

Program Transfer Guide

Alexandria Technical and Community College
Associate in Science (A.S.) in **Business Administration**

→ UIU Extended University
Bachelor of Science (B.S.) in
Business Administration ~ Marketing Emphasis

JULY 2017



UPPER IOWA
UNIVERSITY

EDUCATION BUILT FOR LIFE

| ATCC Course | | | Transfers as UIU Course | | |
|---|-----------------------------|----------|-------------------------|--------------------------------|--------------------------|
| Course Num | Course Name | # Cr | Course Num | Course Name | Requirement Fulfilled |
| Program Requirements | | | | | |
| ACCT 1608 | Principles of Accounting I | 4 | BA 201 | Accounting Principles I | Business Core |
| ACCT 1612 | Principles of Accounting II | 4 | BA 202 | Accounting Principles II | Business Core |
| BUS 2200 | Business Law | 3 | BA 302* | Business Law I | Business Core |
| BUS 2220 | Principles of Management | 3 | BA 210 | Management Principles | Business Core |
| ECON 1420 | Intro to Macroeconomics | 3 | BA 161 | Macroeconomic Principles | Bsns Core & GE Soc Sci |
| ECON 1430 | Intro to Microeconomics | 3 | BA 160 | Microeconomic Principles | Bsns Core & GE Soc Sci |
| MATH 1445 | Intro to Statistics | 3 | MATH 220 | Elementary Statistics | Business Core |
| MKTG 2525 | Principles of Marketing | 3 | BA 208 | Marketing Principles | Business Core |
| Transfer Goal Required Courses | | | | | |
| COMM 1415 | Public Speaking | 3 | COMM 105 | Public Speaking | Gen Ed Communic/oral |
| ENGL 1410 | Composition I | 3 | ENG 101 | Basic Composition | Gen Ed Communic/wrtn |
| ITEC 1430 | Intro to Computers | 3 | CS 102 | Intro Cptr Appl's & Technology | Gen Ed Computers |
| MATH 1420 | College Algebra | 3 | MATH 107 | College Algebra | Gen Ed Mathematics |
| PHIL 1440 | Ethics | 3 | PHIL 202 | Contemporary Ethics | Bsns Core & GE Art/Hum |
| Other | | | | | |
| Technical electives (see "A" below; UIU recommendations are bolded) | | 10 | --- | --- | Bsns Core and/or Major** |
| Additional MN Transfer Curriculum (ATCC) Electives (see "B" below for UIU recommendations) | | 9 | --- | --- | General Education** |
| | | 6 | | | |
| | | 0 | | | |

** Requirement fulfilled as indicated if UIU recommendations in A and B on next page are completed.

A ATCC Technical Elective Options

(UIU recommendations are bolded)

10 credits required

| Course Num | Course Name | # Cr | Course # | Course Name | Requirement Fulfilled |
|------------------|--|----------|---------------|---------------------------------|----------------------------|
| ACCT 1506 | Computerized Acct for Peachtree | 1 | --- | --- | general elective |
| ACCT 1507 | Computerized Acct for Quickbooks | 1 | --- | --- | general elective |
| ACCT 1310 | MS Excel/Access Applications | 3 | --- | --- | general elective |
| BUS 2210 | Entrepreneurship | 3 | --- | --- | general elective |
| FASH 1601 | Intro to Fashion Retailing | 3 | --- | --- | general elective |
| FASH 2601 | Fashion Merchandising | 3 | --- | --- | general elective |
| FICR 2641 | Financial Statement Analysis | 3 | BA 341 | Corporate Financial Mgmt | Business Core |
| MKSM 2601 | Sales Management | 3 | BA 315 | Sales Management | general elective |
| MKSM 2602 | Sales Territory Management | 3 | --- | --- | general elective |
| MKTG 1505 | Retail Management & Merchandising | 3 | BA 355 | Retailing | Major/Mktg emphasis |
| MKTG 1511 | Advertising & Sales Promotion | 3 | --- | --- | general elective |
| MKTG 1515 | Selling Principles & Practices | 3 | BA 337 | Personal Selling | Major/Mktg emphasis |
| MKTG 1530 | Consumer Selling | 3 | --- | --- | general elective |
| MKTG 2501 | Marketing & Social Media Mgmt | 3 | --- | --- | general elective |
| MKTG 2515 | Quality Customer Service | | --- | --- | general elective |

