

Program Transfer Guide

Eastern Iowa Community College
Associate in Applied Science (A.A.S.) in

BUSINESS MANAGEMENT

→ Upper Iowa University
Bachelor of Science (B.S.) in

MANAGEMENT

August 2016



UPPER IOWA UNIVERSITY
Established in 1857®

EICC Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
Semester 1					
ENG:105	Composition I	3	ENG 101	Basic Composition	Gen Ed Commun/Wrtn
BUS:102	Intro to Business	3	---	Elective	elective
CSC:110	Intro to Computers	3	CS 102	Intro to Computer Appls & Tech	Gen Ed Computer Skills
MGT:101	Principles of Management	3	BA 210	Management Principles	Business Core
<i>business specialty course >> MGT:110 or MGT:130</i>		3	BA 370 ^A or BA 362 ^A	Entrepreneurship & Sm Bsns Mgmt Supervision	Major elective
Semester 2					
MAT:156	Statistics	3	MATH 220	Elementary Statistics	Gen Ed Math & Bsns Core
BUS:161	Human Relations	3	---	elective	elective
BUS:180	Business Ethics	3	BA 225	Business Ethics	Business Core
MKT:110	Principles of Marketing	3	BA 208	Marketing Principles	Business Core
<i>business specialty course >> ECN:120</i>		3	BA 161	Macroeconomic Principles	Business Core
Semester 3 – Summer					
<i>business specialty course</i>		3	<i>see table 1 below</i>		TBD
Semester 4					
ACC:142	Financial Accounting	3	BA 201	Accounting Principles I	Business Core
ECN:130	Principles of Microeconomics	3	BA 160	Microeconomic Principles	Business Core
SPC:112	Public Speaking	3	COMM 105	Public Speaking	Gen Ed Commun/Oral
<i>business specialty course</i>		3	<i>see table 1 below</i>		TBD
<i>business skill course</i>		3	<i>see table 2 below</i>		general elective
Semester 5					
ACC:146	Managerial Accounting	3	BA 202	Accounting Principles II	Business Core
BUS:106	Employment Strategy	2	---	elective	elective
BUS:185	Business Law	3	BA 302 ^A	Business Law I	Business Core
HUM:105	Working in America	3	---	General Education Arts/Humanities	Gen Ed Arts/Hum
<i>business specialty course</i>		3	<i>see table 1 below</i>		TBD
<i>business skill course</i>		3	<i>see table 2 below</i>		general elective

Table 1 Business Specialty courses [minimum 15 credits]

Course ID	Course Name	# Cr	Course ID	Course Name	Requirement Fulfilled
MGT:110 or MGT:130	Small Business Management Principles of Supervision	3	BA 370 ^A BA 362 ^A	Entrepreneurship & Sm Bsns Mgmt Supervision	Major elective
ECN:120	Principles of Macroeconomics	3	BA 161	Macroeconomic Principles	Business Core
<i>9 or more credits from the following:</i>					
BUS:130	Intro to Entrepreneurship	3	---	---	general elective
BUS:135	Managing the Entrep. Venture	3	---	---	general elective
BUS:147	The Successful Entrepreneur	3	---	---	general elective
BUS:186	Business Law II	3	BA 303 ^A	Business Law II	general elective
BUS:908	Cooperative Education	1-3	---	---	general elective
FIN:121	Personal Finance	3	BA 288	Personal Financial Management	general elective
MGT:151	Management Communication I	3	---	---	general elective
MGT:170	Human Resource Management	3	---	---	general elective
MGT:210	Management Decision Making	3	---	---	general elective
MKT: 140	Principles of Selling	3	BA 337 ^A	Personal Selling	general elective
MKT:150	Principles of Advertising	3	BA 363 ^A	Advertising & Integ Mktg Commun's	general elective
MKT:160	Principles of Retailing	3	BA 355 ^A	Retailing	general elective

Table 2 Business Skill electives [minimum 6 credits]

Course ID	Course Name	# Cr	Course ID	Course Name	Requirement Fulfilled
ACC:332	Computer Acct-Quickbooks I	2	---	---	general elective
ADM:105	Intro to Keyboarding	1	---	---	general elective
ADM:122	Document Formatting	2	---	---	general elective
ADM:179	Records Management	3	---	---	general elective
BCA:129	Word Processing	2	---	---	general elective
BCA:130	Adv Word Processing	2	---	---	general elective
BCA:147	Basic Spreadsheets	2	---	---	general elective
BCA:148	Adv Spreadsheets	2	---	---	general elective
BCA:165	Basic Databases	2	---	---	general elective
BCA:220	Integrated Cptr Bsns Appls	2	---	---	general elective
BCA:250	Desktop Publishing	3	---	---	general elective
BCA:711	Intro to MS PowerPoint	1	---	---	general elective
BCA:732	Getting Organized w/ Outlook	1	---	---	general elective
MKT:181	Customer Service Strategies	2	---	---	general elective

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	HUM:105
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
ENG 101	Basic Composition	3	Gen Ed Communication/Written	ENG:105
ENG 102	English Composition II	3	Gen Ed Communication/Written	---
COMM 105	Public Speaking	3	Gen Ed Communication/Oral	SPC:112
CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	CSC:110
MATH 107 or higher	<i>Gen Ed in Mathematics</i>	3	Gen Ed Mathematics	MAT:121
	<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	ECN:120
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	ECN:130
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	---
BA 160	Microeconomic Principles	3	Business Core	ECN:130
BA 161	Macroeconomic Principles	3	Business Core	ECN:120
BA 201	Accounting Principles I	3	Business Core	ACC:142
BA 202	Accounting Principles II	3	Business Core	ACC:146
BA 208	Marketing Principles	3	Business Core	MKT:110
BA 210	Management Principles	3	Business Core	MGT:101
BA 222	Management Information Systems	3	Business Core	---
BA 302	Business Law I	3	Business Core	BUS:185
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
BA 225 or PHIL 202	Business Ethics Contemporary Ethics	3	Business Core	BUS:180
MATH 220	Elementary Statistics	3	Business Core	MAT:156
BA 317	International Management	3	Major	---
BA 361	Human Resources Management	3	Major	---
BA 423	Production and Operations Management	3	Major	---
BA 454	Management Cases	3	Major	---
BA 460	Strategic Management	3	Major	---
<i>1 of the following:</i>		3	Major	MGT:110/MGT:130
<i>BA 362 Supervision</i>				
<i>BA 365 Leadership Theory</i>			<i>BA 421 Managerial Cost Accounting</i>	
<i>BA 367 Cross-Cultural Leadership</i>			<i>BA 445 Contemporary Topics in Management</i>	
<i>BA 370 Entrepreneurship & Small Bsns Mgmt</i>			<i>BA/PSY 474 Organizational Behavior</i>	
<i>BA 411 Labor Relations and Negotiation</i>			<i>PSY 338 Motivation</i>	
<i>BA 415 Cross-Cultural Negotiations</i>			<i>PSY 440 Industrial Psychology</i>	
<i>additional upper level credits</i>		15 ^B		
		63		

B ~ Some of these could possibly be fulfilled by Gen Ed courses selected; that would lower the number of upper-division electives but student would need to still take 15 elective credits total (some could then be lower-division).

Every effort has been made to ensure the accuracy and completeness of this program articulation. Upper Iowa University reserves the right to make corrections, additions, and deletions as necessary.