

Program Transfer Guide

Milwaukee Area Technical College Associate in **BUSINESS MANAGEMENT / College Transfer Emphasis**

→ UIU Bachelor of Science (B.S.) in
BUSINESS ADMINISTRATION

December 2016



UPPER IOWA UNIVERSITY

Established in 1857®

MATC Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
Required Program Coursework					
BADM 104	Business Statistics	3	--- *	---	general elective
BADM 106	MS Office for Business	3	--- *	---	general elective
BADM 134	Business Organization/Management	3	---	---	general elective
BADM 155	Management Principles	3	BA 210	Management Principles	Business Core
BADM 165	Legal Environment of Business	3	---	---	general elective
BADM 192	Risk Management & Insurance	3	---	---	general elective
4-Yr College Transfer Emphasis Coursework					
ACCTG 111	Accounting 1	4	BA 201	Accounting Principles I	Business Core
ACCTG 113	Accounting 2	4	BA 202	Accounting Principles II	Business Core
ACCTG 125	Cost Accounting	3	BA 422**	Product Cost Accounting	general elective
BADM 126	Business Finance	3	---	---	general elective
ECON 202	Macroeconomics	3	BA 161	Principles of Macroeconomics	Business Core
ENG 208	Technical Communication	3	---	---	general elective
SPEECH 201	Elements of Speech	3	COMM105	Public Speaking	GE/Oral Commun
General Studies Requirements					
ECON-195	Economics	3	BA 160	Microeconomic Principles	Business Core
<i>or any 200-series ECON course</i>					
UIU recommends ECON 201 PRINCIPLES OF MICROECONOMICS		3	BA 160	Microeconomic Principles	Business Core
ENG-151	Communication Skills 1	3	---	---	general elective
<i>or ENG 201 ENGLISH 1</i>					
UIU recommends this		3	ENG 101	Basic Composition	GE/Wrtn Commun
ENG-152	Communication Skills 2	3	---	---	general elective
<i>or any 200-series ENG or SPEECH course</i>					
UIU recommends ENG 202 ENGLISH 2		3	ENG 102	English Composition II	GE/Wrtn Commun
MATH-107	College Mathematics	3	---	---	general elective
<i>or any 200-series MATH course</i>					
UIU recommends MATH 260 BASIC STATISTICS		3	MATH220	Elementary Statistics	GE/Math & Bsns Core
NATSCI-149	Applied Geographic Info Systems	3	---	---	general elective
<i>or any 200-series NATSCI course</i>					
			---	Natural Sciences General Education	GE/Nat Sci
PSYCH-199	Psychology of Human Relations	3	---	---	Social Sciences General Education
<i>or any 200-series PSYCH course</i>					GE/Soc Sci
SOCSCI-197	Contemporary American Society	3	---	---	general elective
<i>or any 200-series HIST or SOCSCI course</i>					GE/Soc Sci
			---	Social Sciences General Education	GE/Soc Sci
General Electives					
--- *		6	---		<i>to be determined *</i>
		67			

* see end of document for UIU recommendations

** Lower division transfer work does not contribute to the upper division credit requirement at UIU.

UIU course		# Cr	Requirement Fulfilled	Transfer
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
ENG 101	Basic Composition	(3)	Gen Ed Communication/Written	(ENG 201)
ENG 102	English Composition II	(3)	Gen Ed Communication/Written	(ENG 202)
COMM 105	Public Speaking	3	Gen Ed Communication/Oral	SPEECH 201
CS 102	Intro Computer Applications/Technology	3	Gen Ed Computer Skills	---
MATH 105	College Algebra w/ Applications	(3)	Gen Ed Mathematics	(MATH 260)
	<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	PSYCH 199
	<i>any Gen Ed in Social Science</i>	(3)	Gen Ed Social Science	TBD
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	---

(15-)27

BA 160	Microeconomic Principles	3	Business Core	ECON195/ECON201
BA 161	Macroeconomic Principles	3	Business Core	ECON 202
BA 201	Accounting Principles I	3	Business Core	ACCTG 111
BA 202	Accounting Principles II	3	Business Core	ACCTG 113
BA 208	Marketing Principles	3	Business Core	---
BA 210	Management Principles	3	Business Core	BADM 155
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	---
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
MATH 220	Elementary Statistics	0	Business Core	---

BA 325	New Venture Creation	3	Bsns Admin Core	---
BA 361	Human Resource Management	3	Bsns Admin Core	116-193
BA 423	Production and Operations Management	3	Bsns Admin Core	---
BA 460	Strategic Management	3	Bsns Admin Core	---

<i>Courses for one emphasis below</i>	12	Bsns Admin emphasis	<i>see below</i>
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36

>> In addition to those to be taken for the major above, another 6-9 credits of upper division courses << are needed. These could be completed with courses in the shaded general education areas above. <<

* One of these will have been completed at MATC.

