduate minimum GPA requirement is 2.6.
- For those students who do not want to take GMAT, they may enroll in Business Foundations certificate program and if they do well in this program, they can directly get admitted into Master's Programs at UMASSD-CHARLTON. Note: They still need to take the English proficiency test and meet the minimum requirement.
- Business Foundations certificate program is to help students develop their understandings of accounting, finance and statistics required by all courses in Master's degree program.

This certificate program has 4 courses including ACT 500, FIN 500, MGT650, and POM 500. Based on CHARLTON graduate curriculum committee's policy at this time of writing, students with an earned Business Foundations certificate from UMass Dartmouth with a cumulative GPA of at least 3.5 and no course grade below a B- do not need to take GMAT.

- Students transfer with Junior, Senior, Pre-Master (non-degree student), graduate student status with regard to registration
- SOME-ZAFU transfer students will be required to matriculate into an English language and culture course during their first semester, specifically designed by the ALCI. The course will prepare students for the academic and cultural expectations of American university life. This course can be used as a non-business elective for these students to fulfill degree requirements at CHARLTON-UMASSD.

The University of Massachusetts Dartmouth maintains a residency requirement of 45 credits. In order for a student to be eligible for a degree, 45 credits must be taken at the University and 30 of those credits must be at the 300/400 level.

**Appendix I: Degree Requirements for a Bachelor's Degree in UMASSD-CHARLTON
(Using MIS- Technology Management as an Example)**

Category 1: University Studies (9 courses, 27 credits)
(<http://www.umassd.edu/universitystudies/approvedcourses/>)

Category 2: College Requirements (14 courses, 42 credits)

1. MIS 101 The Business Organization (Transfer students substitute *Business Elective with a 300-400 elective)
2. ACT 211 Principles of Accounting I
3. ACT 212 Principles of Accounting II (ACT 211)
4. ECO 231 Principles of Microeconomics (also fulfills Social World: Human Questions/Contexts)
5. ECO 232 Principles of Macroeconomics (also fulfills Social World: US Society requirement)
6. POM 212 Business Statistics (MTH 146),(MTH 103 Prior to Fall 2014) Leadership,
7. MGT 201 Teamwork and Collaboration
8. MGT 312 Legal Framework of Business
9. FIN 312 Financial Management (ACT 212, ECO 231)
10. POM 333 Quantitative Business Analysis (POM 212)
11. POM 345 Operations Management (POM 212)
12. MKT 311 Principles of Marketing
13. MIS 315 Information Systems (ENL 102)
14. MGT 490 Strategic Management (FIN 312, MGT201, MKT311, MIS 315, POM 333, POM 345)

Category 3: MIS Major Requirements (8 courses, 24 credits)

1. MIS 212 Programming and Problem Solving (MIS majors only) (Spring only)
2. MIS 322 Systems Analysis and Design (MIS 315)
3. MIS 341 Data Communications and Networks (MIS 315) (Fall only)
4. MIS 475 Business Intelligence and Analytics (MIS 315)
5. MIS 432 Database Design and Implementation (MIS 322)
6. MIS 461 Management of Information Systems (MIS 315)
7. MIS 462 Advanced Information Systems (MIS 432)
8. MIS elective (300- or 400- level course) _____

Category 4: Electives (9 courses, 27 credits)

1. *Business Elective _____
2. *Business Elective _____
3. **Non-Business Elective _____
4. **Non-Business Elective _____
5. **Non-Business Elective _____
6. **Non-Business Elective _____
7. **Non-Business Elective _____
8. **Non-Business Elective _____
9. **Non-Business Elective _____

Total 120 Credits

*Business Elective can be any 300- or 400- level business course.

**Non-Business Electives can be any course taken outside CCB.

Appendix II: A List of Courses for University Studies from UMASSD

5 Clusters

1. Foundations for Engagement: Skills for the 21st Century
 - A. Critical Writing and Reading I – ENL 101 (3 credits)
 - B. Critical Writing and Reading II – ENL 102 (3 credits)
 - C. Intermediate Writing (3 credits)
 - D. Mathematics (3 credits)
 - E. Foundation for Learning through Engagement (variable credit)
2. The Natural World: Scientific Inquiry and Understanding
 - A. Science of the Natural World (3 credits)
 - B. Science in the Engaged Community (3 credits)
3. The Cultural World: Aesthetic and Interpretive Understanding
 - A. Literature (3 credits)
 - B. Visual and Performing Arts (3 credits)
4. The Social World: Humanity and Society
 - A. Human Questions and Contexts (3 credits)
 - B. The Nature of US Society (3 credits)
 - C. The Nature of the Global Society (3 credits)
5. The Educated and Engaged Citizen: Integrating the UMD Experience
 - A. Capstone Study (3 credits)
 - B. Learning Through Engagement (variable credits)

