

Upper Iowa University & Bucks County Community College

| PROGRAM TO PROGRAM ARTICULATION | | | |
|---|-----------|---|-----------------|
| Bucks County Community College | | Upper Iowa University | |
| Associate Degree No. 2015 Management/Marketing | | Bachelor of Science Degree Management or Marketing | |
| BCCC Curriculum | Credits | UIU Transfer Course | Transfer Totals |
| First Semester | | | |
| ACCT 100 Principles of Accounting I | 4 | BA 201 Acctg. Prin. I. | 4 |
| CISC 110 Intro. to Information Systems | 3 | Gen. Ed. Computer Sci. | 3 |
| MGMT 100 Intro to Business | 3 | General Elective | 3 |
| OADM 110 Business Letter Writing | 3 | General Elective | 3 |
| *Cultural Perspectives - HUMN 111 recommended | 3 | Gen. Ed. Humanities | 3 |
| Total BCCC Credits | 16 | Course Match Transfer | 10 |
| | | General Elective Transfer | 6* |
| Second Semester | | | |
| *Accounting Elective: ACCT 101 Prin. of Accounting II is recommended | 4 | BA 202 Acctg. Prin. II | 4 |
| MKTG 100 Principles of Marketing | 3 | BA 208 Marketing Prin. | 3 |
| *Business Elective: MGMT 230 Prin. of Management is recommended | 3 | BA 210 Management Prin. | 3 |
| COMP 110 English Composition I | 3 | ENG 101 Basic Comp. | 3 |
| MATH 117 Quantitative Methods I | 3 | General Education Math | 3 |
| Total BCCC Credits | 16 | Course Match Transfer | 16 |
| | | General Elective Transfer | 0* |
| Third Semester | | | |
| PSYC 125 Stress Management | 3 | General Elective | 3 |
| COMG 110 Effective Speaking | 3 | COMM 105 Public Speaking | 3 |
| MKTG 200 Advertising | 3 | BA 363 Advertising | 3 |
| *Business Elective: MGMT 250 Human Resource Mgt. Is recommended | 3 | BA 361 Human Res. Mgt. | 3 |
| *Business Elective: ACCT 230 Financial Mgt. Is recommended | 3 | BA 341 Corporate Fin. Mgt. | 3 |
| Total BCCC Credits | 15 | Course Match Transfer | 12 |
| | | General Elective Transfer | 3* |
| Fourth Semester | | | |
| LAWS 130 Business Law | 3 | BA 302 Business Law I | 3 |
| *Business Elective: MKTG 135 Retail Mgmt. is recommended | 3 | BA 355 Retailing | 3 |
| *Business Elective: MGMT 140 Supervision is recommended | 3 | BA 362 Supervision | 3 |
| *Business Elective: MGMT 110 Small Bus. Mgt. is recommended | 3 | BA 370 Ent. & Small Business Management | 3 |
| Integration of Knowledge | 3 | General Elective | 3 |
| Total BCCC Credits | 15 | Total Guaranteed Transfer | 15 |
| | | General Elective Transfer | 0* |
| | | Course Match Total | 53 |
| | | General Elective Total Max. | 9 |
| Total BCCC Program Credits | 62 | Total Guaranteed Transfer | 62 |
| Junior Status awarded after Associate degree is completed at BCCC. | | (120 semester hours are required for BS degree.) | |

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*Recommended Electives: It is recommended that for each of the semesters with elective options at BCCC the student take the courses listed in red on the above program-to-program articulation for optimum transfer to UIU.

(Elective courses are highlighted in red.)

