



**## Complete one of the following emphases (12 hours)**

Global emphasis

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

BA317	International Management
BA424	Global Marketing
BA463	International Finance
BA488	Economics of International Trade
BA411	Negotiation and Labor Relations
BA365	Leadership
BA403	Internship

Entrepreneurship emphasis

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

BA334	Social Entrepreneurship
BA414	New Product Development
BA444	New Venture Finance
BA337	Personal Selling
BA411	Negotiation and Labor Relations Entrepreneurship and Small Business Management
BA370	Management
BA403	Internship

Human Resource Management emphasis

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

BA371	Training and Development
BA383	Compensation and Benefits Management
BA393	Personnel Selection and Evaluation
BA411	Negotiation and Labor Relations
BA474	Organizational Behavior
BA403	Internship

Finance emphasis

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

BA310	Money and Capital Markets
BA343	Investments
BA442	Intermediate Financial Management
BA463	International Finance
BA352	Risk Management

BA493	Managerial Economics
BA403	Internship

Marketing emphasis

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

BA358	Consumer Behavior
BA424	Global Marketing
BA414	New Product Development Advertising and Integrated Marketing Communication
BA363	Communication
BA355	Retailing
BA337	Personal Selling
BA403	Internship

Health Services Administration emphasis

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

HSA205	Introduction to the American Health System
HSA302	Managed Care
HSA490	Health Program Planning and Evaluation
HSA312	Community and Public Health
HSA440	Health Services Administration Legal Issues related to Health Services Organizations
HSA385	Organizations
BA403	Internship

General Business emphasis

With UIU academic advisor, choose four 300-400 level Business courses, at least two at the 400-level.

Indian Hills Community College  
Associate of Arts/Science - Business  
Upper Iowa University  
Bachelor of Science, major in Business Administration

Requirements for the Bachelor of Science degree include:

- Complete a minimum of 120 semester credits. (UIU courses numbered below 100 will not count toward the 120 credits).
- Of the 120 credits, a minimum of 30 credits must be upper division credits (300 /400/500 level).
- Up to 78 lower division semester credits and 12 upper division semester credits may transfer to Upper Iowa University.

*Coordinate with your Indian Hills and UIU advisors to ensure transferability of courses to the degree.*

<u>TRANSFER 70 CREDITS FROM INDIAN HILLS:</u>	<u>CREDITS TO COMPLETE AT UIU:</u>
General Education: 36 credit hours <u>Transfer from Indian Hills – 36 credit hours</u>	Complete – 0 credit hours
Business Core: 36 credit hours <u>Transfer from Indian Hills – 27** credit hours</u> <small>**completing the recommended business electives</small>	Complete – 9 credit hours
Business Administration major: 24 credit hours <u>Transfer from Indian Hills – 6** credit hours</u> <small>**completing the recommended business electives</small>	Complete – 18 credit hours
General Electives: credit hours <u>Transfer from Indian Hills – 1 credit hours</u>	Complete – 23 credit hours (must be 300/400/500 level courses)
<b>TRANSFER TOTAL: 70 credit hours</b>	<b>COMPLETE FOR UIU Bachelor of Science with a major in Business Administration TOTAL: 50 credit hours</b>

**TRANSFER 78 CREDITS FROM INDIAN HILLS:**

**CREDITS TO COMPLETE AT UIU:**

General Education: 36 credit hours

Transfer from Indian Hills – 36 credit hours

Complete – 0 credit hours

Business Core: 36 credit hours

Transfer from Indian Hills – 27\*\* credit hours

\*\*completing the recommended business electives

Complete – 9 credit hours

Business Administration major: 24 credit hours

Transfer from Indian Hills – 6\*\* credit hours

\*\*completing the recommended business electives

Complete – 18 credit hours

General Electives: credit hours

Transfer from Indian Hills – 9 credit hours

Complete – 15 credit hours (must be  
300/400/500 level courses)

**TRANSFER TOTAL: 78 credit hours**

**COMPLETE FOR UIU Bachelor of Science with a  
major in Business Administration  
TOTAL: 42 credit hours**

**Following are the UIU 2016-2017 Academic Catalog Business Administration.**

**Business Core**

The business core provides a foundation of competence.

36 credits required in the Business Core

- BA 160 Microeconomic Principles 3 credits
- BA 161 Macroeconomic Principles 3 credits
- BA 201 Accounting Principles I 3 credits
- BA 202 Accounting Principles II 3 credits
- BA 208 Marketing Principles 3 credits
- BA 210 Management Principles 3 credits
- MATH 220 Elementary Statistics 3 credits
- BA 222 Management Information Systems 3 credits
- BA 225 Business Ethics OR PHIL 202 Contemporary Ethics 3 credits
- BA 302 Business Law I 3 credits
- BA 341 Corporate Financial Management 3 credits
- BA 356 Quantitative Decisions in Business 3 credits

**Business Administration major (24 hours)**

Note: This major cannot be taken in conjunction with any other major or minor that would duplicate content in the emphasis area.

**Core - Business Administration major (12 hours)**

- BA325 New Venture Creation
- BA361 Human Resource Management
- BA423 Production and Operations Management
- BA460 Strategic Management

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## **General Education Requirements**

36 credits required in general education:

A freshman level writing course & a sophomore level writing course: 6 credits

A speech course: 3 credits

A computer skills course: 3 credits

A mathematics course: 3 credits

A cultures course: 3 credits

Two nonperformance courses within the arts and humanities: 6 credits

Two courses within the natural sciences: 6 credits

Two courses within the social sciences: 6 credits

## **General Electives**

\*\*\*credit hours to meet the 120 credit hour graduation requirement