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|---|------------------------------|--|--|--|---------------|---------------|---------------|---------------|---------------|
| <b>School:</b><br>Upper Iowa University<br><br>  |                              | <b>E-Mail:</b><br><a href="mailto:info@uiu.edu">info@uiu.edu</a> |  | <b>Institutional Unique Graduation Requirements</b><br>-- Complete a minimum of 120 semester hours.<br>-- Complete a minimum of 30 upper division (300-400) hours.<br>-- Achieve a cumulative grade point average of 2.00.<br>-- A minimum of 6 semester hours in the major must be completed through Upper Iowa University.<br>-- Complete a minimum of 30 semester hours from Upper Iowa University. |               |               |               |               |               |
| <b>Degree:</b> Bachelor of Science  |                              | <b>Phone:</b><br>1-800-553-4150                                  |  |  |               |               |               |               |               |
| <b>Major:</b> Marketing   |                              | <b>Fax:</b><br>1-563-425-5353                                    |  | <b>Tuition and Fees:</b> See below   |               |               |               |               |               |
| <b>Rating:</b> Aerographer's Mate (AG)  |                              |  |  |  |               |               |               |               |               |
| <b>WHAT IS REQUIRED?</b><br>Degree Requirements   |                              |  | <b>WHAT YOU HAVE!</b><br>Navy Credit Awarded by: Upper Iowa University |  |               |               |               |               |               |
| <b>CURRICULUM DEGREE REQUIREMENTS</b>   | <b>Credit Hours Required</b> | <b>ACE RECOMMENDED CREDIT</b>                                    | <b>E-3</b>   | <b>E-4</b>   | <b>E-5</b>    | <b>E-6</b>    | <b>E-7</b>    | <b>E-8</b>    | <b>E-9</b>    |
| <b>Note:</b> UIU will accept up to 78 lower division and an additional 12 upper division hours from accredited institutions and other approved sources to apply to the 120 semester hours required. |                              | Recruit Training<br>A School<br>Rating Credit                    | 3<br>13<br>2   | 3<br>13<br>14  | 3<br>13<br>17 | 3<br>13<br>20 | 3<br>13<br>28 | 3<br>13<br>32 | 3<br>13<br>35 |
| <b>General Education Requirements</b>   | <b>36</b>                    | <b>TOTAL RECOMMENDED HOURS</b>                                   | <b>18</b>  | <b>30</b>  | <b>33</b>     | <b>36</b>     | <b>44</b>     | <b>48</b>     | <b>51</b>     |
| Arts & Humanities   | 6                            |  |  |  |               |               |               |               |               |
| Communications  | 9                            |  |  | 3  | 3             | 3             | 3             | 3             | 3             |
| Computer Skills   | 3                            |  |  | 3  | 3             | 3             | 3             | 3             | 3             |
| College Math  | 3                            |  |  |  |               |               |               |               |               |
| Natural Sciences  | 6                            |  | 2  | 4  | 6             | 6             | 6             | 6             | 6             |
| Social Sciences   | 6                            |  |  |  |               |               |               |               |               |
| Cultures  | 3                            |  |  |  |               |               |               |               |               |
| <b>Business Core Requirements</b>   | <b>39</b>                    |  |  |  |               |               |               |               |               |
| ECON 160 Prin of Microeconomics   | 3                            |  |  |  |               |               |               |               |               |
| ECON 161 Prin of Macroeconomics   | 3                            |  |  |  |               |               |               |               |               |
| BA 201 Accounting Principles I  | 3                            |  |  |  |               |               |               |               |               |
| BA 202 Accounting Principles II   | 3                            |  |  |  |               |               |               |               |               |
| BA 208 Marketing Principles   | 3                            |  |  |  |               |               |               |               |               |
| BA 210 Management Principles  | 3                            |  |  |  |               |               | 3             | 3             | 3             |
| MATH 220 Elementary Stats OR BA 256 Quant Analysis for Business I   | 3                            |  |  |  |               |               |               |               |               |
| BA 222 Mgmt Info Systems  | 3                            |  |  |  |               |               |               |               |               |
| BA 302 Business Law I & Ethics  | 3                            |  |  |  |               |               |               |               |               |
| BA 341 Corporate Financial Management   | 3                            |  |  |  |               |               |               |               |               |
| BA 356 Quantitative Analysis in Business II   | 3                            |  |  |  |               |               |               |               |               |
| BA 374 Business Comm  | 3                            |  |  |  |               |               |               |               |               |
| BA 460 Strategic Management   | 3                            |  |  |  |               |               |               |               |               |