Courses Still Needed at UIU for BS - Marketing (in green boxes)

| Upper Iowa University | | | Bucks County Community College | |
|---|---|-----------|---------------------------------------|------------------------------|
| General Education Courses Required: 39 Credits | | | | |
| ENG 101 | Basic Composition | 3 | COMP 100 | English Composition I |
| ENG 102 | English Composition II | 3 | | |
| | Speech | 3 | COMG 110 | Effective Speaking |
| | Biological/Physical Science | 3 | | |
| | Biological/Physical Science | 3 | | |
| MATH 105 | College Algebra or Higher | 3 | MATH 117 | Quantitative Methods I |
| | Computer Skills | 3 | CISC 110 | Intro to Information Systems |
| | Fine Arts/Lit/Lang/Phil/Rel | 3 | HUMN 111 | Humanities Course |
| | Fine Arts/Lit/Lang/Phil/Rel | 3 | | |
| BA 211 | BA 211 Macroeconomics | 3 | | |
| BA 212 | BA 212 Microeconomics | 3 | | |
| | A Cultures Focused Course | 3 | | |
| ID 301 | Critical Thinking | 3 | | Not available for transfer |
| Total General Education Courses: | | 39 | 24 Credits Still Needed at UIU | |
| Business Core Courses Required: | | | | |
| BA 201 | Accounting Principles I | 3 | ACCT 100 | Principles of Accounting I |
| BA 202 | Accounting Principles II | 3 | ACCT 101 | Principles of Accounting II |
| BA 208 | Marketing Principles | 3 | MKTG 100 | Principles of Marketing |
| BA 210 | Management Principles | 3 | MGMT 230 | Principles of Management |
| BA 222 | Mgmt. Information Systems | 3 | | |
| BA 225 | Business Ethics | 3 | | |
| BA 302 | Business Law I | 3 | LAWS 130 | Business Law |
| BA 303 | Business Law II | 3 | | |
| BA 341 | Corporate Financial Mgmt. | 3 | ACCT 230 | Financial Management |
| BA 356 | Quant Decisions in Business | 3 | | |
| BA 361 | Human Resources Mgt. | 3 | MGMT 250 | Human Resource Management |
| BA 488 | Economics of Int'l Business | 3 | | |
| MATH 220 | Elementary Statistics | 3 | | |
| Total Business Core Courses: | | 39 | 18 Credits Needed at UIU | |
| Marketing Major Courses Required: (21) | | | | |
| BA 358 | Consumer Behavior | 3 | | |
| BA 363 | Advertising | 3 | MKTG 200 | Advertising |
| BA 424 | International Marketing | 3 | | |
| BA 451 | Marketing Research | 3 | | |
| BA 456 | Marketing Cases | 3 | | |
| ID 498 | Senior Project | 3 | | |
| BA 315 BA 355 BA 380 BA 459 | <i>Select ONE of the following:</i> Sales Management Retailing Marketing Management Cont. Topics in Marketing | 3 | MKTG 135 | Retail Management |
| Total Needed for Marketing Major: | | 21 | 15 Credits Needed at UIU | |
| Management Major Courses Required: | | | | |
| BA 370 | Ent. & Small Bus. Mgmt | 3 | MGMT 110 | Small Business Management |
| BA 411 | Labor Relations | 3 | | |
| BA 423 | Production & Ops. Mgmt. | 3 | | |
| BA 454 | Management Cases | 3 | | |
| BA 474 | Organizational Behavior | 3 | | |
| ID 498 | Senior Project | 3 | | |

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| BA 362 BA 365 BA 374 BA/SOC 390 | <i>Select ONE of the following</i> Supervision Leadership Theory Business Communications Complex Organizations | 3 | MGMT 140 | Supervision |
| Total Needed for Management Major | | (21) | (15 Credits Needed at UIU) | |
| General Elective Courses Required: | | | | |
| General Elective Transferred | | 3 | OADM 110 | Business Letter Writing |
| General Elective Transferred | | 3 | MGMT 100 | Intro. to Business |
| General Elective Transferred | | 3 | PSYC 125 | Stress Management |
| General Elective Transferred | | 3 | ----- | Integration of Knowledge Course |
| Total General Electives Required | | 21 | 1 General Elective Credit needed at UIU | |
| BS Degree Total Credits | | 120 | 58 Credits needed at UIU | |