

Program Transfer Guide

Blackhawk Technical College Associate of Applied Science (AAS) in

Business Management

→ UIU Bachelor of Science (BS) in

BUSINESS ADMINISTRATION – General Business Emphasis

APRIL 2022



Years 1 & 2 at Blackhawk Technical College:

BTC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
Semester 1						
102-148	Introduction to Business and Management	3	---	---	3	Free Elective
104-102	Marketing Principles	3	MKT 208	Marketing Principles	3	Business Core
103-128	Introduction to Microsoft Suite	2	---	---	2	Free Elective
801-198	Speech	3	COMM 105	Speech	3	Gen Ed Comm./Oral
801-136	English Composition I	3	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn
Semester 2						
102-109	Business Careers Planning and Communication	3	---	---	3	Free Elective
102-115	Management Principles	3	BA 210	Management Principles	3	Business Core
809-143	Microeconomics	3	ECON 160	Prin. of Microeconomics	3	Business Core
809-134 OR 804-118	Mathematical Reasoning Intermediate Algebra with Apps	3 3	---	---	3	Free Elective
			MATH 105	College Mathematics with Applications	3	Gen Ed Math & Prereq
196-193	Human Resource Management	3	BA 361	Human Resources Management	3	Major
Semester 3						
102-120	Small Business Management	3	BA 370	Entrepreneurship & Small Business Mgmt	3	Free Elective
101-111	Accounting I	4	ACCT 201	Accounting Principles I	3	Business Core
102-160	Business Law	3	BA 302	Business Law and Ethics	3	Business Core
102-155	Intro to Project Management	3	---	---	3	Free Elective
103-107	Intermediate Excel	2	---	---	2	Free Elective
804-189 OR 102-114	Introductory Statistics Prin of Operations Planning	3 3	MATH 220 ---	Elementary Statistics ---	3 3	Business Core Free Elective
Semester 4						
102-121	Customer Service Management	3	---	---	3	Free Elective
102-127 OR 102-128	Business Management Internship Business Plan & Entrepreneurship	3 3	---	---	3	Free Elective
			BA 325	New Venture Creation	3	Major
102-130	Business Finance & Budget Mgmt	3	---	---	3	Free Elective
102-150 OR 196-190	Global Business Fundamentals Leadership Development	3 3	BA 317 BA 365	International Management Leadership Theory	3 3	Gen Busn Emph or Free Elec
809-198	Introduction to Psychology	3	PSY 190	General Psychology	3	Gen Ed Soc. Sci.
Total occupational course credits earned:		62	Total course credits accepted:		62	
Total credits required for graduation:		62				
Total transferable credits#:		62				

UIU recommendations are **bolded**.

Years 3 & 4 at Upper Iowa University:

Courses to be taken at Upper Iowa University	UIU Program Course List		# Cr	Requirement Fulfilled	Transferred In
	General Education Courses				
		any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	---
		any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	---
	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn	801-136
	ENG 102	English Composition II	3	Gen Ed Comm./Wrtn	---
	COMM 105	Public Speaking	3	Gen Ed Comm./Oral	801-198
	CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	---
		any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
		any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
		any Gen Ed in Social Science	3	Gen Ed Social Science	809-143
		any Gen Ed in Social Science	3	Gen Ed Social Science	809-198
		any Gen Ed in Cultures	3	Gen Ed Cultures	---
	Prerequisites				
	MATH 105 OR MATH 107	College Mathematics w/ Applications College Algebra	3	Gen Ed Math & Prereq. for BA 256 or MATH 220	804-118 OR ---
	Business Core Courses				
	ECON 160	Principles of Microeconomics	3	Business Core	809-143
	ECON 161	Principles of Macroeconomics	3	Business Core	---
	ACCT 201	Accounting Principles I	3	Business Core	101-111
	ACCT 202	Accounting Principles II	3	Business Core	---
	MKT 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 302	Business Law and Ethics	3	Business Core	102-160
	FIN 341	Corporate Financial Management	3	Business Core	---
	BA 256 OR MATH 220	Quantitative Analysis for Business I Elementary Statistics	3	Business Core	--- OR 804-189
	BA 356	Quantitative Analysis for Business II	3	Business Core	---
	BA 374	Business Communication	3	Business Core	---
	BA 460	Strategic Management	3	Business Core	---
	Major Courses				
	BA 325	New Venture Creation	3	Major	102-128
	BA 361	Human Resource Management	3	Major	116-193
	BA 423	Production & Operations Management	3	Major	---
	With academic advisor, choose five 300-400 level Business courses, at least two at the 400 level.		15	Gen Busn Emphasis	102-150 OR 809-198
	Additional Electives				
	Upper-Division Electives		0*	Degree Requirements	---
	Electives		0	Degree Requirements	---
Total additional credits needed at UIU to complete degree:		60			
Total transferable credits from BTC:		62			
Total Earned Credits:		122			

