

## Program Transfer Guide

Iowa Lakes Community College  
Associate in Applied Science (A.A.S.) in  
Business Administration & Management

→ UIU Bachelor of Science (B.S.) in  
Business Administration

AUGUST 2015



SCHOOL Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
<b>Freshman Fall Semester</b>					
ACC-131	Principles of Accounting I	4	---	---	general elective
BUS-102	Intro to Business	3	---	---	general elective
BUS-175	Business Seminar I	1	---	---	general elective
CSC-110	Intro to Computers	3	CS 102	Intro Computer Applications & Tech	Gen Ed Computers
ENG-105	Composition I	3	ENG 101	Basic Composition	Gen Ed Written Comm
PSY-111	Intro to Psychology	3	PSY 190	General Psychology	Gen Ed Social Science
<b>Freshman Spring Semester</b>					
ACC-132	Principles of Accounting II	4	BA 201	Accounting Principles I	Business Core
MGT-101	Principles of Management	3	BA 210	Management Principles	Business Core
MAT-110	Math for Liberal Arts	3	---	---	general elective
SPC-101	Found's of Oral Communication	3	COMM 105	Public Speaking	Gen Ed Oral Comm
<i>Concentration course</i>		3	<i>see next page</i>		TBD
<b>Summer Semester</b>					
BUS-932 or ENG-106 or ---	Business Practicum  Composition II  <i>Approved elective</i>	3	---	ENG 102  Advanced Composition  ---	general elective  Gen Ed Written Comm  <i>depends on course taken</i>
<b>Sophomore Fall Semester</b>					
BUS-183	Business Law	3	---	---	general elective
PHI-105	Intro to Ethics	3	PHIL 202	Contemporary Ethics	Gen Ed Arts/Humanities
ECN-120	Principles of Macroeconomics	3	BA 161	Macroeconomic Principles	Business Core
<i>Concentration course</i>		3	<i>see next page</i>		TBD
<i>Concentration course</i>		3	<i>see next page</i>		TBD
<b>Sophomore Spring Semester</b>					
BIO-105	Intro Biology	4	BIO 100	General Biological Science	Gen Ed Natural Science
BCA-218	Adv Microsoft Office Applications	3	---	---	general elective
BUS-115 or BUS-121	Business Correspondence  Business Communication	2  3	---	---	general elective
ECN-130	Principles of Microeconomics	3	BA 160	Microeconomic Principles	Business Core
MKT-110	Principles of Marketing	3	BA 208	Marketing Principles	Business Core
<i>Concentration course</i>		3	<i>see next page</i>		TBD

ILCC Course			Transfers as UIU Course			
Course Num	Course Name	# Cr	Course Num	Course Name	# Cr	Requirement Fulfilled
<b>Concentration Area: Small Business Management</b>						
<i>Choose 4 of the following</i>						
BUS-250	Principles of Real Estate	3	---	---	3	general elective
MGT-110	Small Business Management	3	---	---	3	general elective
MGT-170	Human Resource Management	3	BA 361 *	Human Resource Management	3	Major
MKT-140	Principles of Selling	3	---	---	3	general elective
MKT-150	Principles of Advertising	3	---	---	3	general elective
<b>Concentration Area: Banking and Finance</b>						
<i>Choose 4 of the following</i>						
BUS-250	Principles of Real Estate	3	---	---	3	general elective
BUS-268	Life Insurance/Financial Planning	3	---	---	3	general elective
FIN-101	Principles of Banking	3	---	---	3	general elective
FIN-140	Business Finance	3	---	---	3	general elective
FIN-180	Intro to Investments	3	---	---	3	general elective
<b>Concentration Area: Leadership Management</b>						
BUS-197	Leadership Development	3	---	---	3	general elective
BUS-200	Stress, Time, and Change Mgmt	3	---	---	3	general elective
MGT-130	Principles of Supervision	3	BA 362 *	Supervision	3	general elective
MGT-165	Principles of Quality	3	---	---	3	general elective
<b>Concentration Area: Human Resource Management</b>						
BUS-161	Human Relations	3	---	---	3	general elective
MGT-170	Human Resources Management	3	BA 361 *	Human Resource Management	3	Major
MGT-178	Employment Law	3	---	---	3	general elective
MGT-190	Compensation/Benefits Mgmt	3	BA 383 *	Compensation/Benefits Mgmt	3	general elective

\* Lower division transfer work does not contribute to the upper division credit requirement at UIU.

UIU course		# Cr	Requirement Fulfilled	Transfer
ENG 101	Basic Composition	0	Gen Ed Communication/Written	ENG-105
ENG 102	English Composition II	(3)	Gen Ed Communication/Written	(ENG-106)
COMM 105	Public Speaking	0	Gen Ed Communication/Oral	SPC-101
MIS 101	Introduction to Computer Applications	0	Gen Ed Computer Skills	CSc-110
MATH 105	College Algebra w/ Applications	3	Gen Ed Mathematics	---
	<i>any Gen Ed in Arts/Humanities</i>	0	Gen Ed Arts/Humanities	PHI-105
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
	<i>any Gen Ed in Natural Science</i>	0	Gen Ed Natural Science	BIO-105
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	---
	<i>any Gen Ed in Social Science</i>	0	Gen Ed Social Science	PSY-111
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	---
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	---
ID 301	Critical Thinking	3	Gen Ed Critical Thinking	---
BA 160	Microeconomic Principles	0	Business Core	ECN-120
BA 161	Macroeconomic Principles	0	Business Core	ECN-130
BA 201	Accounting Principles I	0	Business Core	ACC-132
BA 202	Accounting Principles II	3	Business Core	---
BA 208	Marketing Principles	0	Business Core	MKT-110
BA 210	Management Principles	0	Business Core	MGT-101
BA 222	Management Information Systems	0	Business Core	---
BA 225	Business Ethics	3	Business Core	---
or PHIL 202	Contemporary Ethics	3	Business Core	---
BA 302	Business Law I	3	Business Core	---
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
MATH 220	Elementary Statistics	3	Business Core	---
BA 361	Human Resources Management	(3)	Major	(MGT-110)
BA 423	Production & Operations Management	3	Major	---
BA 454	Management Cases	3	Major	---
BA 460	Strategic Management	3	Major	---
<i>1 of the following:</i>		3	Major	
<i>BA 310 Money and Banking</i>				
<i>BA 343 Investments</i>				
<i>BA 421 Managerial Cost Accounting</i>				
<i>1 of the following:</i>		(3)	Major	(MKT-150)
<i>BA 315 Sales Management</i>				
<i>BA 358 Consumer Behavior</i>				
<i>BA 363 Advertising &amp; Integrated Marketing Communications</i>				
<i>1 of the following:</i>		3	Major	
<i>BA 317 International Management</i>				
<i>BA 424 Global Marketing</i>				
<i>BA 463 International Finance</i>				
<i>BA 488 Economics of International Business</i>				

51-60\*

~~ NOTES ~~

\* An additional 3-9 credits of upper-division coursework is required; some of this could be accomplished with courses in the lightly-shaded areas above.

Courses in parentheses may have been completed at Iowa Lakes depending on the concentration area selected there.

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.