B UIU Recommendations for ATCC courses

9 credits required*

| Course Num | Course Name | # Cr | Course # | Course Name | Requirement Fulfilled |
|----------------------|------------------------------------|------|----------|------------------------|------------------------|
| ENGL 1420 | Composition II | 3 | ENG 102 | English Composition II | Gen Ed Communic/wrtn |
| <i>ONE of these:</i> | | | | | |
| ART 1407 | Design Basics | 4 | | | Gen Ed Arts/Humanities |
| ART 1475 | Digital Photography | 3 | | | |
| HUMA 1407 | Introduction to the Humanities | 3 | --- | --- | |
| SPAN 1410 | Beginning Spanish I | 4 | | | |
| SPAN 1420 | Beginning Spanish II | 4 | | | |
| <i>ONE of these:</i> | | | | | |
| COMM 1347 | Intercultural Communication | 3 | | | Gen Ed Cultures |
| ENGL 1453 | Multicultural American Literature | 3 | --- | --- | |
| GEOG 1475 | International Perspective | 3 | | | |
| <i>TWO of these:</i> | | | | | |
| BIOL 1410 | Introduction to Biology I | 4 | | | Gen Ed Natural Science |
| BIOL 1411 | Introduction to Biology II | 4 | | | |
| BIOL 1416 | Essentials of Anatomy & Physiology | 3 | --- | --- | |
| BIOL 1430 | People and the Environment | 3 | | | |
| CHEM 1405 | Fundamentals of Chemistry | 3 | | | |
| PHSY 1407 | College Physics I | 3 | | | |

* UIU recommendations are not intended to exactly equal the 9 credits, but are recommended "options."

Courses to be taken during years 3 & 4 at Upper Iowa University

| UIU course | | # Cr | Requirement Fulfilled | Transfer |
|--|--|---------------------------------------|------------------------------|----------------------------|
| | <i>any Gen Ed in Arts/Humanities</i> | 3 | Gen Ed Arts/Humanities | PHIL 1440 |
| | <i>any Gen Ed in Arts/Humanities</i> | 3 | Gen Ed Arts/Humanities | --- |
| ENG 101 | Basic Composition | 3 | Gen Ed Communication/Written | ENGL 1410 |
| ENG 102 | English Composition II | 3 | Gen Ed Communication/Written | --- |
| COMM 105 | Public Speaking | 3 | Gen Ed Communication/Oral | COMM 1415 |
| CS 102 | Intro Computer Appl's & Technology | 3 | Gen Ed Computer Skills | ITEC 1430 |
| MATH 105 | College Algebra w/ Applications | 3 | Gen Ed Mathematics | MATH 1420 |
| | <i>any Gen Ed in Natural Science</i> | 3 | Gen Ed Natural Science | --- |
| | <i>any Gen Ed in Natural Science</i> | 3 | Gen Ed Natural Science | --- |
| | <i>any Gen Ed in Social Science</i> | 3 | Gen Ed Social Science | ECON 1420 |
| | <i>any Gen Ed in Social Science</i> | 3 | Gen Ed Social Science | ECON 1430 |
| | <i>any Gen Ed in Cultures</i> | 3 | Gen Ed Cultures | --- |
| BA 160 | Microeconomic Principles | 3 | Business Core | ECON 1430 |
| BA 161 | Macroeconomic Principles | 3 | Business Core | ECON 1420 |
| BA 201 | Accounting Principles I | 3 | Business Core | ACCT 1608 |
| BA 202 | Accounting Principles II | 3 | Business Core | ACCT 1612 |
| BA 208 | Marketing Principles | 3 | Business Core | MKTG 1525 |
| BA 210 | Management Principles | 3 | Business Core | BUS 2220 |
| BA 222 | Management Information Systems | 3 | Business Core | --- |
| BA 225 or PHIL 202 | Business Ethics Contemporary Ethics | 3 | Business Core | --- |
| BA 302 | Business Law I | 3 | Business Core | BUS 2200 |
| BA 341 | Corporate Financial Management | [3] | Business Core | [FICR 2641] |
| BA 356 | Quantitative Decisions in Business | 3 | Business Core | --- |
| MATH 220 | Elementary Statistics | 3 | Business Core | MATH 1445 |
| BA 325 | New Venture Creation | 3 | Bsns Admin Core | |
| BA 361 | Human Resource Management | 3 | Bsns Admin Core | |
| BA 423 | Production and Operations Management | 3 | Bsns Admin Core | |
| BA 460 | Strategic Management | 3 | Bsns Admin Core | |
| <i>[4] 2 of the following; at least 2 at 400-level</i> | | [12] 6 | Marketing emphasis | [MKTG 1505] [MKTG 1515] |
| <i>[BA 337 Personal Selling]</i> | | <i>BA 414 New Product Development</i> | | |
| <i>[BA 355 Retailing]</i> | | <i>BA 424 Global Marketing</i> | | |
| <i>BA 358 Consumer Behavior</i> | | <i>BA 403 Internship</i> | | |
| <i>BA 363 Advertising & Integrated Marketing Communication</i> | | | | |

NOTES

Courses in square brackets [] are courses for which UIU has made recommendations on the first page; they may or may not have been completed at ATCC.

A minimum of 120 semester credits is required for a Bachelor of Science Degree; at least 60 will be transferred from ATCC.
 A minimum of 30 credits must be upper division credits for a UIU baccalaureate degree; lower division transfer work from ATCC does not contribute to the upper division credit requirement at UIU.

Every effort has been made to ensure the accuracy and completeness of this program articulation.

The office of the Registrar of Upper Iowa University reserves the right to make corrections, additions, and deletions as necessary.