~~ NOTES ~~**LEGEND:**

- # Transfer grades lower than a C- will not be accepted.
- () signifies credit listed within may change depending on course selection within UIU major.
- ♦ Special circumstance exists for the electives depending upon emphasis selected.
- * Must be completed at UIU or another four-year institution.
- ** Graduate course for undergraduate credit.
- @ indicates both courses are required to meet this course, else if only part of this combination is taken, all courses would be considered free electives.
- ▲ notates courses that are upper-division that have an option of taking at BTC, however, would require an upper-division course in place of this to meet degree requirement.
- ♦ notates courses that are upper-division and if taken, would reduce total upper-division electives required (3 credits per course) unless the course is transferred in (transfer work does not contribute to the upper-division requirement).
- • Course has a prerequisite.
- **Bolded text** indicates UIU recommendations.
- *Grayed out text* indicates courses fulfilled through transfer. Strikethrough indicates specific course if within grouping.

A minimum of 120 semester credits is required for a baccalaureate degree; up to 78 lower-division college semester credits from Blackhawk Technical College. A minimum of 30 credits must be upper-division credits for a UIU baccalaureate degree; lower-division transfer work from Blackhawk Technical College does not contribute to the upper-division credit requirement at UIU.

Upper Iowa University also offers **Graduate Link Programs**. These Graduate Link Programs allow students to take graduate level courses as part of their undergraduate degree. The Link courses apply to the undergraduate degree as well as to Upper Iowa University's graduate degrees. The tuition for the Link courses is charged at the undergraduate tuition rate. The opportunity to complete Graduate Link Program courses at the undergraduate level allows students to save both time and money on a graduate degree.

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.

Business Administration Emphases at UIU

AGRICULTURAL MANAGEMENT emphasis

Complete the following five courses

BA 352	Risk Management		
FIN 444	New Venture Finance	ACCT 422	Cost Accounting
ECON 488	International Trade	ECON 212	Agricultural Economics

ENTREPRENEURSHIP emphasis

Choose five of the following; two must be at the 400-level

BA 334	Social Entrepreneurship		
BA 370	Entrepreneurship & Small Business Management	MKT 337	Personal Selling
BA 411	Labor Relations & Negotiation	BA 403	Internship
FIN 444	New Venture Finance	MKT 414	New Product Development

FINANCE emphasis

Choose five of the following; two must be at the 400-level

FIN/ECON 310	Money and Capital Markets	FIN 343	Investments
BA 352	Risk Management	BA 403	Internship
FIN 442	Intermediate Financial Management	ECON 493	Managerial Economics

GENERAL BUSINESS emphasis

With academic advisor, choose five 300-400 level Business courses, at least two at the 400-level

GLOBAL emphasis

Choose five of the following; two must be at the 400-level

BA 317	International Management		
FIN/ECON 310	Money and Capital Markets	BA 365	Leadership
BA 403	Internship	BA 411	Labor Relations and Negotiations
MKT 424	Global Marketing	ECON 488	International Trade

HEALTH SERVICES ADMINISTRATION emphasis

Complete the following five courses

HSA 205	Introduction to the American Health System		
HSA 241	Healthcare Informatics	HSA 440	Health Services Administration
HSA 460	Health Services Policy and Regulation	HSA 490	Health Program Planning and Evaluation

HUMAN RESOURCE MANAGEMENT emphasis

Choose five of the following; one must be at the 400-level

BA 371	Training and Development	BA 383	Compensation and Benefits Management
BA 393	Personnel Selection and Evaluation	BA 403	Internship
BA 411	Labor Relations and Negotiation	BA 474	Organizational Behavior

MARKETING emphasis

Choose five of the following; one must be at the 400-level

MKT 337	Personal Selling	MKT 358	Consumer Behavior
MKT 363	Advertising and Integrated Marketing Communication	MKT 403	Internship
MKT 414	New Product Development	MKT 424	Global Marketing

Maximize Your Transfer to UIU

Take up to 18 additional credits at BTC toward general education and business core requirement and transfer 78 credits.

Choose up to 18 additional credits at Blackhawk Technical College to transfer into Upper Iowa University to fulfill general education and business core requirements. View the Additional Elective Transfer Guide list below for course selection and recommendations. Talk with your advisors to ensure additional courses will fit with your degree plan and financial aid requirements.

