

PROGRAM EQUIVALENCY GUIDE

Gateway Technical College Associate Degree in Business Management

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Upper Iowa University Bachelor Degree in Management

March 2014

Gateway Marketing Course			Transfers as UIU Course			
Course Num	Course Name	# Cr	Course Num	Course Name	# Cr	Requirement Fulfilled
Semester 1			<i>(suggested sequence; courses may be taken out of sequence as long as prerequisites are met)</i>			
102-137	Intro to Business	3	---	elective	3	elective
104-101	Marketing Principles	3	BA 208	Marketing Principles	3	Business Core
103-143	Computers for Professionals	3	---	elective	3	elective
196-129	Management Orientation	1	---	elective	1	elective
801-136	English Composition 1	3	ENG 101	Basic Composition	3	Gened-Communications
801-196 or 801-198	Oral/Interpersonal Communications Speech	3	COMM 200 COMM 105	Interpersonal Communication Public Speaking	3	elective Gened-Communications
Semester 2						
101-114 OR (101-112 & 103-103)	Accounting Principles Accounting for Business Excel II	4 3 1	BA 201 --- ---	Principles of Accounting I elective elective	4	Business Core elective elective
104-104	Selling Principles	3	BA 337	Personal Selling	3 #	elective
196-190	Leadership Development	3	---	elective	3	elective
804-115 or 804-123	College Technical Math I Math w/ Business Applications	5 3	---	elective	5 3	elective
809-198	Intro to Psychology	3	PSY 190	General Psychology	3	Gened-Social Sciences
Semester 3						
102-160	Business Law	3	BA 302	Business Law I	3 #	Business Core
104-105	Promotion Principles	3	BA 363	Advertising & Integrated Marketing Communications	3 #	elective
105-106 or 801-197	Business Communications Technical Reporting	3	BA 374 ---	Business Communications elective	3 # 3	Gened-Communications elective
196-191	Supervision	3	BA 362	Supervision	3 #	Major
809-172	Intro to Diversity Studies	3	SOC 224	Diversity in the United States	3	Gened-Cultures
Semester 4						
102-121	Credit Management	3	---	elective	3	elective
102-138 or 102-186 or 806-112	BIZ Internship Business Management Internship Principles of Sustainability	3	---	elective elective	3	elective
102-196	Business Decision Management	4	ES xxx	Natural Science General Educ		Gened-Natural Science
809-166	Ethics: Intro Theory and Application	3	---	elective	4	elective
809-144 or 809-195	Macroeconomics Economics	3	BA 160 BA 161	Microeconomic Principles Macroeconomic Principles	3	Business Core
General Electives – 6 credits of associate-level courses					6	<i>depends on courses taken*</i>

Credits transferrable to UIU:

69-71

Although GTC course transfers as equivalent to a 300/400-level UIU course, the credits do not count as upper-division credits at UIU.

* See course-to-course articulation for equivalency of courses taken.

Remaining Gened Requirements:	Arts/Humanities	6 credits
	Communications (ENG 102 or ENG 201) (poss COMM 105)	3-6 credits
	Computer Skills (MIS 101)	3 credits
	Mathematics (MATH 105)	3 credits
	Natural Sciences	3-6 credits
	Social Sciences	3 credits
	Cultures	0 credits
	Critical Thinking (ID 301)	3 credits
		=====
		24-30

Remaining Major Requirements:	<u>Business Core</u>	
	BA 161	Macroeconomic Principles 3 credits
	BA 201	Accounting Principles I 3 credits
	BA 202	Accounting Principles II 3 credits
	BA 210	Management Principles 3 credits
	BA 222	Management Information Systems 3 credits
	BA 341	Corporate Financial Management 3 credits
	BA 356	Quantitative Decisions in Business 3 credits
	MATH 220	Elementary Statistics 3 credits
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		24
	<u>Major</u>	
	BA 317	International Management 3 credits
	BA 423	Production/Operations Management 3 credits
	BA 454	Management Cases 3 credits
	ID 498_01	Senior Project 3 credits
		=====
		12

*** In addition to those listed above for the major (and core), another 15 credits of **upper division** courses are needed (some of the those may be courses that fulfill General Education requirements)*

Courses suggested as Gateway electives for transfer to UIU:

204-129	Field Photography	>> Gen Ed Arts/Hum	806-114	General Biology	>> BIO 100 General Biology
801-199	Written Communication II	>> Gen Ed Communications	806-134	General Chemistry	>> Gen Ed Nat Sci
804-197	College Algebra & Trig	>> MATH 105 Coll Algebra	809-196	Intro to Sociology	>> SOC 110 Principle of Sociology

Notes

A minimum of 120 semester credits is required for the BS Degree. Of those credits, a minimum of 36 credits must be upper division credits. Of those, at least 18 must be in the major.

A minimum 2.00 GPA, both in the major and cumulatively, is required at the time of graduation.

Up to 78 lower division and an additional 12 upper division semester credits from accredited institutions may be applied toward the minimum 120 semester credits required for the BS degree at Upper Iowa University. A minimum of 30 semester credits total and six credits in the major must be completed at Upper Iowa University.

**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.**