

Program Transfer Guide

Blackhawk Technical College

Associate in Applied Science (A.A.S.) in **BUSINESS MANAGEMENT**

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

November 2016



UPPER IOWA UNIVERSITY

Established in 1857®

BTC Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
Foundational Program Courses					
101-117	Accounting Fundamentals	3	---	elective	general elective
102-109	Bsns Careers & Communication	3	---	elective	general elective
102-115	Management Principles	3	BA 210	Management Principles	Business Core
102-148	Intro to Business Org/Planning	3	---	elective	general elective
102-150	Global Business Fundamentals	3	---	elective	general elective
103-106	Intro to MS Office Suites	3	CS 102	Intro Computer Applications & Tech	Gened – Computers
104-102	Marketing Principles	3	BA 208	Marketing Principles	Business Core
104-104	Selling Principles	3	BA 337 ^A	Personal Selling	Major/Entrep emphasis
804-123 ^C	Math w/ Business Applications	3	---	elective	general elective
Program Courses					
102-120	Small Business Management	3	BA 370 ^A	Entrep & Small Business Mgmt	Major/Entrep emphasis
102-121	Customer Service Management	3	---	elective	general elective
102-122	Bsns Sustainability Planning	3	---	elective	general elective
102-127 or 102-128	Bsns Management Internship Bsns Planning & Entrepreneur	3	---	elective	general elective
102-130	Business Finance & Budget Mgmt	3	---	elective	general elective
102-160	Business Law	3	BA 302	Business Law I	Business Core
116-193	Human Resource Management	3	BA 361 ^A	Human Resources Management	Major
General Transfer Courses					
801-195	Written Communication	3	ENG 101	Basic Composition	Gened – Communications
801-196 ^B	Oral/Interpers Communication	3	COMM 107	Human Communications	general elective
809-166	Intro Ethics: Theory/Application	3	PHIL 202	Contemporary Ethics	Bsns Core & GE – Arts/Hum
809-172	Race, Ethnic & Diversity Studies	3	SOC 240	Diversity in the United States	Gened – Cultures
809-195	Economics	3	BA 160	Microeconomic Principles	Bsns Core & GE - Soc Sci
809-198	Introduction to Psychology	3	PSY 190	General Psychology	Gened – Social Science

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

B ~ UIU recommends taking 801-198 Speech instead as it will transfer as fulfilling a General Education (Communication) requirement.

C ~ UIU recommends taking 804-189 Introductory Statistics instead as it will transfer as fulfilling a Business core and a General Education (Math) requirement.

UIU course		# Cr	Requirement Fulfilled	Transfer
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	809-166
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
ENG 101	Basic Composition	3	Gen Ed Communication/Written	801-195
ENG 102	English Composition II	3	Gen Ed Communication/Written	---
COMM 105	Public Speaking	(3)	Gen Ed Communication/Oral	(note B on page 1)
CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	103-106
MATH 220	Elementary Statistics	(3)	Gen Ed Mathematics	(note C on page 1)
	<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	809-195
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	809-198
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	809-172

12-18

BA 160	Microeconomic Principles	3	Business Core	104-102
BA 161	Macroeconomic Principles	3	Business Core	---
BA 201	Accounting Principles I	3	Business Core	---
BA 202	Accounting Principles II	3	Business Core	---
BA 208	Marketing Principles	3	Business Core	104-102
BA 210	Management Principles	3	Business Core	102-115
BA 222	Management Information Systems	3	Business Core	---
BA 225 or PHIL 202	Business Ethics Contemporary Ethics	3	Business Core	809-166
BA 302	Business Law I	3	Business Core	102-160 *
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
MATH 220	Elementary Statistics	0	Business Core (& Gen Ed)	(804-189)

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>	6-12	Bsns Admin emphasis	<i>see below</i>
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30-36

Minimum to be completed at UIU for 66 credits transferred from Blackhawk Technical College

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NOTE: In addition to those to be taken for the major above, another 9-15 credits of upper division courses is needed. Some of this could be accomplished with courses in the shaded general education areas above.

A minimum of 120 semester credits is required for the BS Degree. Of those credits, a minimum of 30 credits must be upper division credits. * Lower division transfer work from Blackhawk Technical College does not contribute to the upper division credit requirement at UIU.

Courses shown in parentheses () above are courses for which Upper Iowa University has made recommendations.

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	---
ENTREPRENEURSHIP emphasis 4 2 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>	12 6	ENTREP emphasis	102-120/104-104
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	---
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	---
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>	12 9	MKTG emphasis	104-104
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	---
GENERAL BUSINESS emphasis Choose 4 300-400 level Business courses, at least 2 at 400-level	12	Gen Bsns emphasis	---

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.