LEGEND:

- **Bolded** text indicates UIU recommendations
- • Course has a prerequisite

Additional Elective Transfer Guide						
BTC Electives			Transfers as UIU Course			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
Arts/Humanities General Education Requirement (6 credits required to meet Gen Ed)						
809-166	Intro to Ethics: Theory & Application	3	PHIL 202	Contemporary Ethics	3	Gen Ed Arts/Humn.
504-145	Spanish for Emergency Personnel	3	---	---	3	Gen Ed Arts/Humn.
Computer Skills General Education (Intro to Computer Applications and Technology equivalents required to meet Gen Ed)						
103-128	Intro to Microsoft Office Suites	2	CS 102	Intro to Computer Applications & Technology	2	Gen Ed Comp Skills
AND 106-145	Information Technology Essentials	AND 3	---	---	AND 3	Free Elective
AND 631-120	Industrial Computer Applications	AND 3	---	(Requires 103-128, 106-145 AND 631-120)	AND 3	Free Elective
Natural Science General Education Requirement (6 credits required to meet Gen Ed)						
006-116	Introduction to Soils	3	---	---	3	Gen Ed Nat. Sci.
536-312	Therapeutic Agents	3	---	---	3	Gen Ed Nat. Sci.
806-108	Applied Anatomy and Physiology	5	---	---	5	Gen Ed Nat. Sci.
806-189	Basic Anatomy	3	---	---	3	Gen Ed Nat. Sci.
806-134	General Chemistry	4	---	---	4	Gen Ed Nat. Sci.
806-175	General Pathophysiology	3	---	---	3	Gen Ed Nat. Sci.
806-199	General, Organic & Biological Chemistry	4	---	---	4	Gen Ed Nat. Sci.
806-186	Intro to Biochemistry	4	---	---	4	Gen Ed Nat. Sci.
806-112	Principles of Sustainability	3	---	---	3	Gen Ed Nat. Sci.
806-194	Survey of Anatomy & Physiology	3	---	---	3	Gen Ed Nat. Sci.
806-110	Forensic Science (Criminalistics)	3	CHEM 102	Intro to Forensic Science	3	Gen Ed Nat. Sci.
806-177	General Anatomy & Physiology	4	BIO 268	Intro to Human Anat/Phys•	4	Gen Ed Nat. Sci.
806-197	Microbiology	4	BIO 210	Microbiology•	4	Gen Ed Nat. Sci.
806-140	Physics	3	PHY 105	Conceptual Physics	3	Gen Ed Nat. Sci.
806-139	Survey of Physics	3	PHY 105	Conceptual Physics	3	Gen Ed Nat. Sci.
806-154	General Physics I	4	---	---	4	Gen Ed Nat. Sci.
Cultures General Education Requirement (3 credits required to meet Gen Ed)						
140-101	Spanish Language and Culture	3	---	---	3	Gen Ed Culture
140-102	Spanish Language and Culture	3	---	---	3	Gen Ed Culture
504-911	Peacekeeping in a Diverse Society	3	---	---	3	Gen Ed Culture
Business Core requirement available at BTC to transfer						
101-112	Accounting II	4	ACCT 202	Accounting Principles II	3	Business Core

With additional 18 credits of general education and business core coursework from BTC, **to maximize transfer work of 78 credits**, years 3 & 4 at Upper Iowa University:

Courses to be taken at Upper Iowa University	UIU Program Course List		# Cr	Requirement Fulfilled	Transferred In
	General Education Courses				
		any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	809-166
		any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	504-145
	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn	801-136
	ENG 102	English Composition II	3	Gen Ed Comm./Wrtn	---
	COMM 105	Public Speaking	3	Gen Ed Comm./Oral	801-198
	CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	---
		any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
		any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
		any Gen Ed in Social Science	3	Gen Ed Social Science	809-143
		any Gen Ed in Social Science	3	Gen Ed Social Science	809-198
		any Gen Ed in Cultures	3	Gen Ed Cultures	---
	Prerequisites				
	MATH 105 OR MATH 107	College Mathematics w/ Applications College Algebra	3	Gen Ed Math & Prereq. for BA 256 or MATH 220	804-118 OR ---
	Business Core Courses				
	ECON 160	Principles of Microeconomics	3	Business Core	809-143
	ECON 161	Principles of Macroeconomics	3	Business Core	---
	ACCT 201	Accounting Principles I	3	Business Core	101-111
	ACCT 202	Accounting Principles II	3	Business Core	---
	MKT 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 302	Business Law and Ethics	3	Business Core	102-160
	FIN 341	Corporate Financial Management	3	Business Core	---
	BA 256 OR MATH 220	Quantitative Analysis for Business I Elementary Statistics	3	Business Core	--- OR 804-189
	BA 356	Quantitative Analysis for Business II	3	Business Core	---
	BA 374	Business Communication	3	Business Core	---
	BA 460	Strategic Management	3	Business Core	---
	Major Courses				
	BA 325	New Venture Creation	3	Major	102-128
	BA 361	Human Resource Management	3	Major	116-193
	BA 423	Production & Operations Management	3	Major	---
	With academic advisor, choose five 300-400 level Business courses, at least two at the 400 level.		15	Gen Busn Emphasis	102-150 OR 809-198
	Additional Electives				
	Upper-Division Electives		0	Degree Requirements	---
	Electives		0	Degree Requirements	---
Total additional credits needed at UIU to complete degree:		42			
Total transferable credits from BTC:		78			
Total Earned Credits:		120			