Detailed Course List

1. Foundations for Engagement: Skills for the 21st Century
 - A. Critical Writing and Reading I (3 credits)
ENL 101 - Critical Writing and Reading I
 - B. Critical Writing and Reading II (3 credits)
ENL 102 - Critical Writing and Reading II
 - C. Intermediate Writing (3 credits)
AED 302 - Researching Technology for K-12 Art Education
ARH 200 - Studies in Visual Culture
CJS 257 - Foundations in Justice Studies
ECO 350 - Intermediate Writing in Economics
ENL 260 - Intermediate Composition
ENL 264 - Communicating in the Sciences
ENL 265 - Business Communication
ENL 266 - Technical Communication
HST 201 - Critical Skills for the History Major
NUR 214 - Scholarly Inquiry in Nursing
PHY 225 - Introductory Experimental Physics I
PHL 399 - Intermediate Writing in Philosophy
POR 310 - Introduction to Cultural and Literary Analysis
PSC 249 - Intermediate Writing in Political Science
PSY 39X - Research Methods in Psychology
SOA 211 - Thinking Through Writing in Sociology and Anthropology (for students who declared a SOA major in/after Fall 2014)
SOA 316 - Research Methods (for students who declared a SOA major prior to Fall 2014)
SPA 302 - Spanish Composition and Conversation II
WGS 201 - Introduction to Feminist Theory
 - D. Mathematics (3 credits)
MTH 140 - Quantitative Reasoning (formerly MTH 120)
MTH 146 - Finite Mathematics (formerly MTH 103)
MTH 147 - Fundamentals of Statistics (formerly MTH 104)

MTH 148 - College Algebra (formerly MTH 101)
MTH 149 - Introductory Calculus (formerly MTH 102 - Elementary Calculus for Life and Social Sciences)
MTH 150 - Pre-calculus (formerly MTH 131)
MTH 151 - Calculus I (formerly MTH 111 - Analytic Geometry and Calculus I)
MTH 152 - Calculus II (formerly MTH 112 - Analytic Geometry and Calculus II)
MTH 153 - Calculus for Applied Science and Engineering I (formerly MTH 113)
MTH 154 - Calculus for Applied Science and Engineering II (formerly MTH 114)

E. Foundation for Learning through Engagement (variable credit)

CAS 101 - Introduction to the Arts and Sciences
EGR 101 - Introduction to Engineering Through Applied Science I (approved for 2013-2014 only)
FOU 101 - Visual Arts Colloquium
HON 101 - Scholarship in Community**
MIS 101 - The Business Organization
NUR 106 - Introduction to Professional Nursing
PHY 109 - Freshman Seminar I
UNV 101 - Introduction to the University

2. The Natural World: Scientific Inquiry and Understanding

A. Science of the Natural World (3 credits)

BIO 101 - General Biology I
BIO 103 - Topics in Biology
BIO 112 - The Ocean Environment
BIO 121 - Biology of Organisms I
BIO 221 - Anatomy & Physiology I
CHM 155 - Modern Chemical Principles I
CHM 130 - Chemistry and the Environment
CHM 132 - Chemistry and Nutrition
MAR 105 - Introductory Ocean Sciences
MAR 110 - Natural Hazards and the Ocean
MLS 105 - Contemporary Topics in Human Ecology I
MLS 211 - Introduction to Human Physiology
PHY 101 - Introduction to Physics I
PHY 102 - Introduction to Physics II
PHY 111 - Physics for Science and Engineering (Impulse Physics I)
PHY 112 - Physics for Applied Science and Engineering II
PHY 114 - Classical Physics II
PHY 115 - Introduction to Classical Physics*
PHY 151 - Introductory Astronomy
PHY 171 - Planet Earth & Its Resources I
PHY 182 - Introduction to the Weather
PHY 251 - Intermediate Astrophysics*

