

## Program Transfer Guide

Gateway Technical College Associate in Science (AS) in

Business Management

→ UIU Bachelor of Science (BS) in

MANAGEMENT

FEBRUARY 2023



### Years 1 & 2 at Gateway Technical College:

GTC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
<b>Term 1</b>						
890-155	Gateway to Success (G2S)	1	-----	-----	1	Free Elective
<b>101-114</b> OR 101-112 AND 103-103	<b>Accounting Principles</b> OR Accounting for Business AND Excel II	4	<b>ACCT 201</b> OR ACCT 202	<b>Accounting Principles I</b> OR Accounting Principles II	4	<b>Business Core</b>
102-137	Intro to Business	3	-----	-----	3	Free Elective
102-160	Business Law	3	BA 302	Business Law	3	Business Core
801-136	English Composition 1	3	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn
<b>Term 2</b>						
104-101	Marketing Principles	3	MKT 208	Marketing Principles	3	Business Core
104-104	Selling Principles	3	MKT 337	Personal Selling	3	Free Elective
<b>105-106</b> OR 801-135	<b>Business Communications</b> OR Technical Reporting	3	<b>BA 374</b> OR -----	<b>Business Communications</b> OR -----	3	<b>Business Core</b> OR Free Elective
804-135	Quantitative Reasoning	3	BA 256	Quantitative Analysis for Business	3	Business Core
<b>Term 3</b>						
801-198 OR 801-196	Speech OR Oral/Interpersonal Communication	3	COMM 105 OR COMM 200	Public Speaking OR Interpersonal Communications	3	Gen Ed Comm./Oral
103-143	Computers for Professionals	3	IS 102	Introduction to Computer Applications & Technology	3	Gen Ed. Computers
<b>Term 4</b>						
104-105	Promotion Principles	3	MKT 363	Advertising & Integrated Mktg. Communications	3	Free Elective
102-121	Credit Management	3	-----	-----	3	Free Elective
196-190 OR 809-166	<b>Leadership Development</b> OR Ethics Theory & Applications, Intro	3	<b>BA 365</b> OR PHIL 202	<b>Leadership Theory</b> OR Contemporary Ethics	3	<b>Major Course</b> OR Gen Ed Arts/Humn.
196-191	Supervision	3	BA 362	Supervision	3	Major Course
809-172	Diversity Studies, Intro to	3	SOC 240	Diversity in the United States	3	Gen Ed Cultures
<b>Term 5</b>						
102-186 OR	Business Management Internship	3	----- OR	----- OR	3	Free Elective OR <b>Gen Ed Nat. Sci.</b>

## Program Transfer Guide – GTC Business Management → UIU MANAGEMENT – February 2023

<b>806-112</b>	OR <b>Principles of Sustainability</b>		-----	-----		
102-196	Business Decision Mgmt	4	-----	-----	4	Elective
XXX-XXX	Elective Course	3	-----	-----	3	Elective
<b>Term 6</b>						
809-195 OR 809-143	Economics OR Microeconomics	3	ECON 160	Microeconomic Principles	3	Business Core
809-198	Intro to Psychology	3	PSY 190	General Psychology	3	Gen Ed Soc. Sci.
Total occupational course credits earned:		63	Total course credits accepted:		63	
Total credits required for graduation:		63				
Total transferable credits#:		63				

*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 OR COMM 200	Public Speaking Interpersonal Communication	3	Gen Ed Comm./Oral	801-198 OR 801-196
	IS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	103-143
		any Gen Ed in Natural Science	3	Gen Ed Natural Science	806-112
		any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
		any Gen Ed in Social Science	3	Gen Ed Social Science	ECON 160
		any Gen Ed in Social Science	3	Gen Ed Social Science	ECON 161
		any Gen Ed in Cultures	3	Gen Ed Cultures	809-172
	MATH 105 OR MATH 107	College Mathematics with Applications • OR College Algebra	3	Gen Ed Math	---
	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	101-114
	ACCT 202	Accounting Principles II	3	Business Core	---
	MKT 208	Marketing Principles	3	Business Core	104-101
	BA 210	Management Principles	3	Business Core	---
	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	804-135
	BA 356	Quantitative Analysis for Business II	3	Business Core	---
	BA 374	Business Communication	3	Business Core	105-106
	BA 460	Strategic Management	3	Business Core	---
	Major Courses				
	BA 317	International Management	3	Major	---
	BA 361	Human Resources Management	3	Major	---
	One of the following:		3	Major	---
	BA 403	Internship			
	BA 499	Special Project	BA 454	Management Cases	
	BA 423	Production & Operations Management	3	Major	---
	Two of the following:		6	Major	196-191 AND 196-190
	BA 362	Supervision	BA 474	Organizational Behavior	
	BA 365	Leadership Theory	BA 367	Cross-Cultural Leadership	
	BA 370	Entrepreneurship & Small Business Mgmt.	BA 411	Labor Relations & Negotiation	
	BA 415	Cross-Cultural Negotiations •	ACCT 422	Cost Accounting	
	PSY 338	Motivation •	BA 445	Contemporary Topics in Management	
	Upper-Division Electives		9		
Total additional credits needed at UIU to complete degree:		57			
Total transferable credits from GTC:		63			
Total Earned Credits:		120			

**LEGEND:**

- # Transfer grades lower than a C- will not be accepted.
- \* Must be completed at UIU or another four-year institution.
- ♦ Special circumstance exists for the electives depending upon emphasis selected.
- • Course has a prerequisite.
- **Bolded** text indicates UIU recommendations.
- *Grayed out text* indicates courses fulfilled through transfer. Strikethrough indicates specific course if within grouping.