| CURRICULUM DEGREE REQUIREMENTS     | Credit Hours Required | ACE RECOMMENDED CREDIT | E-3                        | E-4       | E-5       | E-6       | E-7       | E-8       | E-9       |           |
|------------------------------------|-----------------------|------------------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Marketing Major</b>             | <b>18</b>             |                        |                            |           |           |           |           |           |           |           |
| BA 358 Consumer Behavior           | 3                     |                        |                            |           |           |           |           |           |           |           |
| BA 451 Marketing Research          | 3                     |                        |                            |           |           |           |           |           |           |           |
| BA 456 Marketing Cases             | 3                     |                        |                            |           |           |           |           |           |           |           |
| <b>Choose One of the following</b> | <b>3</b>              |                        |                            |           |           |           |           |           |           |           |
| BA 424 Global Marketing            |                       |                        |                            |           |           |           |           |           |           |           |
| ECON 488 International Trade       |                       |                        |                            |           |           |           |           |           |           |           |
| <b>Choose Two of the following</b> | <b>6</b>              |                        |                            |           |           |           |           |           |           |           |
| BA 315 Sales Management            |                       |                        |                            |           |           |           |           |           |           |           |
| BA 317 International Mgmt          |                       |                        |                            |           |           |           |           |           |           |           |
| BA 337 Personal Selling            |                       |                        |                            |           |           |           |           |           |           |           |
| BA 355 Retailing                   |                       |                        |                            |           |           |           |           |           |           |           |
| BA 363 Adv/Integ Mktg Comm         |                       |                        |                            |           |           |           |           |           |           |           |
| BA 380 Marketing Management        |                       |                        |                            |           |           |           |           |           |           |           |
| BA 424 Global Marketing            |                       |                        |                            |           |           |           |           |           |           |           |
| BA 445 Contemp Topics Mgmt         |                       |                        |                            |           |           |           |           |           |           |           |
| BA 459 Contemp Topics Mrktg        |                       |                        |                            |           |           |           |           |           |           |           |
| ECON 488 International Trade       |                       |                        |                            |           |           |           |           |           |           |           |
| <b>Free Electives</b>              | <b>27</b>             |                        |                            | 16        | 20        | 21        | 24        | 27        | 27        | 27        |
| <b>TOTAL REQUIRED HOURS</b>        | <b>120</b>            |                        | <b>TOTAL APPLIED HOURS</b> | <b>18</b> | <b>30</b> | <b>33</b> | <b>36</b> | <b>42</b> | <b>42</b> | <b>42</b> |

**WHAT YOU MUST DO TO FINISH OUR DEGREE!**

Contact your local Navy College Office, <https://www.navycollege.navy.mil> or Upper Iowa University for Education Counseling.

UIU has a wide variety of educational opportunities tailored to fit the dynamic lifestyle of today's military personnel and their families.

From traditional classroom settings on military installations to online delivery or self-paced (guided independent study), UIU has a program and delivery method to fit your needs and goals. The Online delivery method is an accelerated eight-week class period, with one six-week class period in the summer session, allowing for the student to complete courses where she/he has dependable internet connectivity. The self-paced option is a paper/email based program that is specifically designed to make learning as flexible as possible. Internet connectivity is helpful, however, not required for this program.

Our portable learning programs go with you – from home, to the base, to sea or on deployment – no matter where you are. Flexible course and assignment completion schedules work with your military commitments. And UIU programs are accessible, no matter where you are.

Whether you're on the base or on the move, UIU is there – working with you to help you advance toward your goals while you serve your country.

Students may complete lower division general education and free elective credits through CLEP, DSST, Excelsior College, and or ACT-PEP examinations. Credit from accredited colleges and universities will be applied as long as the unique graduation requirements listed above are met.

Tuition and Fees: Upper Iowa University offers discounts to all members of the total military family who are ID cardholders. For current tuition rates go to <https://uiu.edu/future/annual-costs.html>.

For more specific information, go to <https://uiu.edu/future/military-veterans/navy-ratings.html>.

**Effective Date: July 1, 2018**