B. Science in the Engaged Community (3 credits)

BIO 102 - General Biology II
BIO 122 - Biology of Organisms II
BIO 143 - Ecology and Environmental Issues
BIO 107 - Biology of Genetic Disease
BIO 108 - Cancer Biology
BIO 314 - General Ecology
BIO 437 - Evolutionary Biology
BNG 162 - Current Topics in Bioengineering: Designing a Healthier Planet and Its People
BNG 255 - Biology for Engineers
CHM 170 - Chemistry of the Elements
CIS 381 - Social and Ethical Aspects of Computing
EGR 110 - Environmental Science and Business
IST 111 - Science of Kriyayoga
MLS 106 - Contemporary Topics in Human Ecology II
MLS 313 - Medical Microbiology
MNE 220 - Thermodynamics I
NUR 105 - Human Nutrition

PHY 115 - Introduction to Classical Physics*
PHY 162 - Science Technology & Society II: Environment
PHY 251 - Intermediate Astrophysics*

3. The Cultural World: Aesthetic and Interpretive Understanding

A. Literature (3 credits)

ENL 200 - Studies in Literature
ENL 202 - American Authors
ENL 203 - Survey of World Literature I
ENL 204 - Survey of World Literature II
ENL 205 - Travel Literature
ENL 212 - Introduction to Shakespeare
ENL 216 - Comedy and Satire
ENL 246 - Women Writers
ENL 258 - Literary Studies
FRN 204 - French Literature in Translation
POR 214 - Portuguese Literature in Translation
POR 215 - Brazilian Literature in Translation
SPA 209 - Spanish Literature in Translation

B. Visual and Performing Arts (3 credits)

ARH 105 - Visual Imagery: A Critical Introduction
ARH 125 - Renaissance to Modern Art and its Antecedents
ARH 150 - Modern to Contemporary Art
ARH 349 - Architecture and Sustainability in American Post-Industrial Cities*
MUS 101 - Introduction to Music I
MUS 103 - Introduction to World Music
MUS 106 - Art of Rock: History of Rock Music
MUS 107 - Fundamentals of Theory
MUS 125 - Jazz: The Listener's Guide
MUS 171 - Music Theory I

4. The Social World: Humanity and Society

A. Human Questions and Contexts (3 credits)

ECO 231 - Principles of Microeconomics*
HON 101 - Scholarship in Community**
HST 101 - History of Western Civilization I
HST 102 - History of Western Civilization II
PHL 101 - Introduction to Philosophy
PHL 110 - Principles in Critical Thinking
PHL 215 - Introduction to Ethics
PHL 221 - History of Western Philosophy: Ancient
PHL 222 - History of Western Philosophy: Modern
PSY 101 - General Psychology
SUS 101 - Principles of Sustainability*
SUS 202 - Topics in Sustainability
REL 300 - Advanced Topics in Religious Studies

B. The Nature of US Society (3 credits)

ARH 349 - Architecture and Sustainability in American Post-Industrial Cities*
CJS 190 - Introduction to Crime and Justice Studies
ECO 231 - Principles of Microeconomics*
ECO 232 - Principles of Macroeconomics
EGR 303 - Engineering Economy
ENL 372 - Writing About Popular Culture
HST 115 - History of the United States I
HST 116 - History of the United States II
POL 102 - Introduction to Policy Studies
PSC 101 - Introduction to American Politics
PSC 212 - Politics in Film
SOA 101 - Introduction to Sociology*

SOA 111 - Introduction to Cultural Anthropology*
WGS 101 - Introduction to Women's Studies
WGS/PHL 104 - Identities: Gender, Race, Sexuality
WGS 202 - Women's Health and Environment

C. The Nature of the Global Society (3 credits)

ATR 380 - History of Craft I
ATR 381 - History of Craft II
HST 103 - World History I
HST 104 - World Civilizations II
IST 151 - Introduction to Indian Civilization
MGT 120 - Green Entrepreneurship
POR 120 - Introduction to the Portuguese-Speaking World
POR 220 - Introduction to Linguistics and European Languages
PHL 230 - Global Philosophies
PSC 151 - Introduction to Comparative Politics
PSC 161 - Introduction to International Relations
PSC 385 - Politics of Global Climate Change
REL 201 - Introduction to Religious Studies
SOA 101 - Introduction to Sociology*
SOA 111 - Introduction to Cultural Anthropology*
SUS 101 - Principles of Sustainability*
WGS 213 - Sex Workers, Nannies and Maids
WGS 352 - Disposable Women
WGS 369 - Global Women's Health Politics and Activism