Students who transfer to UIU with a completed Associate of Arts (AA) or Associate of Science (AS) degree in liberal arts from Gateway Technical College, will be considered to have fulfilled all lower-division Upper Iowa University general education requirements.

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

*This program transfer guide is based on the October 2022 course-to-course articulation (UIU 2022-2023 catalog & GTC 2022-2023).*

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.

## Maximize Your Transfer to UIU

*Take up to 15 credits to fulfill general education and business core requirements.*

Choose up to 15 additional credits at Gateway 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.

**Choose up to 15 credits from the following areas:**

- Arts/Humanities General Education Requirement – up to 6 credits
- Communication (Written) General Education Requirement – up to 3 credits
- Natural Science General Education Requirement – up to 3 credits
- Major/Business Core – up to 12 credits

<b>Additional Elective Transfer Guide</b>						
<b>GTC ELECTIVES</b>			<b>Transfers as UIU Course</b>			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
<b>Arts/Humanities General Education Requirement</b>						
204-100	Design Concepts	4				
204-107	Digital Photography/Introduction	3				
204-109	Graphic Design Professional Practices	3				
204-115	Digital Photography/Advanced	3				
204-120	Multimedia Survey	3				
204-125	Illustration Media Concepts	3				
204-129	Field Photography	2				
204-135	Design Concepts, Advanced	4				
204-143	Illustration, Advanced	3				
304-101	History of Furniture and Decorative Arts	3				
304-102	Principles of Interior Design	3				
304-118	Art History	3				
533-126 & 533127	American Sign Language 1 & American Sign Language 2	2 & 2				
533-128 & 533129	American Sign Language 3 & ASL 4	2 & 2				
802-126	Spanish For Healthcare Providers	3				
801-177	Creative Writing	3	ENG170	Introduction to Creative Writing	3	
801-205	Creative Writing	3	ENG170	Introduction to Creative Writing	3	
809-166	Ethics: Theory & Applications, Intro to	3	PHIL202	Contemporary Ethics	3	

## Program Transfer Guide – GTC Business Management → UIU MANAGEMENT – February 2023

802-124	SPA I: First Semester Spanish	4	SPN101	Beginning Spanish I	3	
802-201	Spanish 1	4	SPN101	Beginning Spanish I	3	
802-125	SPA II: Second Semester Spanish	4	SPN102	Beginning Spanish II	3	
802-202	Spanish 2	4	SPN102	Beginning Spanish II	3	
802-119	SPA III: Third Semester Spanish	4	SPN201	Intermediate Spanish I	3	
802-203	Spanish 3	4	SPN201	Intermediate Spanish I	3	
802-118	SPA IV: Fourth Semester Spanish	4	SPN202	Intermediate Spanish II	3	
802-204	Spanish 4	4	SPN202	Intermediate Spanish II	3	

**Communication General Education Requirement**

801-150 OR 801-202	English Composition II OR English Composition 2	3	ENG 102	English Composition II	3	
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**Natural Science General Education Requirement**

806-114	General Biology	3	BIO100	General Biological Science	3	
806-203	Nutrition	3	BIO165	Human Biology & Nutrition	3	
806-197	Microbiology	4	BIO210	Microbiology	4	
806-177	General Anatomy & Physiology	4	BIO268	Intro to Human Anatomy & Physiology	4	
806-195	Anatomy & Physiology I	4	BIO270	Human Anatomy & Physiology I	4	
806-102	Environmental Chemistry	4	CHEM115	Environmental Chemistry	3	
001-107	Plant Biology for Horticulture	3				
806-179	Anatomy & Physiology, Advanced	4				
806-201	Survey of Natural Science	4				
806-127	Chemistry 1	4				
806-134	General Chemistry	4				
806-186	Biochemistry/Introduction	4				
806-154	General Physics 1	4	PHY111 & PHY112	Introductory Physics I & Introductory Physics Laboratory I	3 & 1	

**Business Core Requirement**

809-144 OR 809-201	Macroeconomics OR Macroeconomics	3 3	ECON 161	Principles of Macroeconomics	3	
101-112 OR 101-116	Accounting for Business OR Corporate Accounting	3	ACCT 202	Accounting Principles II	3	
106-023	Office Management	3	BA 210	Management Principles	3	
106-022 OR 107-011	Information Mgmt For Business OR IT In Business	3	BA 222	Management Information Systems	3	