Courses shown in parentheses () above are courses which would/could be completed at MATC (see UIU recommendations on next page).

A minimum of 120 semester credits is required for a Bachelor of Science Degree.
With 67 transfer credits from MATC, a minimum of 53 credits is required at UIU.

A minimum of 30 credits must be upper division credits for a UIU baccalaureate degree.
Lower division transfer work from MATC 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.

GLOBAL emphasis 4 of the following; at least 2 at 400-level BA 317 <i>International Management</i> BA 365 <i>Leadership Theory</i> BA 411 <i>Labor Relations and Negotiation</i> BA 424 <i>Global Marketing</i>	12	GLOBAL emphasis	---
BA 463 <i>International Finance</i> BA 488 <i>Economics of International Business</i> BA 403 <i>Internship</i>			
ENTREPRENEURSHIP emphasis 4 of the following; at least 2 at 400-level BA 334 <i>Social Entrepreneurship</i> BA 337 <i>Personal Selling</i> BA 370 <i>Entrepreneurship & Small Business Management</i>	6	ENTREP emphasis	---
BA 411 <i>Labor Relations and Negotiation</i> BA 414 <i>New Product Development</i> BA 444 <i>New Venture Finance</i> BA 403 <i>Internship</i>			
HUMAN RESOURCES MANAGEMENT emphasis 4 of the following; at least 1 at 400-level BA 371 <i>Training and Development</i> BA 383 <i>Compensation & Benefits Management</i> BA 393 <i>Personnel Selection and Evaluation</i>	12	HR Mgmt emphasis	---
BA 411 <i>Labor Relations and Negotiation</i> BA 474 <i>Organizational Behavior</i> BA 403 <i>Internship</i>			
FINANCE emphasis 4 of the following; at least 2 at 400-level BA 310 <i>Money and Capital Markets</i> BA 343 <i>Investments</i> BA 352 <i>Risk Management</i> BA 442 <i>Intermediate Financial Management</i>	12	FIN emphasis	---
BA 463 <i>International Finance</i> BA 493 <i>Managerial Economics</i> BA 403 <i>Internship</i>			
MARKETING emphasis 4 of the following; at least 2 at 400-level BA 337 <i>Personal Selling</i> BA 355 <i>Retailing</i> BA 358 <i>Consumer Behavior</i> BA 363 <i>Advertising and Integrated Marketing Communication</i>	9	MKTG emphasis	---
BA 414 <i>New Product Development</i> BA 424 <i>Global Marketing</i> BA 403 <i>Internship</i>			
HEALTH SERVICES ADMINISTRATION emphasis 4 of the following; at least 2 at 400-level HSA 205 <i>Intro to the American Health System</i> HSA 302 <i>Managed Care</i> HSA 312 <i>Community and Public Health</i> HSA 385 <i>Legal Issues Related to Health Services Organizations</i>	12	Hlth Svcs Admin emphasis	---
HSA 440 <i>Health Services Administration</i> HSA 490 <i>Health Program Planning and Evaluation</i> BA 403 <i>Internship</i>			
GENERAL BUSINESS emphasis Choose 4 300-400 level Business courses, at least 2 at 400-level	12	Gen Bsns emphasis	---

Upper Iowa University Recommendations for Coursework at MATC

UIU recommends taking **MATH 260 Business Statistics** instead of BADM 104, if allowed.

> MATH 260 would transfer as fulfilling both the Mathematics General Education as well as a Business Core requirement.

UIU recommends taking **ITSUP 101 Computer Information Systems Fund's** instead of BADM 106, if allowed.

> ITSUP 101 would transfer as fulfilling UIU's Computer Skills General Education requirement.

UIU recommends taking **MKTG 102 Marketing Principles** instead of BADM 126, if allowed.

> MKTG 102 would transfer as fulfilling a UIU Business Core requirement.

UIU recommendations for MATC Electives (in addition to the above):

EPROD 151 Data Content Management/Implementation xfers as BA 222, a Business Core requirement

HRMGT 198 Business Ethics xfers as BA 225, a Bsns Core & Gen Ed requirement