5. The Educated and Engaged Citizen: Integrating the UMD Experience

A. Capstone Study (3 credits)

AED 411 - Practicum/Seminar: Elementary School
AED 412 - Practicum/Seminar: Secondary School
BIO 499 - Capstone Research**
CJS 400 - Contemporary Topics in Justice
DES 422 - Illustration VI
DES 452 - Graphic Design VI
DES 482 - Photography VI
DES 484 - Digital Media VI**
ECE 458 - Design Project II
ECO 445 - Economics of Education
ECO 461 - Urban Economics**
ECO 498 - Honors Thesis
ENL 400 - Seminar in American Literature
ENL 415 - Seminar in British Literature
ENL 425 - Seminar in Comparative Literature
ENL 440 - Seminar in a Literary Topic or Theme
ENL 453 - Advanced Writing Workshop
ENL 460 - Seminar in Genre Studies
FIA 401 - Senior Capstone**
HST 401 - Seminar: American History
HST 402 - Seminar: European History
HST 403 - Seminar: World History
MLS 450 - Senior Seminar**
MTH 451 - Differential Geometry
MUS 485-486 - Senior Music Capstone
NUR 409 - Leadership in Nursing
NUR 455 - Experiential Learning Senior Mentorship
PHL 409 - Seminar
POR 481 - Capstone Seminar in Portuguese
PSC 498 - Capstone in Political Science
PSY 423 - Health Psychology
PSY 430 - Young Adult Health Risk Behaviors

PSY 442 - Affective Neuroscience
 PSY 450 - Evolutionary Psychology
 PSY 460 - Psychology of Individual Differences
 PSY 470 - Women's Health
 PSY 475 - Cognitive Health and Changes with Age
 PSY 478 - Emotion
 SOA 420 - Capstone Study
 SOA 492 - Thesis Research I

B. Learning Through Engagement (variable credit)

BIO 499 - Capstone Research**
 CJS 450 - Crime & Justice Studies Internship
 DES 321 - Illustration III
 DES 451 - Graphic Design 5
 DES 481 - Photography 5
 DES 484 - Digital Media VI**
 ECE 457 - Design Project I
 ECO 298 - Experience Program
 ECO 461 - Urban Economics**
 EGR 497 - Bioengineering Capstone Design I
 FIA 401 - Senior Capstone**
 HST 298 - Experience Program (History Internship)
 HST 392 - Public History in America
 MLS 450 - Senior Seminar**
 NUR 331 - Experiential Learning: Community Health Nursing
 POR 399 - Portuguese Internship
 PSC 305 - Political Science Internship
 SOA 450 - Sociology/Anthropology Internship
 SERVICE LEARNING - courses with a service-learning component satisfy 5B; [click here for a list of course sections by semester](#)
 STUDY ABROAD - any study abroad experience satisfies 5B
 WGS 312 - Feminist Research Methods

Appendix III: International Undergraduate Tuition and Fees per year (May change over time)

2016 -2017 Cost of Attendance for International Students	
Tuition and Mandatory fees	\$24,619.00
Charlton College Fee	\$420.00
Living Expenses*	
Double-room for 12 months	\$10,389.00
Note: Double Room Rate: standard (\$7837), 10 months (\$8516), or 12 months (\$10389)	
Meal Plan (Fall and Spring only)	\$4,214.70
Orientation Fee	\$250.00
International Student Fee	\$500.00
Health Insurance	\$2,086.00
TOTAL	\$42,478.70
*Personal expenses, transportation, and books/supplies are not included	
Dining plan:	
http://www.dineoncampus.com/umassd/show.cfm?cmd=_firstYearStudents	

Appendix IV: Initial Course Mapping (May change over time)

