

Upper Iowa University & Bucks County Community College

PROGRAM TO PROGRAM ARTICULATION

Bucks County Community College		Upper Iowa University	
Associate Degree No. 2054 Small Business Management Emphasis		Bachelor of Science Degree Marketing	
BCCC Curriculum	Credits	UIU Transfer Course	Transfer Totals
First Semester			
ACCT 100 Principles of Accounting I	4	BA 201 Acctg. Prin. I.	4
OADM 110 Business Letter Writing	3	General Elective	3
MGMT 110 Small Business Mgmt.	3	BA 370 Ent. & Sm. Bus. Mgt	3
CISC 110 Intro. to Information Systems	3	Gen. Ed. Computer Sci.	3
*Cultural Perspectives - HUMN 111	3	Gen. Ed. Humanities	3
Total BCCC Credits	16	Course Match Transfer	13
		General Elective Transfer	3*
Second Semester			
*Accounting Elective: ACCT 101 Prin. of Accounting II is recommended	4	BA 202 Acctg. Prin. II	4
MGMT 100 Intro to Business	3	General Elective	3
PSYC 125 Stress Management	3	General Elective	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	13
		General Elective Transfer	3*
Third Semester			
LAWS 130 Business Law	3	BA 302 Business Law I	3
MKTG 200 Advertising	3	BA 363 Advertising	3
*Business Elective: MGMT 230 Prin. of Management is recommended	3	BA 210 Management Prin.	3
*Business Elective: MGMT 250 Human Resource Mgt. Is recommended	3	BA 361 Human Res. Mgt.	3
MKTG 100 Principles of Marketing	3	BA 208 Marketing Prin.	3
Total BCCC Credits	15	Course Match Transfer	15
		General Elective Transfer	0*
Fourth Semester			
COMG 110 Effective Speaking	3	COMM 105 Public Speaking	3
MGMT 111 Current Probs-Small Bus	1	General Elective	1
MGMT 112 Current Probs-Small Bus	1	General Elective	1
MGMT 113 Current Probs-Small Bus	1	General Elective	1
MKTG 110 Selling	3	General Elective	3
*Business Elective: ACCT 230 Financial Mgt. Is recommended	3	BA 341 Corporate Fin. Mgt.	3
Integration of Knowledge	3	General Elective	3
Total BCCC Credits	15	Total Guaranteed Transfer	6
		General Elective Transfer	9*
Total BCCC Program Credits	62	Course Match Total	44
		General Elective Total Max.	18
		Total Guaranteed Transfer	62
Junior Status awarded after Associate degree is completed at BCCC.		(120 semester hours are required for BS degree.)	

*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.

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(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:				
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	
Marketing Major 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		
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		
Total Business Administration Major:		60	36 Credits Needed at UIU	
General Elective Courses Required:		21		
General Elective Transferred		3	OADM 110	Business Letter Writing
General Elective Transferred		3	MGMT 110	Small Business Management
General Elective Transferred		3	MGMT 100	Intro. to Business
General Elective Transferred		3	PSYC 125	Stress Management
General Elective Transferred		3	MGMT111/112/113	Current Problems in Small Bus/3 cr
General Elective Transferred		3	MKTG 110	Selling
General Elective Transferred		3	-----	Integration of Knowledge Course
Total Electives			0 General Electives needed at UIU	
BS Degree Total Credits		120	60 Credits needed at UIU	

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