ZAFU Courses	Title	English Title	UMD Courses
B2802001	会计学原理	Principles of Accounting	Together with B2802002 Experiment for Principles of Accounting for ACT 211
B2802002	会计原理实验	Experiment for Principles of Accounting	
R2850007	管理会计(B)	Management accounting(B)	ACT 212
B2803004	财务管理原理	Principles of Financial Management	Finance 312
R2750004	国际金融(B)	International Finance(B)	FIN 494
B3401004	思想道德修养与法律基础	Moral Education and Law Basics	Cluster4-A PHL215
B3401002	马克思主义基本原理	General Principle of Marxism	Cluster4-C PHL230
B3401006	中国近现代史纲要	Summary of Chinese Modern and Contemporary History	Cluster4-B POL102
B3401003	毛泽东思想与中国特色社会主义理论体系概论	An Introduction to Mao Zedong Thought and Socialist Theory System with Chinese Characteristics	Cluster S-A HST 403
B3401005	形势与政策	State Affairs and Policy	Non-transferrable
B3401005	形势与政策	State Affairs and Policy	Non-transferrable
B3401005	形势与政策	State Affairs and Policy	Non-transferrable
B3401005	形势与政策	State Affairs and Policy	Non-transferrable
B3401001	大学生心理健康教育	Mental Health Education	Non-Business Elective
B5601006	军事理论	Military Theory	Non-transferrable
B5601005	军事技能训练	Military Training	Non-transferrable
B5601001	大学体育 I	Physical Education (Module 1)	Non-transferrable
B5601002	大学体育 II	Physical Education (Module 2)	Non-transferrable
B5601003	大学体育 III	Physical Education (Module 3)	Non-transferrable
B5601004	大学体育 IV	Physical Education (Module 4)	Non-transferrable
B5201002	大学英语 II	College English II	ENL 101
B5201003	大学英语 III	College English III	ENL 102
B5201004	大学英语 IV	College English IV	ENL265

B3801003	计算机与信息应用基础	Introduction to Computer and Information Technology	With 1 additional credit from an elective course for MIS 101
B3801002	高级语言程序设计 (VB)	Advanced Programming Language(VB)	MIS212
	修读生态环境类课程,至少修满2 学分	Bio-environment courses 2+ credits	SCI-800 C2
	修读创新创业类课程,至少修满2 学分	entrepreneurship 2+ credits	MGT372 or Business Elective
	修读科学与技术类课程,至少修满6 学分	Science and Technology Courses 6 credits	SCI-800 Cluster 2
B4602006	微积分I	Calculus I	Cluster 1-D MTH146
B4602010	线性代数(A)	Linear Algebra (A)	Non-Business Elective
B4602009	微积分IV	Calculus IV	Non-Business Elective
B2902001	管理学原理(A)	Principles of Management(A)	MGT201
B4802001	概率论与数理统计(A)	Probability Theory and Statistics (A)	Non-Business
B2602004	微观经济学(A)	Microeconomics(A)	ECO231
B2602001	宏观经济学	Macroeconomics	ECO232
B3002002	统计学原理	Principles of Statistics	POM212
X2620002	政治经济学	Plutonomy	Cluster 4-C PSC151
X3120003	经济法	Economic Law	ECO -800 Cluster 4-A
X4620014	线性规划	Linear Programming	Non-business elective
X3020001	电子商务概论(A)	Introduction to E-Commerce(A)	Non-business Elective
X2920004	市场营销学(B)	Marketing	MKT311
X3020003	管理信息系统(C)	Management Information System(C)	MIS315
X4620006	微积分 V	Calculus V	Non-Business Elective
X2720004	金融学(B)	Economics of Money and Finance	Business Elective

Note: All other ACT/FIN courses can be transferred as business elective

Appendix V: Information for Transfer and International Students

The credentials required for transfer admission consideration are: completed application and official transcripts of all previous college or university courses attempted and current courses in progress (ZAFU students should have their transcripts translated into English)

Note: Transfer applicants may be asked to provide photocopies of catalog pages from previously attended institutions with course descriptions or course syllabi and their English translations for the work completed to assist in evaluating coursework for UMass Dartmouth equivalencies. Upon matriculation to UMass Dartmouth, new transfer students may view their unofficial transcripts through COIN, once the student's incoming term has been activated.

Students under F-1 Visa status or seeking F-1 Visa status should apply to UMass Dartmouth as either an International Freshman or International Transfer student, depending upon their circumstance. International applicants will pay the \$60 application fee and are not eligible for a waiver of this fee. International applicants must submit their application fee in US currency. Checks not in US currency will be returned and the application will not be processed until the fee has been resubmitted properly. International applicants must also meet the US government requirements for full time students in order to be issued the I-20 form for the F visa application. They must satisfy the conditions for admission to the university and become full-time, degree-seeking students. In addition, international applicants whose native language is other than English must submit official scores from the Test of English as a Foreign Language (TOEFL) or International English Language Testing Service (IELTS), which are offered at regularly scheduled intervals throughout the world.

	Minimum Score
Test of English as a Foreign Language (TOEFL): Paper-Based	550
Test of English as a Foreign Language (TOEFL): Computer-Based	213
Test of English as a Foreign Language (TOEFL): Internet-Based (IBT)	79
International English Language Testing System (IELTS)	6.5

Foreign nationals who have completed a year or more of study in the United States or American/International institutions abroad, in which the primary language of instruction is English, are exempt from this requirement. Upon acceptance and for as long as they attend the university, they must pay out-of-state tuition and fees. International undergraduate students are not eligible to receive need-based financial aid from the university. Students need to fill the Declaration and Certification of Finances attached in Appendix VI.

More information could be found at <http://www.umassd.edu/undergraduate/international/>

Housing Information:

Students transferred from ZAFU will be housed initially in the Global Perspectives community located in a First Year Living Learning Community (FYLLC). The Global Perspectives community is an environment for our students with international affinity or interest including study abroad, to reside. Students will live and learn

alongside a multitude of different experiences, cultures, and interests as they apply knowledge of the world to their work here at UMass Dartmouth. The community will work with University offices, including Charlton College of Business, the International Students & Scholar Center, and the International Programs Office to host cultural programs and highlight current events.

Students transferred from ZAFU will be assigned housing on a space available basis for a standard academic year, and will be required to maintain a dining membership. The standard academic year housing contract can be extended to include 10 or 12 months housing options if individual students do desire.

- Room Rates & Contract Types (First Year Halls and Academic, 10 months, 12 months: <http://www.umassd.edu/housing/roomdiningrates/>) (Double Room Rate: standard (\$7837), 10 months(\$8516), or 12 months (\$10389))
- First Year Halls descriptive info (Chestnut/Elmwood/Maple Ridge/Roberts: <http://www.umassd.edu/housing/livingoncampus/firstyear/>)
- Living Learning Communities (Maple Ridge is Cornerstone FYLLC: <http://www.umassd.edu/housing/livingoncampus/livinglearningcommunities/>)

Appendix VI: Declaration and Certification of Finances

Declaration and Certification of Finances

Complete this form and enclose it a required documentation together w completed application for admissio

The United States Department of Homeland Security requires the University to review the financial resources of each international student apply admission. Applicants pursuing an F-1 visa to study at the University of Massachusetts Dartmouth must demonstrate that they can meet the exp their education, housing, meals and personal needs.

The annual cost of attendance (academic year 2016-2017) for international applications is \$42,557. The total amount listed on this form and suppo documentation must equal or exceed the amount listed. If the total is less than the amount that is listed as required, we will not be able to send form to you.

Please provide the following information: (print or type)

Family Name: _____ Given Name (s) _____

Address: _____

Country of Citizenship: _____ Gender: ___ Male ___ Female

Country of Birth _____ Date of Birth: _____

Living arrangements (please check one): Off-campus On-campus with relative (must

Do you currently hold an F-1 visa? If yes, what school or college issued your I-20 form? _____

Email address: _____ @ _____

Indicate amounts available to support your studies for the upcoming academic year, in U.S. dollars, showing the typ of financial support. Use whichever items apply to you, and list additional sources on an additional sheet.

Your own funds: _____ \$ _____

Sponsor: _____ \$ _____

Name: _____

Address: _____

Relationship to you: _____

Sponsoring agency, employer, or government: _____ \$ _____

Name: _____

Address: _____

Total: \$ _____

Your legal signature: _____ Date: _____

Enclose an official bank statement or bank letter for each sponsor listed. The letters should indicate that sufficient funds are available to meet t need shown for your entire period of study and must be signed by the sponsor. If your own funds will be used, enclose an official letter of funds your own account.

Enclose an Affidavit of Support for each sponsor and agency listed. Each affidavit must (1) verify that the individual sponsor or sponsoring ag agrees to provide the support indicated for your first year of study and will agree to meet similar expenses in future years, to enable you to com your degree; (2) show the legal signature of the sponsor or of an official of the sponsoring agency.